F. Document: Cost Proposal - Detailed Product Offering

Category 1.2: NETWORKING

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Application networking solutions and technologies that enable the successful and secure delivery of applications to local, remote, and branch-office users using technology to accelerate, secure, and increase availability of both application traffic and computing resources.

1.2.1 Network Application Services

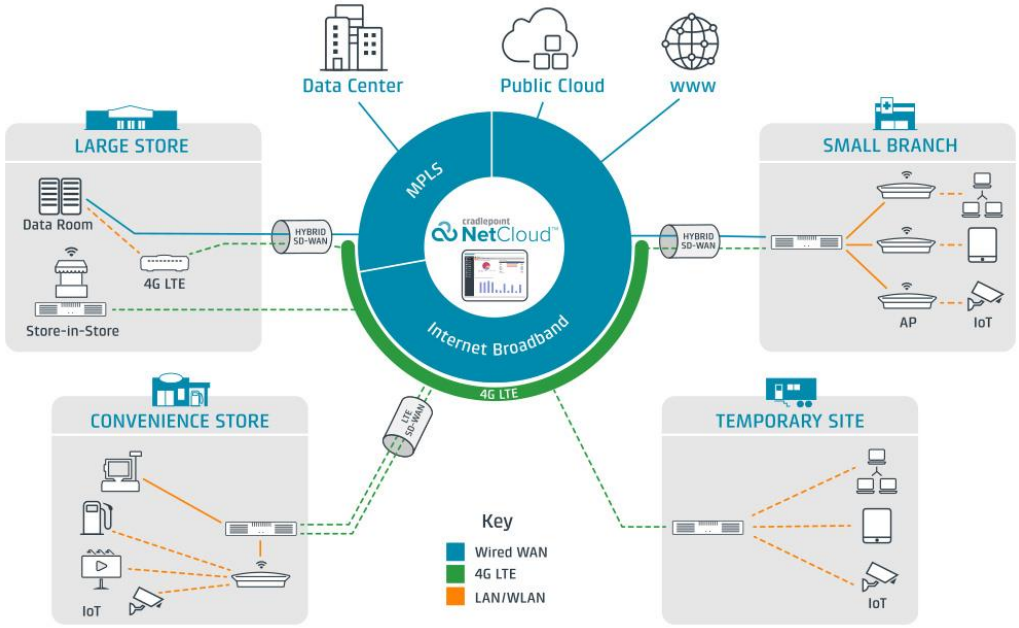
Application networking solutions and technologies that enable the successful and secure delivery of applications to local, remote, and branch-office users using technology to accelerate, secure, and increase availability of both application traffic and computing resources.

1.2.1.1 Virtualized Load Balancers — Virtual devices that act like a reverse proxy to distribute network and/or application traffic across multiple servers to improve the concurrent user capacity and overall reliability of applications. Capabilities should include:

- SSL (Secure Sockets Layer) Off-loading
- Caching capabilities
- Layer 4 Load Balancing
- Layer 7 Load Balancing
- Detailed Reporting
- Supports multiple load balancers in the same system for multiple groups
- Supports TLS1.2

Cradlepoint Response:
Recommended Cradlepoint Product: NetCloud Solution Package for Branch Networks with CVR4250

Branch Networks:
Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.



Cradlepoint's Elastic Edge[SM] vision provides a blueprint for next-generation Edge Networks that deliver pervasive broadband connectivity, cloud-like agility, and software extensibility—all while ensuring enterprise-class visibility, security, and control. All-in-one NetCloud Solution Packages for Branch Networks, based on Advanced Edge Routers (AER), are cloud-managed, and deployable anywhere in days, not months.

All-in-One Design

Purpose-built for small and medium branches, the AER Series replaces multiple "boxes" with a compact, cost-effective all-in-one branch solution. Each model supports multiple WAN connections, up to two 4G LTE dual-SIM modems, a multi-port Ethernet switch (some with PoE support), and 802.11ac WiFi with guest portal. Each solution is powered by Linux-based NetCloud OS software that provides advanced routing, SD-WAN, failover, and security functionality. Everything is configured, deployed, and managed in the cloud from a single pane of glass with NetCloud Manager.

Software-Defined Branch Networking

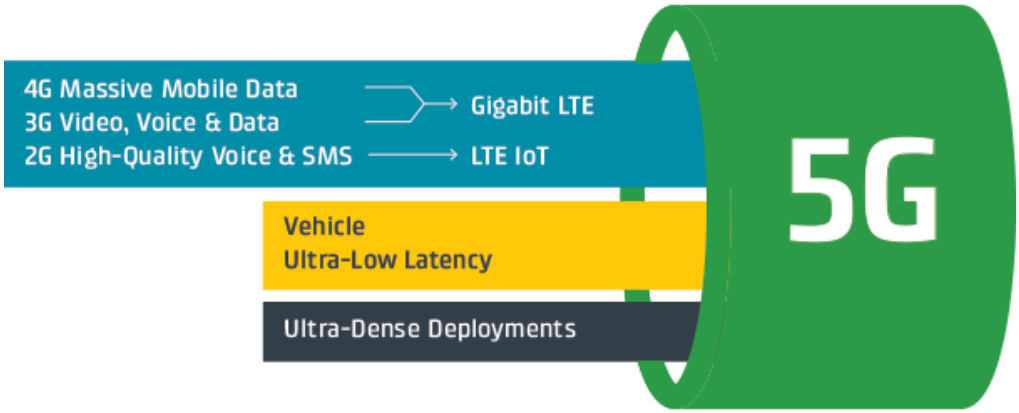
Cradlepoint's SD-WAN functionality is built into NetCloud OS and is optimized for primary and hybrid LTE connections. It combines application-based visibility, security, and control with dynamic, policy-based traffic steering and failover—and a zero-touch deployment capability for Day-1 Internet. Add one or more Cradlepoint AP22 WiFi Access Points and take advantage of integrated IoT Edge Computing and security features to create a complete software-defined branch solution that is flexible, extensible, and centrally managed.

Manage Everything From Anywhere

NetCloud Manager makes it easy to configure, deploy, and manage a distributed branch network from anywhere, allowing IT organizations to do more with less resources. Advanced analytics provide comprehensive visibility into branch applications, WAN, cellular, and LAN activity and utilization while in-band and Out-of-Band Management features enable remote troubleshooting across each site—increasing uptime and eliminating truck rolls.

Leading 4G LTE with Pathway to 5G

Cradlepoint is leading the wireless WAN revolution with 4G LTE network solutions capable of up to 600Mbps maximum download speed—and that's just the beginning. With Gigabit LTE and 5G right around the corner, Cradlepoint is at the forefront of delivering the all-wireless, software-defined branch—with the performance necessary for today's business applications, and tomorrow's. If equipment closet installations make cellular coverage a challenge, the CBA Series LTE Bridge Adapter utilizes low-cost Ethernet wiring to extend 4G LTE connectivity anywhere within the branch and works with any router.



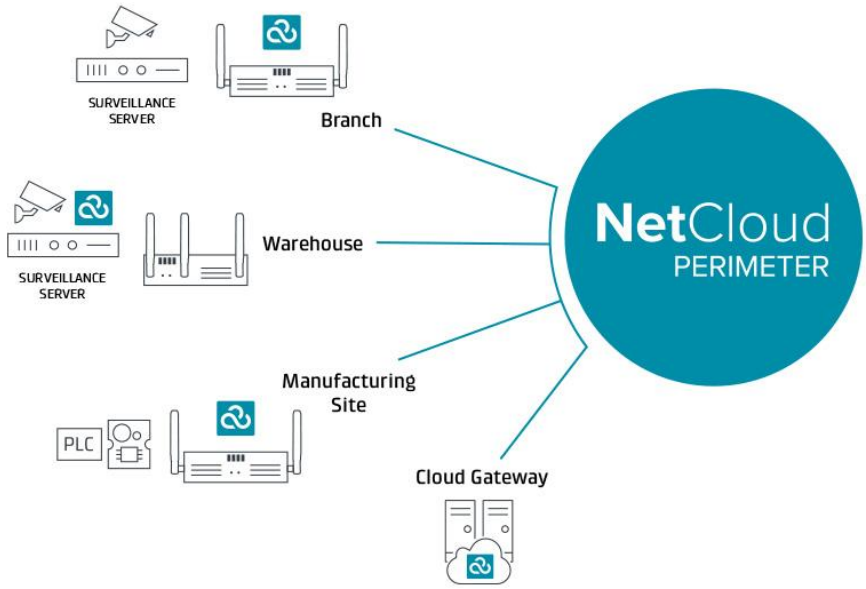
Unified Edge Security

With so much of today's network traffic destined for cloud applications, video sites, and other Internet destinations, backhauling traffic to the data center is too slow and expensive. NetCloud OS has integrated Unified Threat Management (UTM) features that enable direct Internet access from the branch without compromising security. UTM features include app-

based control, multi-zone firewall, IPS/IDS, web content filtering, and Zscaler Internet Security, as well as OpenDNS and SIEM integrations.

Comprehensive IoT Support

To accommodate the security, computing, and management requirements for branch IoT devices at the WAN edge, Cradlepoint's branch solutions provide comprehensive IoT support. The NetCloud platform allows organizations to run Edge Computing applications right on the router. The NetCloud Perimeter feature uses Software-Defined Perimeter technology to instantly spin up secure and segmented device-to-cloud overlay networks, cloaking them from the Internet and protecting trusted networks. Everything is configured, deployed, and managed using NetCloud Manager.



NetCloud Solution Packages for Branch Networks:

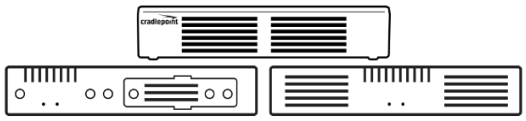
NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

NetCloud Software

Network Management, Security & SD-WAN

Hardware

Purpose-Built for Branch



CR4250 (CVR4250) AER2200 AER1600 Series

AP22 ARC CBA850

1.2.1.2 WAN Optimization — An appliance utilizing a collection of techniques for increasing data-transfer efficiencies across wide-area networks (WAN). Capabilities should include:

- CIFS (Common Internet File System) acceleration
- Data Compression
- SSL encryption/decryption for acceleration (Optional)
- Layer 4-7 visibility
- Application Specific optimization
- Network analysis tools (solutions utilized to collect, classify, analyze, and securely store log messages).

