



Why Modern Organizations Need Network Resilience

The No. 1 goal of any data center is to maintain uptime and availability for as long as possible. However, with the advent of remote enablement paired with constant malware and DDoS attacks, keeping everyone “up and running” on the network is very challenging:

25%

Of severe downtime incidents cost at least \$1 million per outage.¹

83%

Of network managers say “network resilience” is their No. 1 priority.²

39%

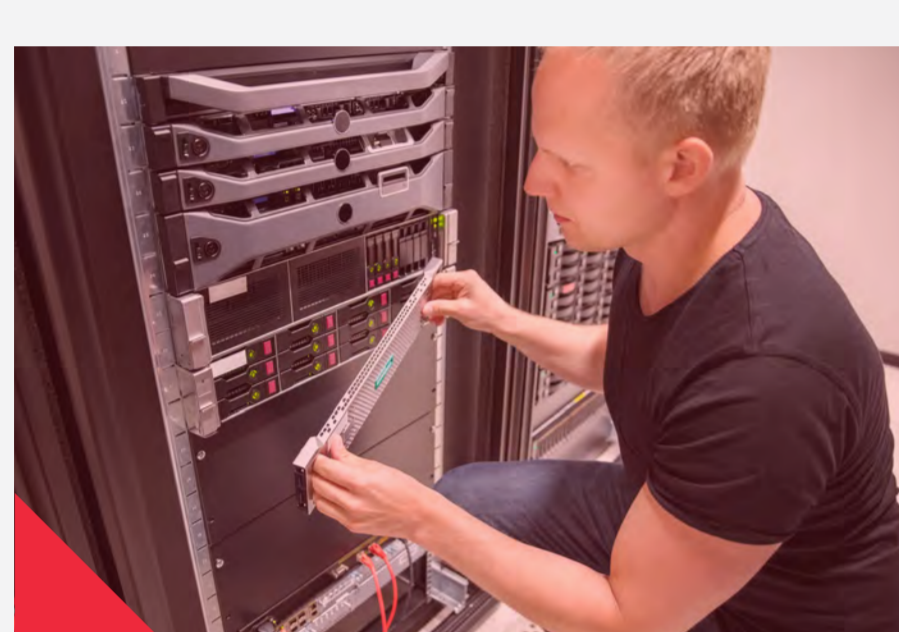
Of severe network outages took more than one day to solve.²

70%

Of companies lack full awareness of when equipment is due for maintenance, upgrade, or replacement.³

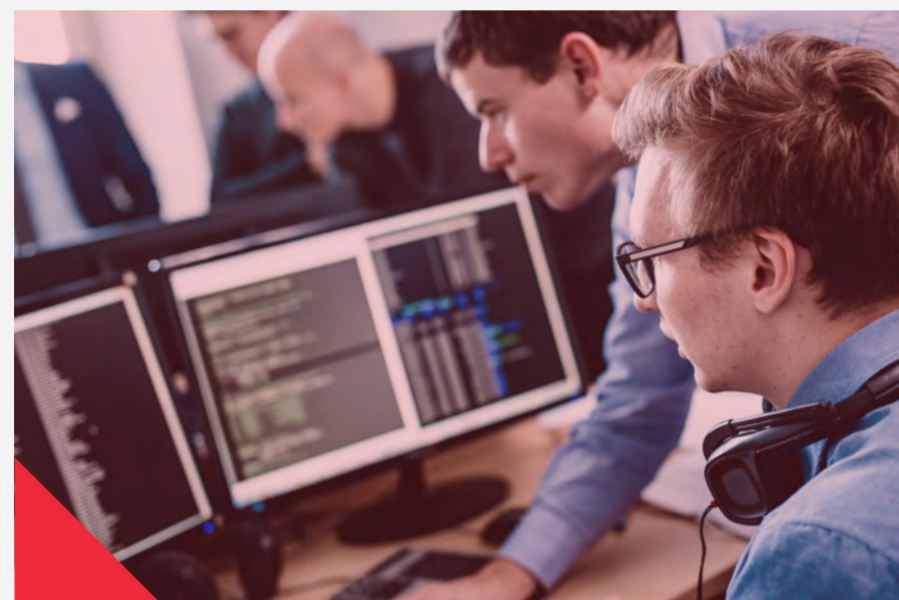
Trust Opengear - The Pioneers of Smart Network Management

Since 2004, Opengear has been the go-to source for smart out of band (OOB) solutions for network managers...



...On Their First Day...

Opengear helps network managers deploy devices with Zero-Touch Provisioning and other automation features.



...On Their Worst Day...

Opengear offers a variety of automated monitoring features and remediation tools – so when problems occur, Opengear is prepared to help solve them without the need to send people on-site!



...And Every Other Day In-Between!

Opengear helps ensure secure remote access to network equipment – regardless of location. All so network managers can manage and maintain physical and virtual devices at anytime and from anywhere.

The Benefits of Selling With Opengear

Your data center customers aren’t the only ones who benefit – by adding Opengear solutions to your portfolio, you gain:



A Top Network Resilience Offering

80% of the Fortune 100 trust Opengear to maintain the resiliency of their networks.



A Flexible Attach Offering

Opengear complements other technology solutions, like Cisco, Juniper, F5, HPE, Palo Alto and more!



Extra Margin

By attaching Opengear solutions to your infrastructure opportunities, you can gain extra incentives and margin on your deals.



In-House Expertise

You don’t have to be a network expert to sell Opengear: Let our in-house Opengear experts do the talking for you!



Deal Registration and Discounts

Opengear offers discounts, deal registration and sales incentives for discovering, registering and closing opportunities.

Who Benefits From Network Resilience?

Opengear solutions are relevant to all enterprise and corporate customers – regardless of their vertical! If your customers have a data center or a remote location (like a separate office branch), reliable connectivity is a requirement for their business:



Retail



Finance



Healthcare



Edge/Remote Office



Manufacturing

Get Started With Opengear Today!

To learn more about Opengear and their variety of network resiliency solutions, visit Opengear’s page on the [TD SYNnex CyberSolv website](#) or contact your dedicated Opengear representative, Josh Payne, at Josh.Payne@tdsynnex.com.

1. Uptime Institute. Global Data Center Survey 2022. Sept. 14, 2022.

2. Opengear. Measuring the True Cost of Network Outages. 2020.

3. GE Digital. After the Fall: Cost, Causes and Consequences of Unplanned Downtime.