



The platform built for everyday resilience.

Maintain secure access and control across distributed infrastructure with Opengear – whether it's the first day of deployment, a normal day of operations or the worst day of an outage.

About Opengear

Opengear, a Digi International company, is a leader in Out of Band management and secure remote access built to keep network infrastructure resilient across data centers, edge locations, and distributed environments.

What does that mean for your business? It means you can attach Opengear to virtually any network infrastructure opportunity you're already selling – Cisco, Juniper, Palo Alto, Arista, F5, and more – without disruption. Your customers get visibility and control over their critical infrastructure even when the production network goes dark, and you get a high-value, vendor-neutral solution that deepens the deal, protects your margin through deal registration, and creates recurring revenue through software subscriptions and support renewals.

What makes Opengear special?

**20+
years**

of industry
experience

**Coverage
in 170+**

countries across North
America, South America,
EMEA and APAC

**Trusted
by 75%**

of Fortune 100
companies

**\$327
Billion**

Projected edge computing
market by 2033 (i.e. your
opportunity with Opengear)

What do Opengear solutions do?

Opengear gives your customers a network resilience platform that combines purpose-built hardware, centralized software, and SLA-backed support, giving you a complete, easy-to-position solution that fits into the deals you're already working on. Whether your customer is standing up to a new site, managing day-to-day operations, or scrambling to recover from an outage, Opengear has them covered:

Operational moment	Customer need	Opengear capabilities
First Day	Deploy sites faster with less effort.	Automated zero-touch provisioning, Lighthouse Service Portal and flexible configuration options.
Every Day	Manage distributed infrastructure and reduce manual tasks.	Lighthouse centralized management, automation support for Docker, Ansible and Python, and proactive monitoring.
Worst Day	Recover quickly when networks fail.	<i>Smart Out of Band™</i> , Failover to Cellular™, configuration recovery and secure remote access to affected infrastructure.

Key platform components.

Opengear solutions include several exclusive security features to protect networks:

Opengear offers...	What does it do?	How does it help customers?
Lighthouse®	Centralized and secure access portal for connected Opengear appliances and IT endpoints.	Lighthouse is their control center for distributed network resilience.
<i>Smart Out of Band™</i>	Independent management path for monitoring, managing and remediating infrastructure when the production network is unavailable.	Secure access that stays available when your customers need it most.
Zero Touch Provisioning (ZTP)	Automates device onboarding and configuration to reduce remote-site setup effort.	ZTP accelerates deployments and reduces truck-rolls.
Failover to Cellular™	Maintains a resilient access path through cellular connectivity when primary connectivity is disrupted.	Ensures business continuity for remote and edge locations.
Hardware portfolio	OM1300, CM8000, CM8100 and ACM7000 cover branch, edge, industrial and data center environments.	Purpose-built infrastructure for core, edge, and remote sites.
Support and connectivity services	Foundation and Premium support tiers, global cellular data plans and pre-provisioned SIM options.	Convenient, flexible plans for your customers, plus recurring revenue opportunities and a lifecycle services motion for your business.

When should I propose an Opengear solution?

Opengear is a great recommendation when your customers need resilience, secure access, control and recovery capabilities across distributed infrastructures.



Modernizing data centers



Expanding edge locations



Supporting SD-WAN deployments



Deploying AI infrastructure



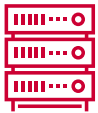
Refreshing branch networks



Reducing downtime risk

Which industries benefit from an Opengear solution?

Opengear is ideal in industries where ongoing IT management and security resilience are required:



Data center management



Manufacturing



Retail



Hyperscalers



Transportation



Higher education



Telecom/cable



Healthcare



Government



Finance

How do I sell Opengear solutions?

A typical Opengear sales motion happens in six phases:

1. **Start by identifying accounts** with distributed infrastructure, edge locations, SD-WAN deployments, data center refreshes, AI buildouts, remote sites, limited on-site IT staff or high downtime sensitivity.
2. **Look for customers** planning data center, edge, branch, SD-WAN, AI or integrated services router (ISR) refresh projects.
3. **Ask discovery questions** that uncover recovery gaps, manual deployment effort, truck-roll costs and downtime exposure.
4. **Position Opengear as a resilience layer** that supports first-day deployments with ZTP, everyday operations with *Smart* OOB, and worst-day recovery with Failover to Cellular.
5. **Attach the right platform components** to fit your customer's needs, including Lighthouse, hardware appliances for data centers or remote locations, support and connectivity services.
6. **Use your Opengear and TD SYNnex contacts** to access resources, register opportunities and move next steps forward.