Cradlepoint Response:

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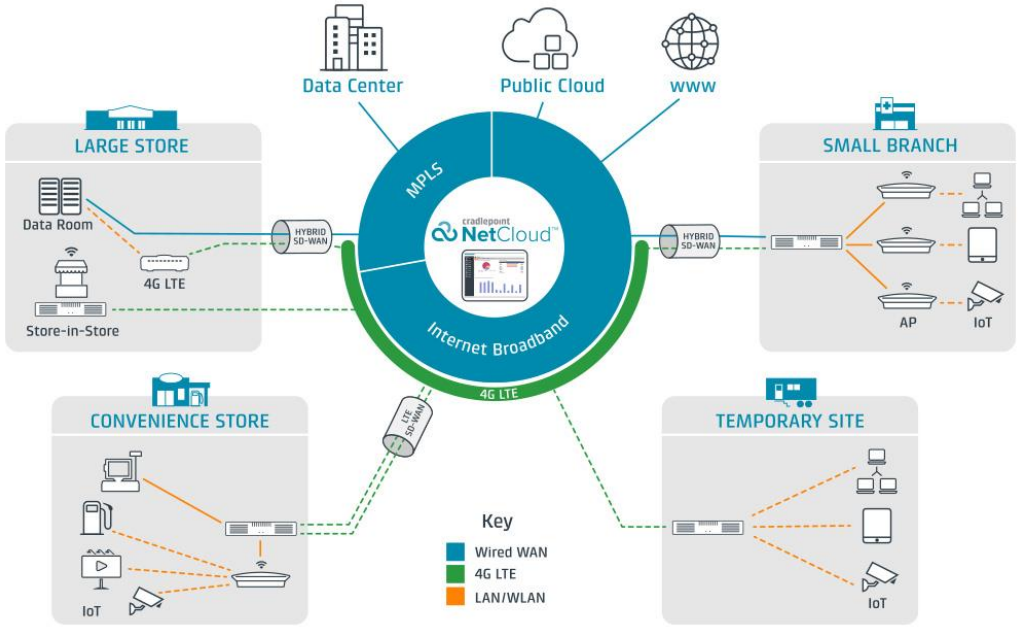

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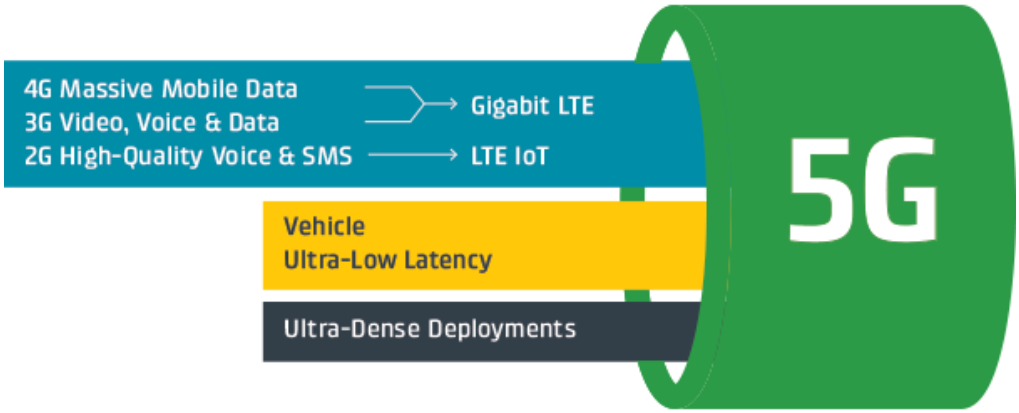

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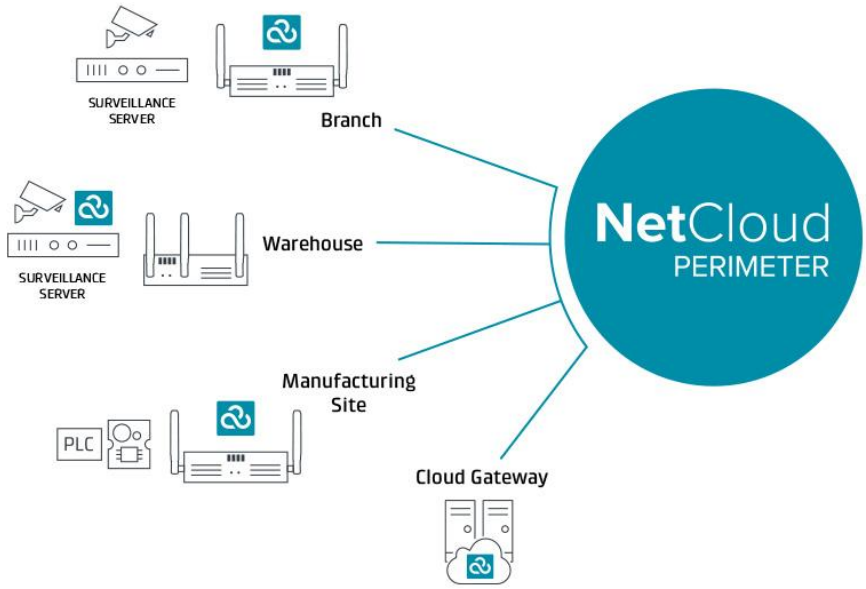

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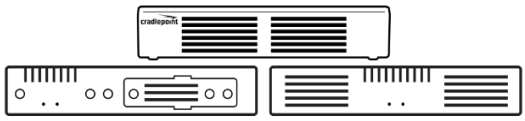


CR4250 AER2200 AER1600 Series

AP22 ARC CBA850

1.2.2 Networking Software

Software that runs on a server, or within the Cloud, and enables the server to manage data, users, groups, security, applications, and other networking functions. The network operating system is designed to allow transfer of data among multiple computers in a network, typically a local area network (LAN), a private network or to other networks. Networking software capabilities should include:

- Restartable Process
- High availability options
- Targeted operating systems, i.e. DC, campus, core, wan, etc.
- Operating System Efficiencies
- Network analysis tools (solutions utilized to collect, classify, analyze, and securely store log messages).

1.2.2.1 Network Management and Automation — Software products and solutions for network automation, cloud computing, and IT systems management.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Manager, NetCloud Perimeter

NetCloud Manager

Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

Benefits:

- **Zero-Touch Deployment**: Remotely deploy and manage all the devices on your network with no user intervention
- **Simplified Management & Orchestration**: Monitor device status in real time, set proactive alerts for optimized 3G/4G/LTE data usage & network uptime
- **Instant Insights**: Always connected, WAN/LAN analytics & visibility to manage data usage, performance & costs.

NetCloud Manager Tiers	IoT	Mobile	Branch
STANDARD *Basic cloud management features*	✓ Essentials		
PRIME *Enhanced visibility, remote management, mapping/fencing & more*	✓ Advanced Upgrade	✓ Essentials	✓ Essentials
ENTERPRISE NEW! *Integrated content filtering & traffic analytics*		✓ Advanced Upgrade	✓ Advanced Upgrade

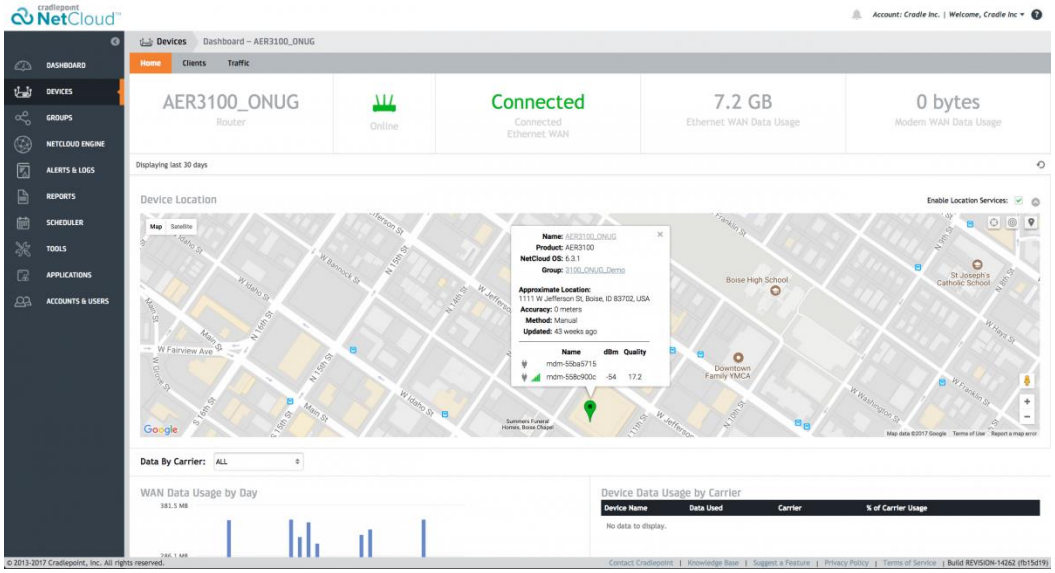
Cloud Configuration

Time-Saving Device Management

STANDARD PRIME ENTERPRISE

Whether you have 10, 25, or 500+ devices in your network, NetCloud Manager makes configuring and managing them a breeze. Cradlepoint's Stream Protocol efficiently

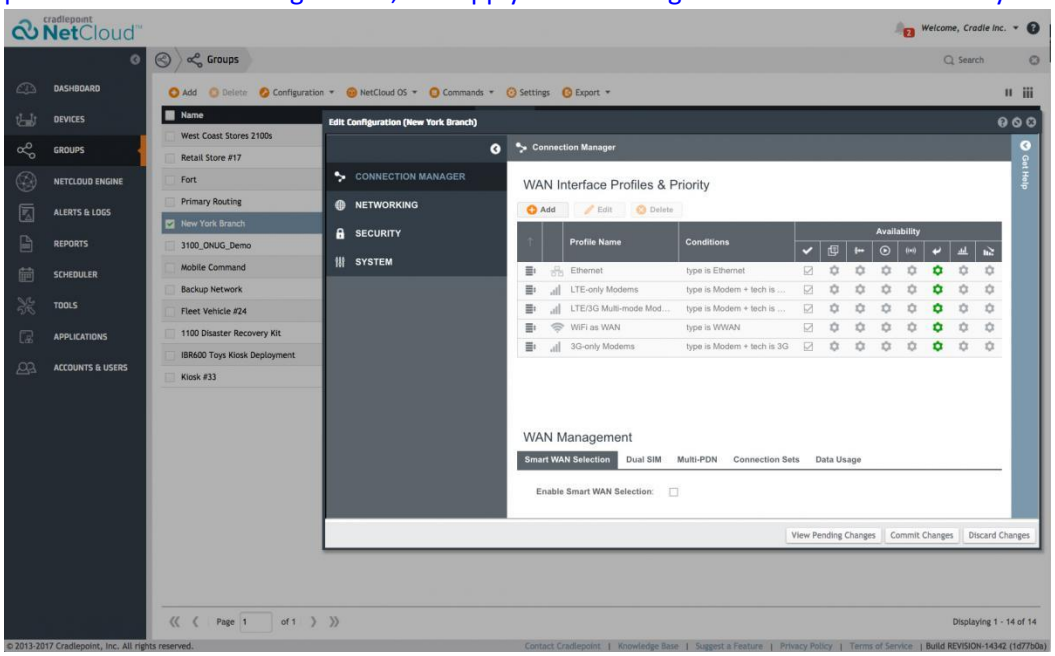
manages devices with less overhead to save money and bandwidth for wired or wireless WANs using a single pane of glass.



Zero-Touch Deployment

STANDARD PRIME ENTERPRISE

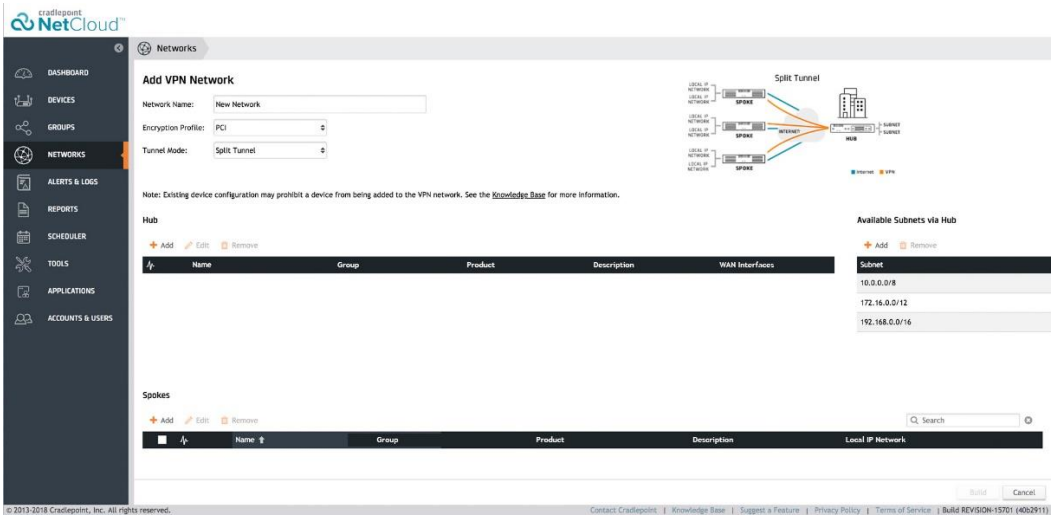
Groups allow organizations to simply, quickly, and automatically configure devices at distributed locations. By grouping devices, effortlessly upgrade firmware (NetCloud OS), provide consistent configuration, and apply other settings to devices simultaneously.



Auto VPN

STANDARD PRIME ENTERPRISE

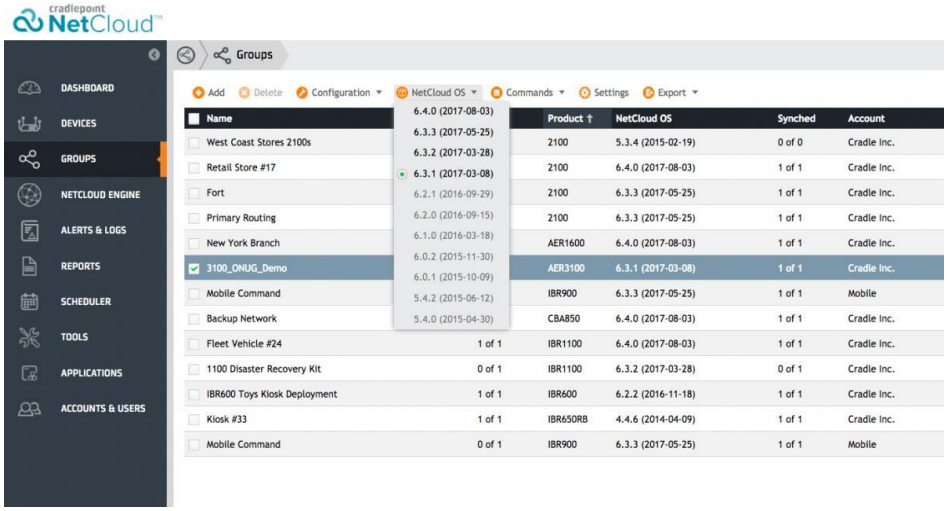
Simply create, provision, and manage a VPN network in minutes by automatically configuring VPN parameters to establish and maintain a VPN session between Cradlepoint routers.



NetCloud OS Upgrades

STANDARD PRIME ENTERPRISE

Upgrading your Cradlepoint devices with the latest version of NetCloud OS is vital to keeping up with security, performance, and feature updates. NetCloud Manager provides a single-click method to upgrading NetCloud OS across all your devices. Just create a Group, move similar modeled devices to the Group and you're on your way to performing fast and proven upgrades, that eliminate truck rolls.



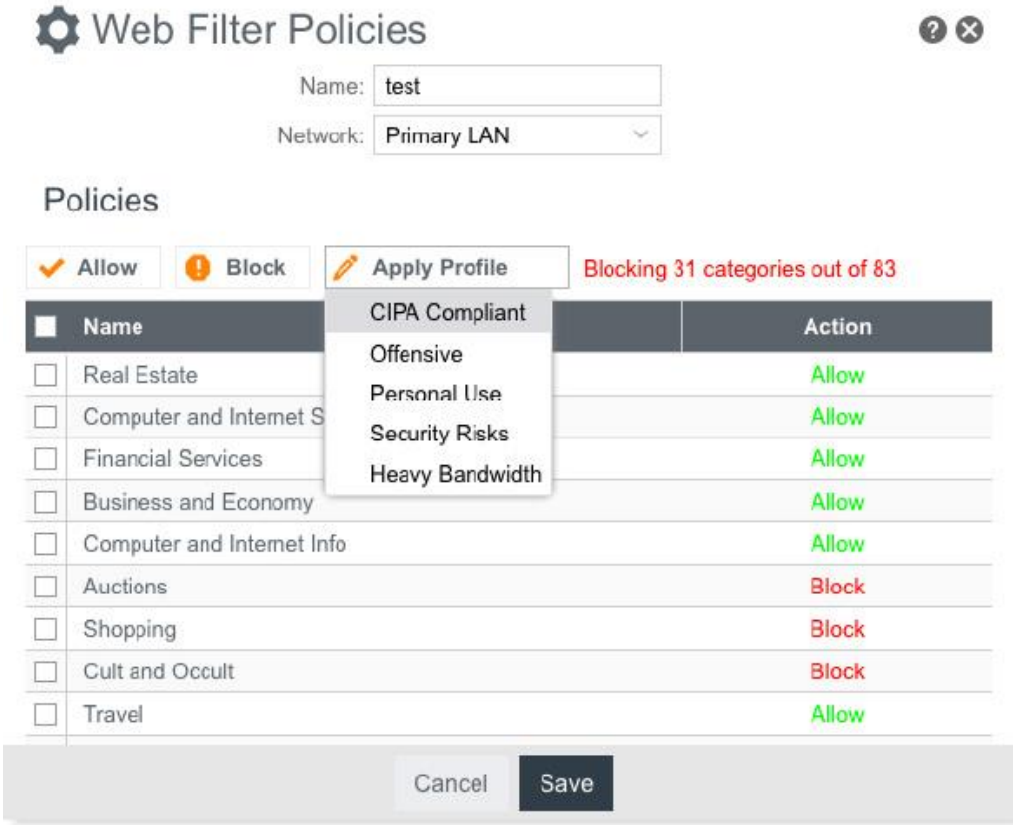
Security

CP Secure Web Filter

ENTERPRISE

- Set web filters to block unwanted content
- Define the network's threat tolerance to protect users from web threats

- Pre-defined policy templates make compliance simple
- Powered by Webroot's award-winning BrightCloud Threat Intelligence.

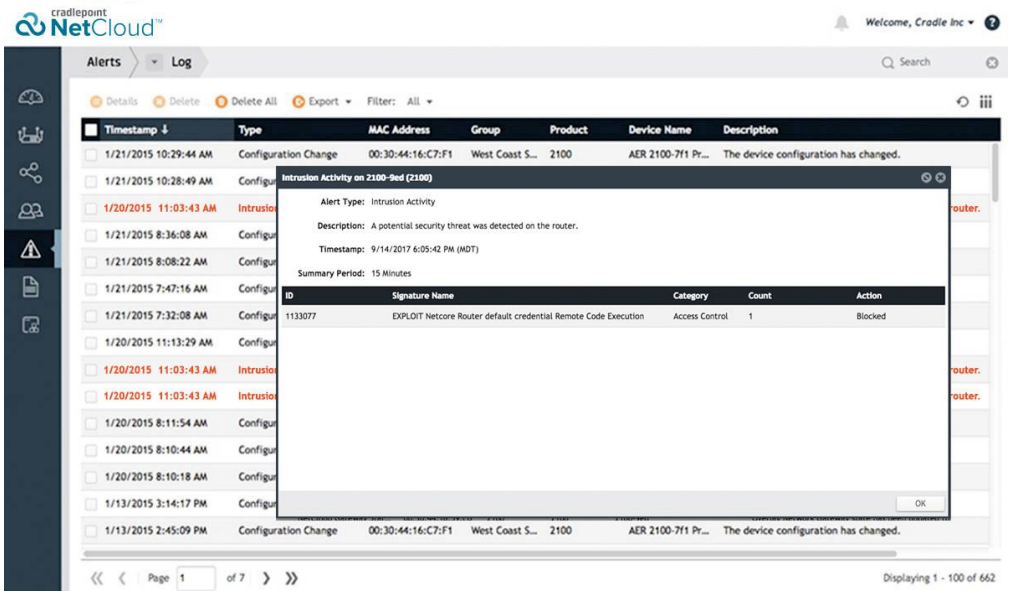


IPS / IDS with CP Secure Threat Management

STANDARD PRIME ENTERPRISE

Cloud delivered comprehensive Intrusion Protection System (IPS) and Intrusion Detection System (IDS) that defends against evasion attacks, improves network availability, and protects sensitive data.

*Additional license required.