What should I listen for?

- Our team suggests using a two-step approach, listening for key feedback phrases from your customer that allow you to position Opengear's best features:
- 1. Lead with risk, cost, and acknowledgement of your customer's operational pressures:** Outages are costly, complex and difficult to predict, with downstream effects across IT, security, audit and operations teams.
 - 2. Position Opengear:** Opengear offers a flexible resilience layer that complements infrastructure customers already have, integrating with leading vendors including Cisco, Juniper, F5, Palo Alto, Arista and Fortinet.

Listen for...	Ask...	Connect to...
Remote site, branch or edge buildout	What happens if the network goes down and no one is on-site?	<i>Smart</i> OOB, cellular failover, and centralized remote access.
Data center buildout or refresh	Do you have a plan to ensure uptime across every data center and remote site?	High-density console management, Lighthouse and resilient access.
SD-WAN deployment	How are you maintaining management access if the production path is unavailable?	Vendor-neutral OOB management and recovery.
Cisco ISR EOL refresh	Are you adding resilience as part of the refresh conversation?	Opengear as an attachable resilience layer.
Network operations automation	How many manual tasks are slowing deployment, remediation, or compliance?	Automation support for Python, Ansible, scripts, and workflows.
Secure zero-touch provisioning	How do you provision new sites at scale without sending teams on-site?	Lighthouse Service Portal and Zero Touch Provisioning.
AI deployment or GPU clusters	How do you maintain out-of-band access when the network fails?	Resilient access for high-density, high-cost infrastructure via Failover to Cellular.



Key use cases

Use case	Customer challenge	Opengear solution
Remote site management	Limited or no on-site IT staff across many locations.	Centralized teams can access, monitor and manage routers, switches and firewalls through Lighthouse, even during outages.
Network outage recovery	Standard remote access disappears when the primary network fails.	Failover to Cellular and out-of-band access give engineers a path to diagnose and remediate.
Zero Touch Provisioning	Manual device configuration is slow, costly, and prone to error.	Appliances can be shipped to site, powered on and automatically enrolled with preconfigured settings.
Data center management	Teams manage critical infrastructure across geographies and time zones.	Lighthouse provides centralized visibility and control across OOB devices.
Security and compliance	Regulated environments need secure access, logs and disciplined controls.	Role-based access, logging, secure tunneling, hardened firmware and controlled access paths support auditable management.
Retail and QSR edge	POS downtime directly affects sales and customer experience.	<i>Smart</i> OOB and cellular failover keep locations running and recoverable during disruptions.
Manufacturing and industrial	Remote plants may have limited IT staff and challenging site conditions.	Console servers and resilience gateways support secure access to critical devices in edge and industrial settings.
AI and data centers	AI buildouts increase density, complexity and downtime exposure.	Opengear supports resilient access and management for high-value infrastructure such as GPU clusters.



Why should I sell Opendgear with TD SYNEX?

With TD SYNEX and Opendgear, partners can confidently transform network resilience into a meaningful growth opportunity. Combining Opendgear's industry-leading technologies with TD SYNEX's expertise and market reach, you'll be well positioned to identify, pursue and win network resilience opportunities.

Specialized IT infrastructure expertise.

Forget the "one-size-fits-all" approach. TD SYNEX has expert teams across many technology disciplines – and they're built to understand your customers, markets and solution areas.

Sales and technical resources.

Need an extra hand? TD SYNEX can offer you and your Opendgear customers 24x7 certified technical support before, during and after the sale.

PartnerFirst digital tools.

Through our exclusive digital platform, you gain real-time inventory visibility, configuration support and other integrated digital experiences designed to help you transact efficiently.

Growth and marketing programs.

Generate demand and expand your practice with our in-house marketing programs, including Marketing as a Service (MaaS), lead-generation initiatives and partner communities.

Global scale and operational strength.

Be backed by one of the largest IT distributors in the world. TD SYNEX supports 200,000+ products, operations in 100+ countries, and a community of partners like you.

Ready to get started?

Make network resilience part of every customer conversation. Access more Opendgear partner resources on the [TD SYNEX Opendgear website](#) or contact the team directly at Opendgear@tdsynnex.com.