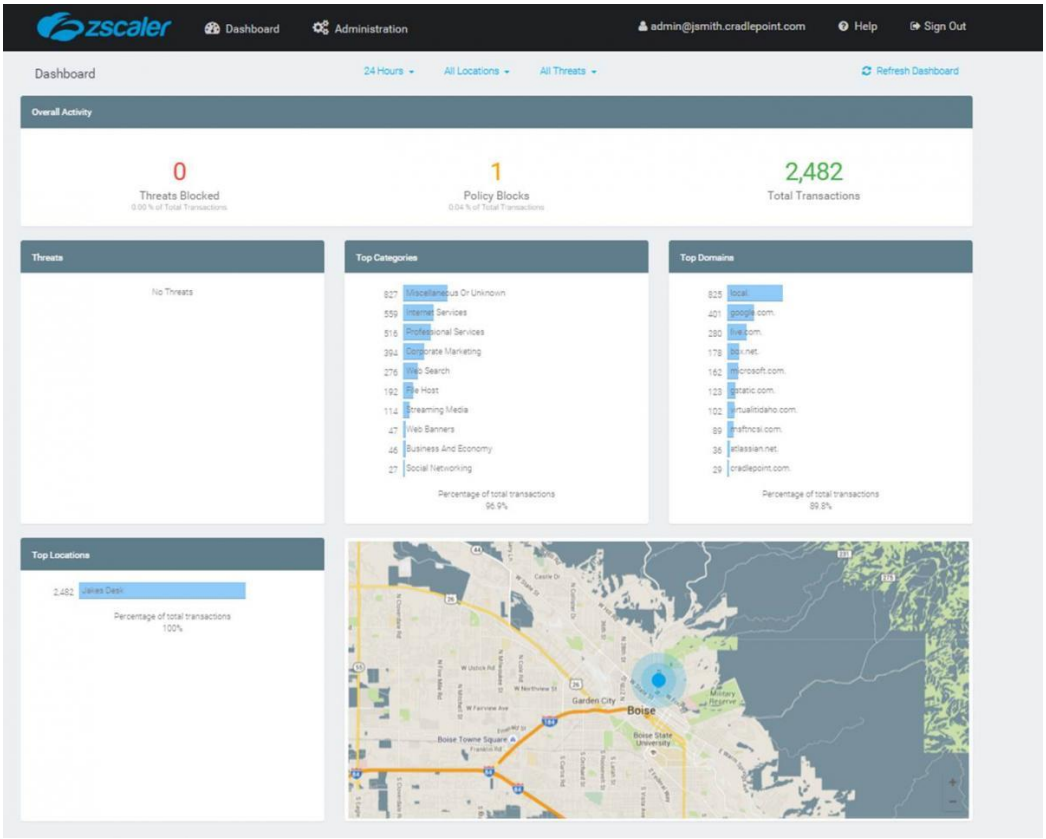
Zscaler Internet Security

STANDARD PRIME ENTERPRISE

Best-in-breed Zscaler Internet Security protects your organization from web-based threats.

- Increase network availability: provide protection from attacks, viruses & worms
- Simplify management: eliminate the need for standalone IPS devices at distributed locations
- Increase visibility: identify applications, devices, threats & vulnerabilities on network
- Protect data: prevent breaches while enabling regulatory PCI Compliance 3.0.

*Additional license required.



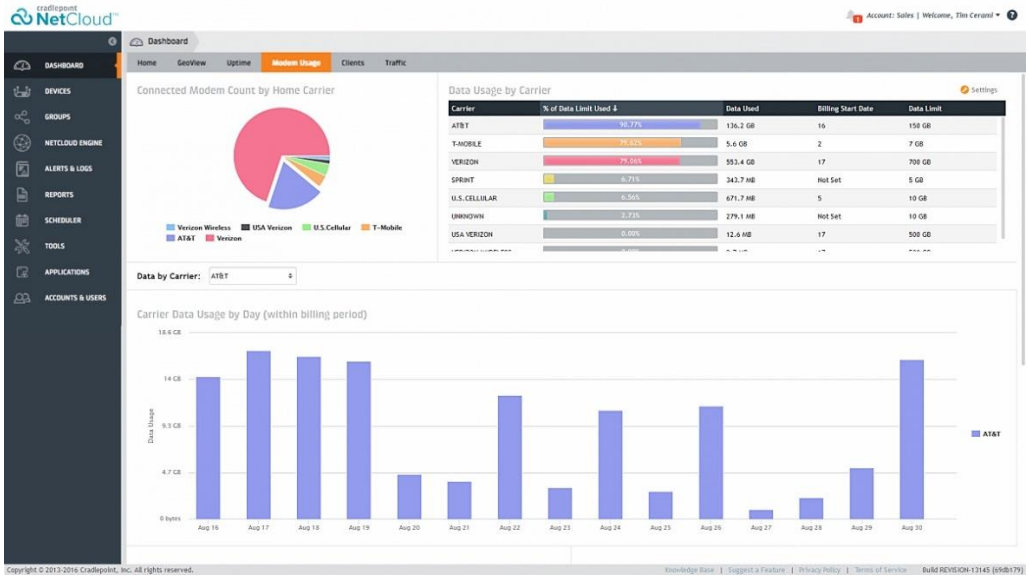
Visibility / Analytics

Cellular Data Usage Analytics

PRIME ENTERPRISE

Easily monitor and manage LTE data usage per carrier to optimize costs and avoid overages.

- Visualize, compare & optimize carrier data usage & costs across multiple carriers in a single pane of glass
- Analyze LTE data usage based on devices in pooled/grouped data plans
- Predict carrier metered data usage during billing cycles & alert to avoid overage charges.

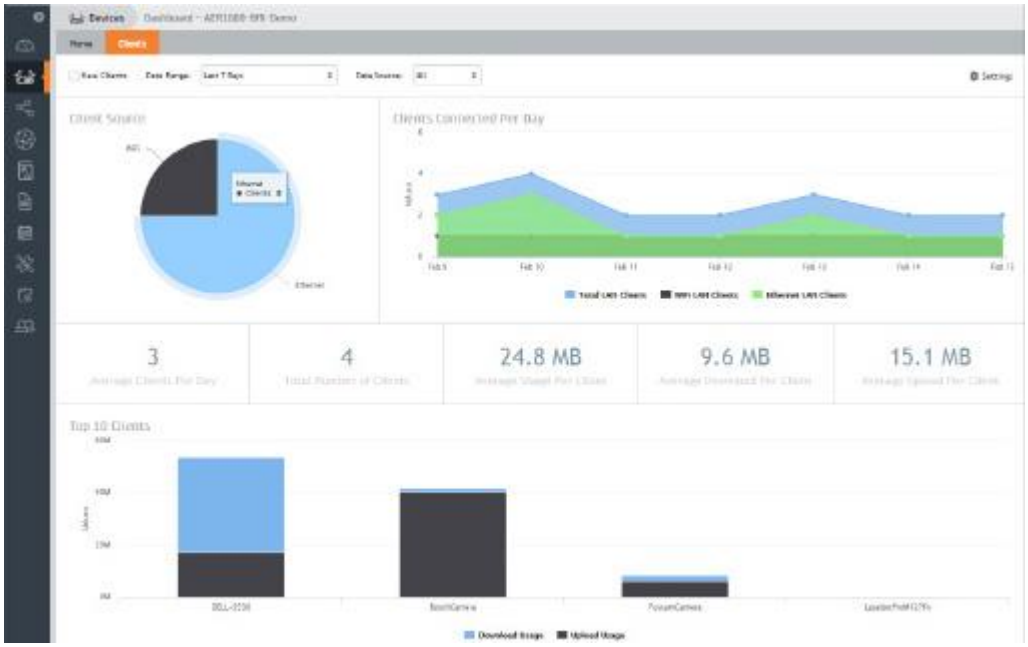


Client Analytics

PRIME ENTERPRISE

Complete customizable visibility of Local Area Network (LAN) client usage across entire network.

- Monitor, analyze & predict client usage per network, group, or individual router
- Provides valuable sales & marketing insights for understanding customer behavior & usage trends
- Block unwanted clients directly from Dashboard.

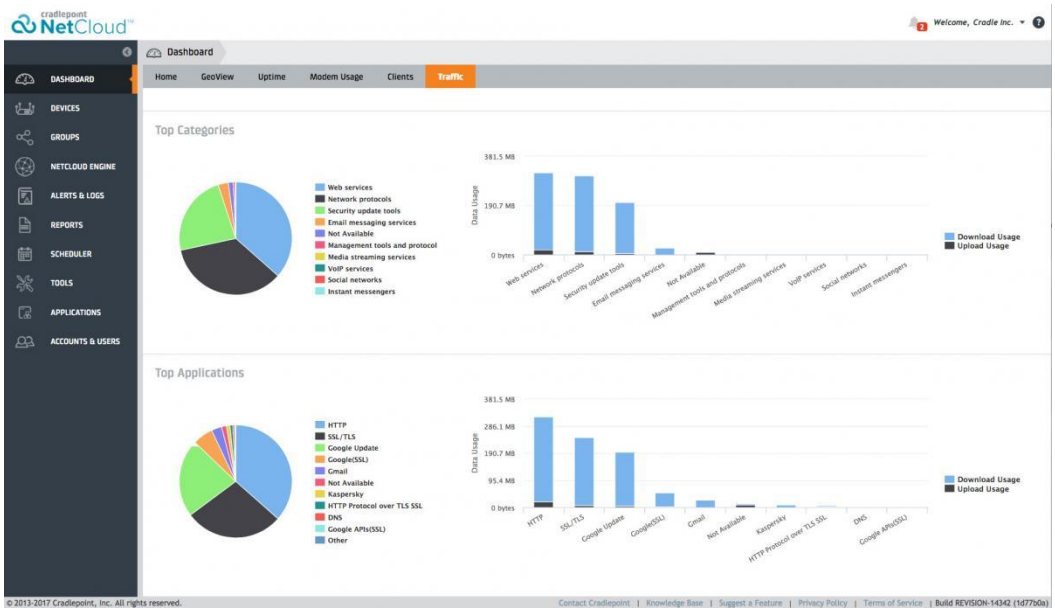


Traffic Analytics

ENTERPRISE

Automatically identify thousands of applications across your entire network to monitor, troubleshoot, and analyze traffic per WAN interface.

- Improve network management by understanding HOW your network is being used
- Optimize network performance based on application usage
- Combine with QoS, application-aware firewall & WAN Infinity for tuning & shaping network traffic.

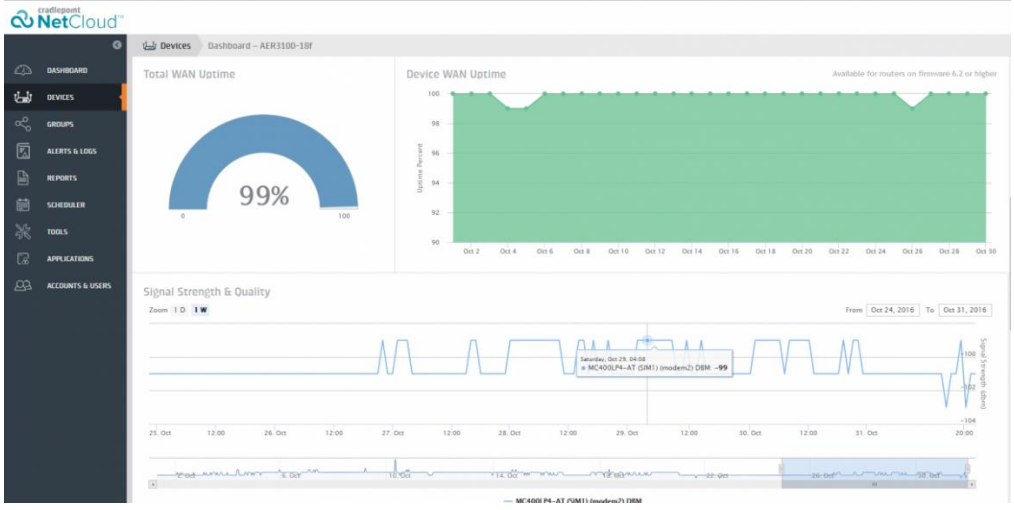


Uptime

PRIME ENTERPRISE

Analytics that show Wide Area Network (WAN) uptime across all available sources of external connectivity.

- View WAN availability metrics across entire network, group, or router
- Estimated WAN Uptime Service Level & view historical WAN Uptime
- Quickly identify poor performing networks, groups, or devices.



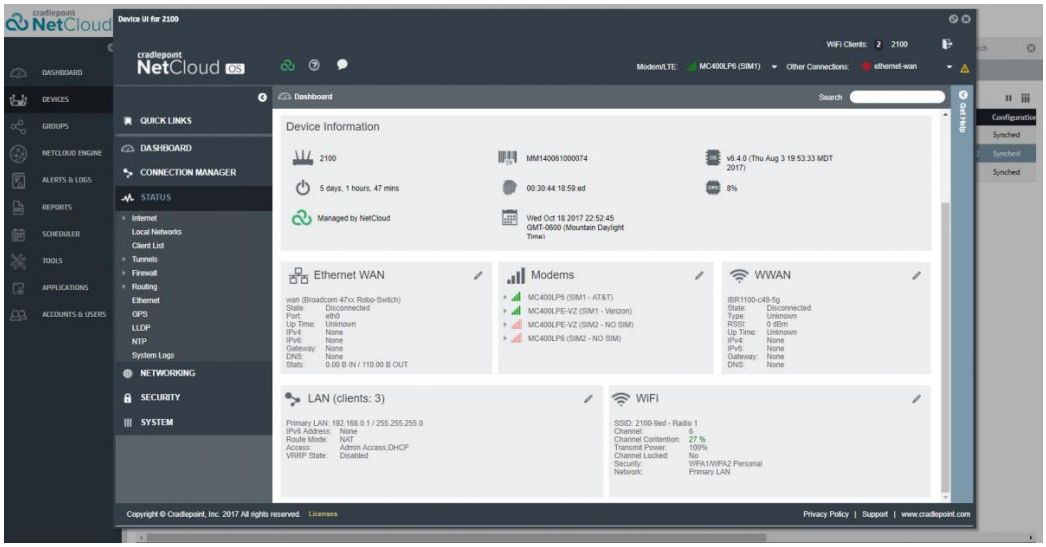
Real-Time Diagnostics / Troubleshooting

On-Demand Real-Time Device Diagnostics

STANDARD PRIME ENTERPRISE

Device status at the Edge is just a click away.

- Real-time view when you need it
- On-demand saves data usage
- Advanced troubleshooting for quicker response & visibility.

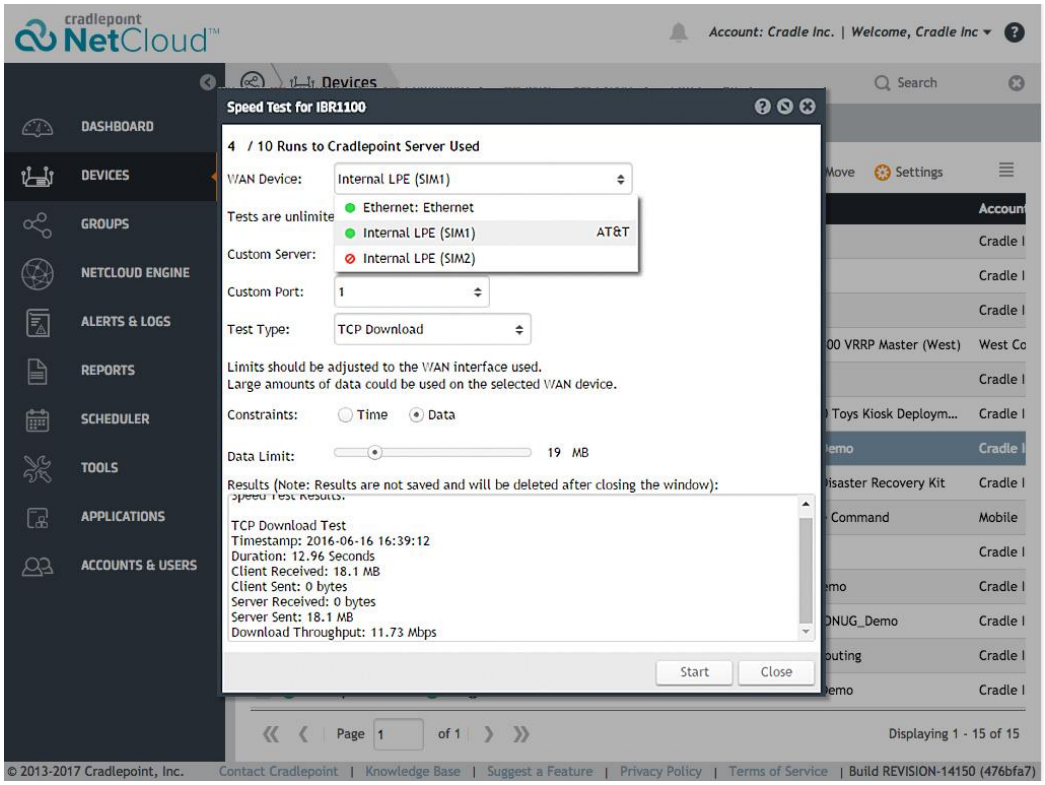


Speed Test

STANDARD PRIME ENTERPRISE

Speed Test helps users remotely troubleshoot and isolate performance challenges on any available Ethernet or 3G/4G/LTE WAN source.

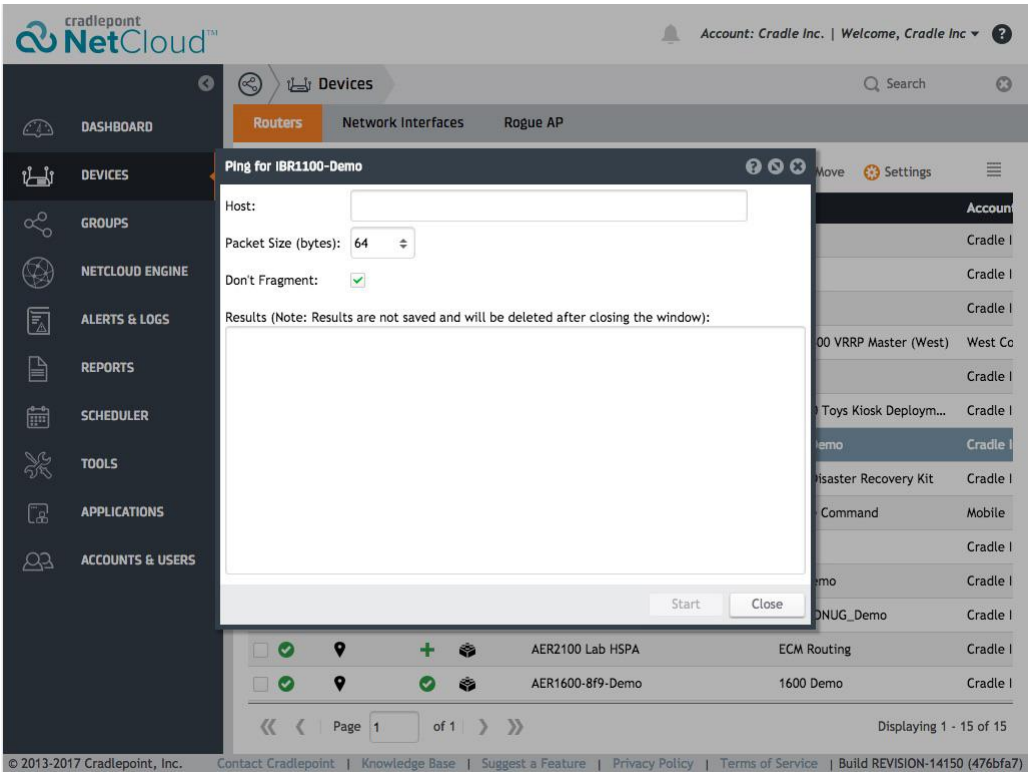
- Test upload & download speed, latency/jitter
- Choose the best cellular carrier for the location based on actual throughput
- Compare WAN performance across available WAN sources.



Ping

STANDARD PRIME ENTERPRISE

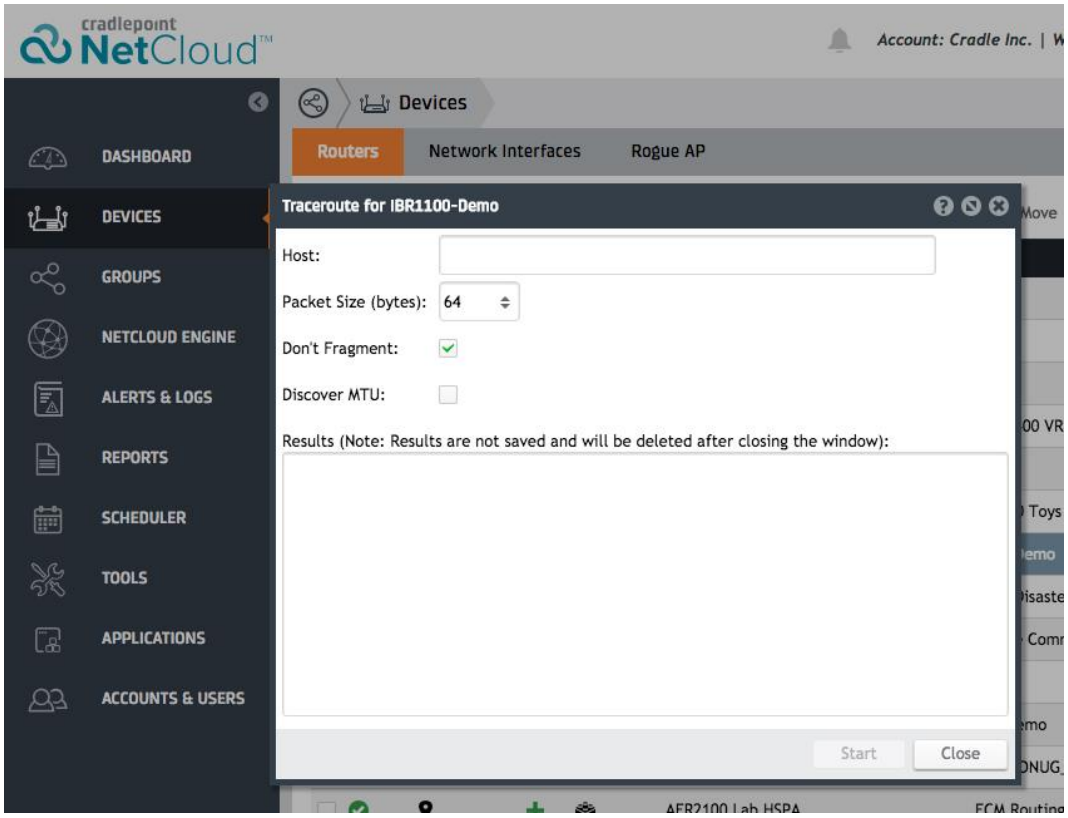
Use Ping to test IP-level connectivity from any router within NetCloud Manager. Provide Ping a couple parameters and it will come back with speed, packets transmitted, packets received, and packet loss.



Traceroute

STANDARD PRIME ENTERPRISE

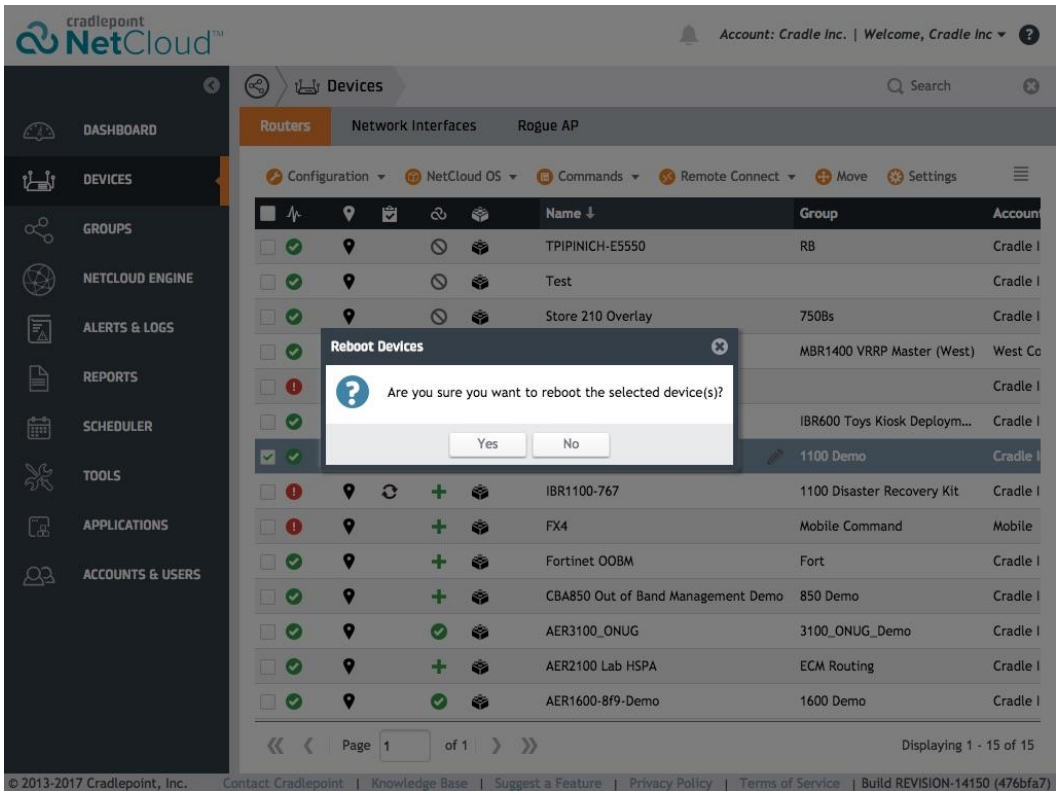
Use Traceroute to check the packet path (route) between any router in NetCloud Manager and another IP connected system. Provide a few pieces of information and Traceroute will deliver number of hops and hop speed.



Reboot

STANDARD PRIME ENTERPRISE

NetCloud Manager makes it easy to remotely reboot Cradlepoint routers with a few mouse clicks. Reboot via NetCloud Manager performs the same action as cycling or removing the device from power.



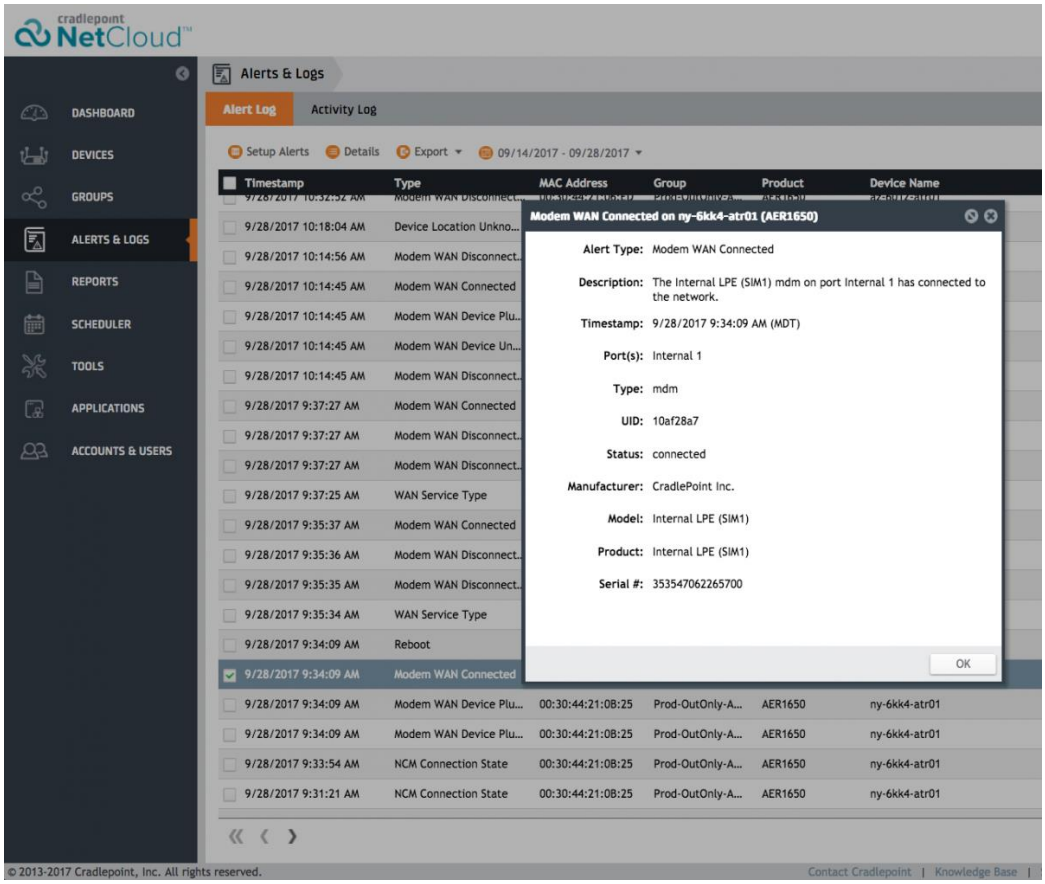
Reports / Alerts

Alerts

STANDARD PRIME ENTERPRISE

Alert Log is a powerful tool that keeps admins informed when important events occur on the network. For example, receive an alert when a data threshold is exceeded, a router configuration is changed, Ethernet or modems become disconnected, or when a GeoFence perimeter is violated.

- Customize alerts based on over 40 different alert types
- Create alerts for any Account and Group
- Select users to receive alerts and at what interval
- Filter alerts by date range
- Export alerts to CSV for easy integration with analytics tools.

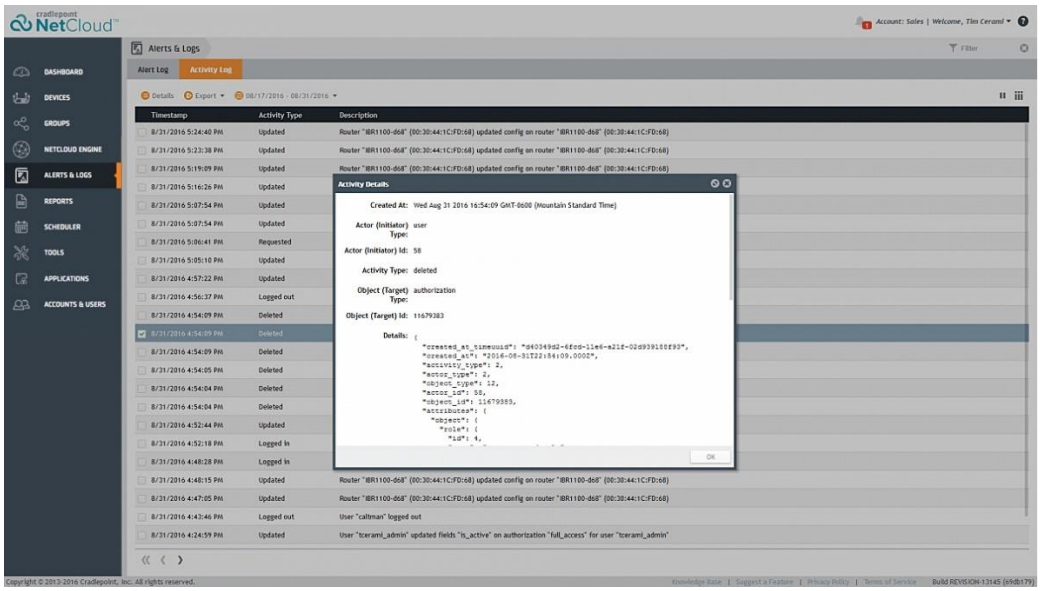


Activity Log

STANDARD PRIME ENTERPRISE

Enhanced troubleshooting, visibility, auditing, and compliance of NetCloud Manager actions.

- Provides a historical record of user & system activity, what activity has taken place & when the activity occurred
- Monitor user & system activity to identify anomalies
- Identify non-compliant activity
- API endpoint for enterprise integration & interoperability.

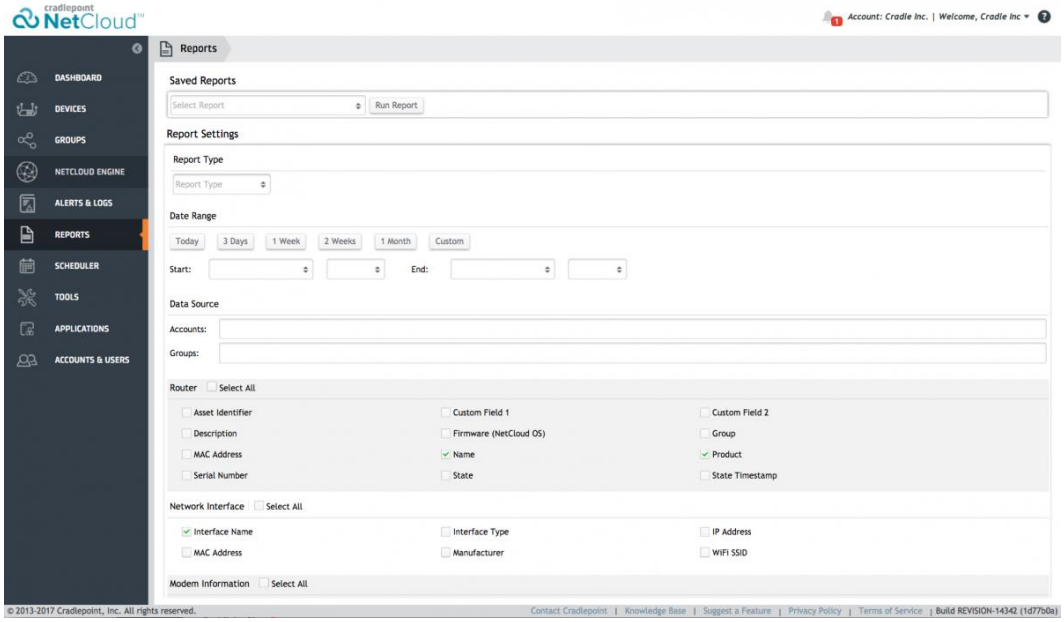


Reports

STANDARD PRIME ENTERPRISE

Build and manage reports that capture events and statistics from your devices.

- Select from built-in report templates based on data usage, signal quality, alerts & activities
- Customize reports by adding & removing fields
- Select from preset date ranges or specify a custom date range
- Export reports to CSV for easy integration into Excel & other analytics tools
- Save, update & delete reports.



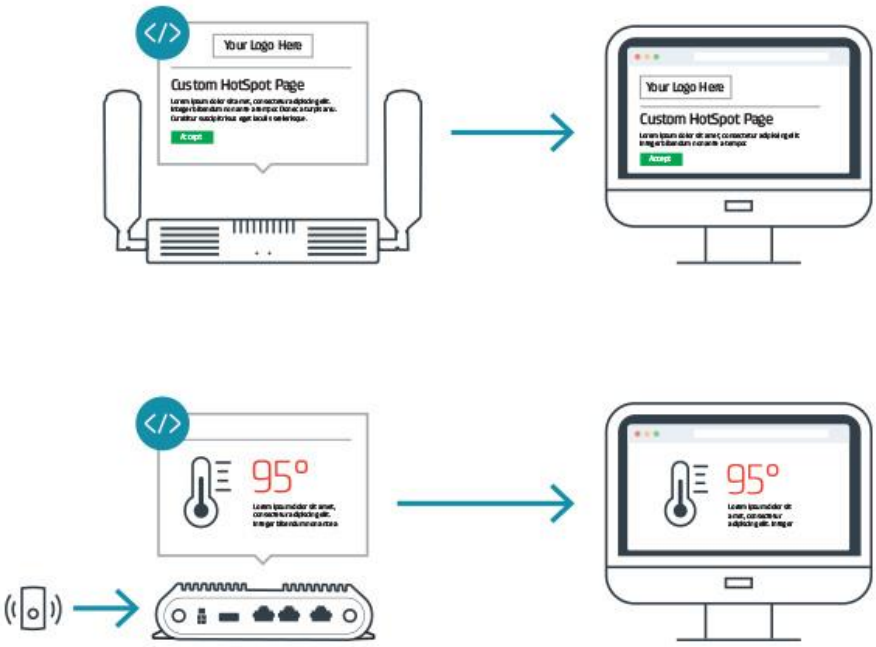
Extensibility / Integration

Fog Computing at the network edge

STANDARD PRIME ENTERPRISE

Run custom vertical-specific applications in the router with Cradlepoint's SDK.

- Securely expand router/network capabilities with custom Python applications & scripts orchestrated through the cloud
- Add local intelligence to router with domain knowledge to select when & what data to upload
- Cloud managed apps remotely deployed across entire fleet
- Custom applications are secured & protected on device & in cloud.



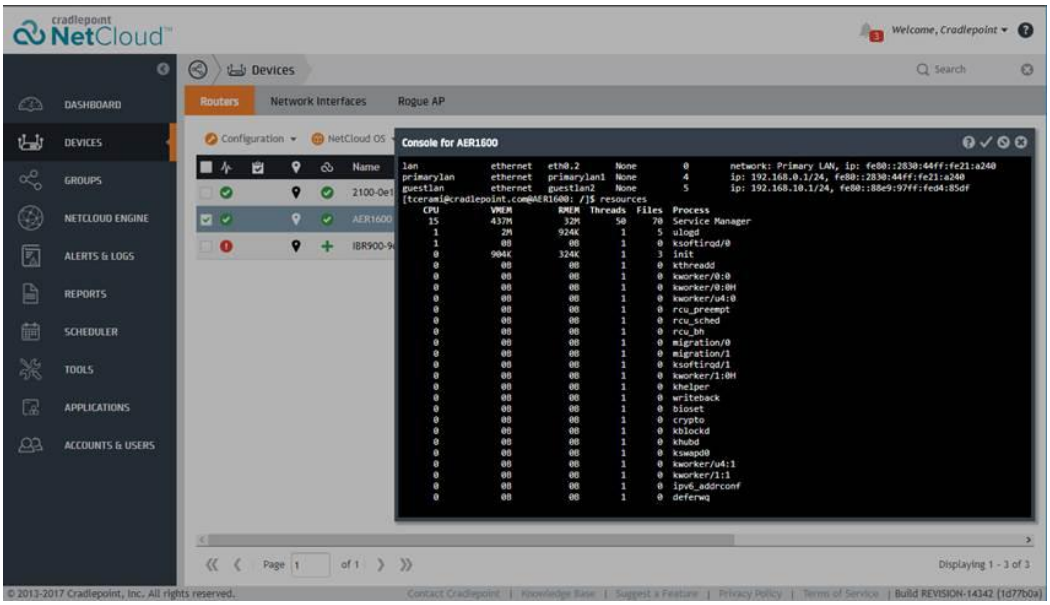
Out-of-Band Management / Remote Connect

Out-of-Band Manager

PRIME ENTERPRISE

NEW - Out-of-band Manager provides secure remote access to any serial managed device right when you need it most... during an outage!

- Cloud console access to manage any serial devices (Routers, Switches, Firewalls, etc.) as if physical connected on-site
- Eliminate costly truck rolls
- Minimize mean-time-to-repair
- Leverage existing WAN connection.

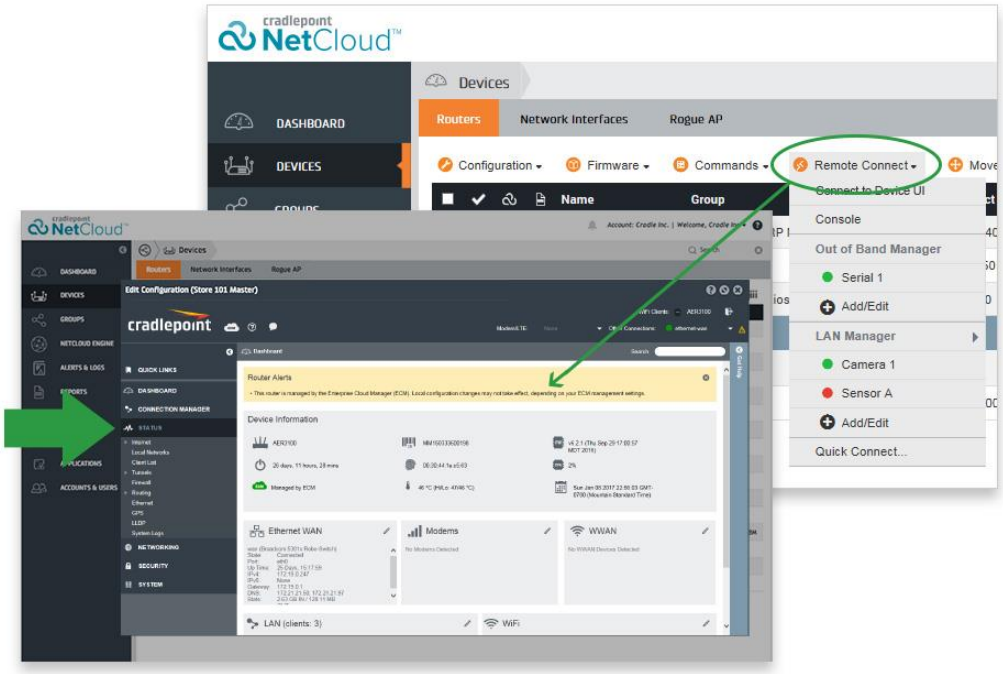


Real-Time On-Demand Device Status

PRIME ENTERPRISE

NEW - We've made troubleshooting Cradlepoint routers easy with an on-demand connection from the cloud directly to the NetCloud OS (v6.2 and higher) over any network architecture. Visibility into hundreds of real-time status and configurations available from anywhere, over a secure connection with no additional setup, static IP, or SSH required.

Note: Requires NetCloud SSO Account (Upgrade from legacy NCM account). Admin, Full Access, Diagnostics Users. NetCloud OS 6.2 or greater.

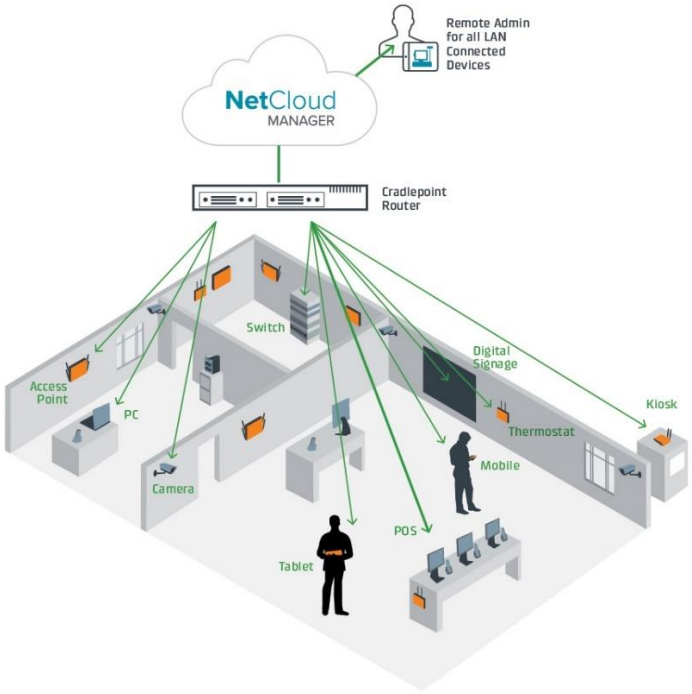


LAN Manager

PRIME ENTERPRISE

NEW - Manage more through the cloud! LAN connected 3rd party devices can now be securely cloud-managed without additional setup or configuration. LAN Manager allows users to access the device's native UI for the best management experience. Like Out-of-Band Manager, LAN Manager requires no static IP, no SSH, no port forwarding, and requires no additional hardware.

- Device examples: Access Points, Switches, Firewall Appliances, IP Cameras, VoIP Phones, PC/Mac/Server, Mobile Devices, Point of Sale, Kiosks, Digital Signs, Sensors.

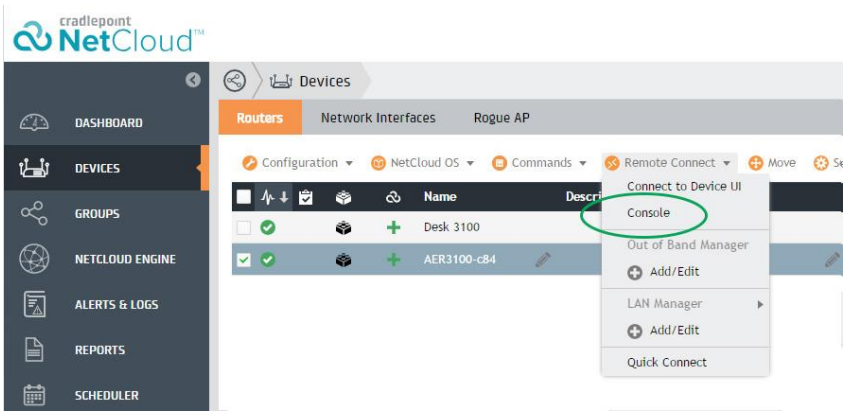


Console

PRIME ENTERPRISE

NetCloud Manager allows secure access to the command line interface (CLI) for troubleshooting with no setup in any network architecture.

- Advanced user troubleshooting
- SSH hop to other 3rd party serial devices to manage more.



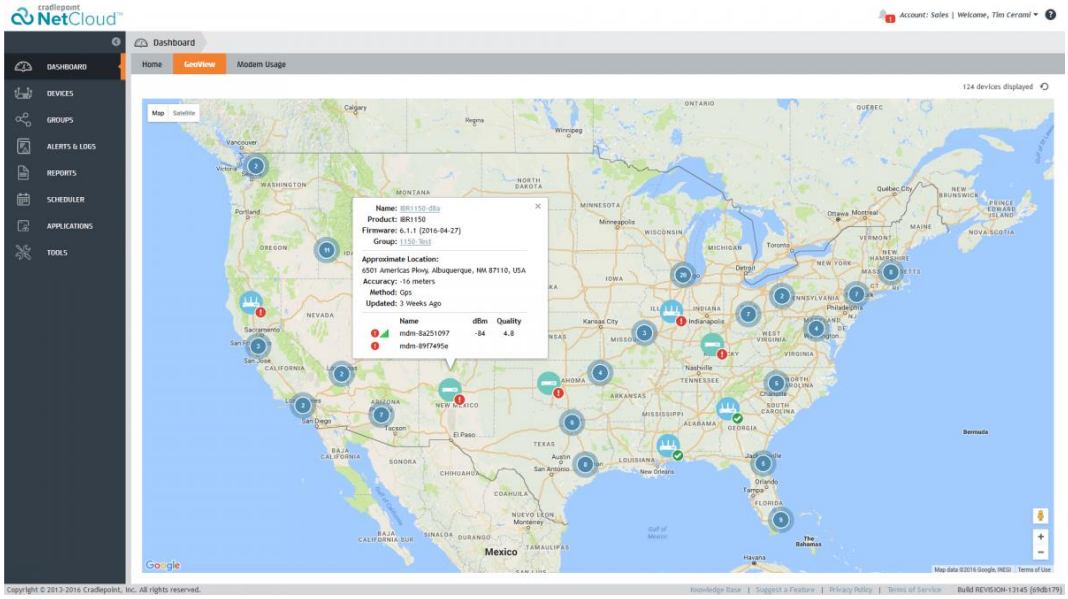
Location Services

GeoView

PRIME ENTERPRISE

Track and manage devices based on location. Quickly location and status on a map.

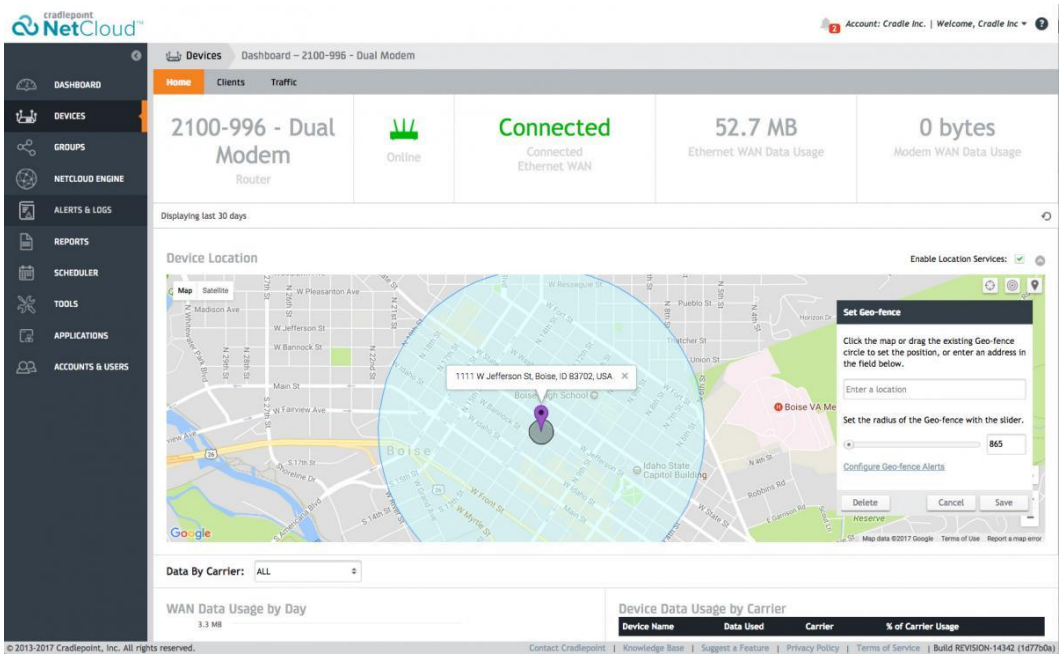
- Automatically map devices based on GPS
- Manually define devices location
- Quickly view device status and signal quality
- Drill down into device or group dashboards.



Geofencing

PRIME ENTERPRISE

Ensure physical security by establishing a customizable software defined geo fence perimeter around a GPS-enabled router and receive alerts when the router leaves the perimeter.



1.2.2.2 Data Center Management and Automation — Software products and solutions that capture and automate manual tasks across servers, network, applications, and virtualized infrastructure.

Cradlepoint Response:

Recommended Cradlepoint Product: Cradlepoint NetCloud Manager

NetCloud provides robust solutions which include remote troubleshooting, device management, and WAN performance monitoring.

Through Cradlepoint NetCloud (see also section 1.2.2.1 for more detail on Cradlepoint NetCloud Manager), Cradlepoint provides Software that runs on a server in Cloud Servers, and enables the server to manage data, users, groups, security, applications, and other networking functions for the Branch Office. The Cradlepoint network operating system is designed to allow transfer of data among multiple computers in a network, typically a local area network (LAN), a private network or to other networks. Cradlepoint also provides Software products and solutions for cloud management with policy-based controls for provisioning virtual and physical resources using NetCloud.

1.2.2.3 Cloud Portal and Automation — Software products and solutions for cloud management with policy-based controls for provisioning virtual and physical resources.

Cradlepoint Response:

Recommended Cradlepoint Product: Cradlepoint NetCloud Manager

NetCloud provides robust solutions which include remote troubleshooting, device management, and WAN performance monitoring.

Through Cradlepoint NetCloud (see also section 1.2.2.1 for more detail on Cradlepoint NetCloud Manager), Cradlepoint provides Software that runs on a server in Cloud Servers, and enables the server to manage data, users, groups, security, applications, and other networking functions for the Branch Office. The Cradlepoint network operating system is designed to allow transfer of data among multiple computers in a network, typically a local area network (LAN), a private network or to other networks. Cradlepoint also provides Software products and solutions for cloud management with policy-based controls for provisioning virtual and physical resources using NetCloud.

1.2.2.4 Branch Office Management and Automation — Software products and solutions for management of branch offices. Capabilities include remote troubleshooting, device management, and WAN performance monitoring.

Cradlepoint Response:
Recommended Cradlepoint Product: Cradlepoint NetCloud Manager

NetCloud provides robust solutions which include remote troubleshooting, device management, and WAN performance monitoring.

Through Cradlepoint NetCloud (see also section 1.2.2.1 for more detail on Cradlepoint NetCloud Manager), Cradlepoint provides Software that runs on a server in Cloud Servers, and enables the server to manage data, users, groups, security, applications, and other networking functions for the Branch Office. The Cradlepoint network operating system is designed to allow transfer of data among multiple computers in a network, typically a local area network (LAN), a private network or to other networks. Cradlepoint also provides Software products and solutions for cloud management with policy-based controls for provisioning virtual and physical resources using NetCloud.

1.2.3 Network Optimization and Acceleration
Devices and tools for increasing data-transfer efficiencies across wide-area networks.

1.2.3.1 Data Analytics — Appliance for improving network management by more effectively factoring in issues related to congestion, such as utilization, service consumption and routing. Provides real-time insights into network traffic to determine the value of different portions of that traffic.

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Solution Package for Branch, Mobile & IoT Networks

Through Cradlepoint NetCloud (see also section 1.2.2.1 for more detail on Cradlepoint NetCloud Manager) and hardware, Cradlepoint provides use case specific appliances for improving network management by more effectively factoring in issues related to congestion, such as cellular data utilization, service consumption and routing. Provides real-time insights into network traffic to determine the value of different portions of that traffic.

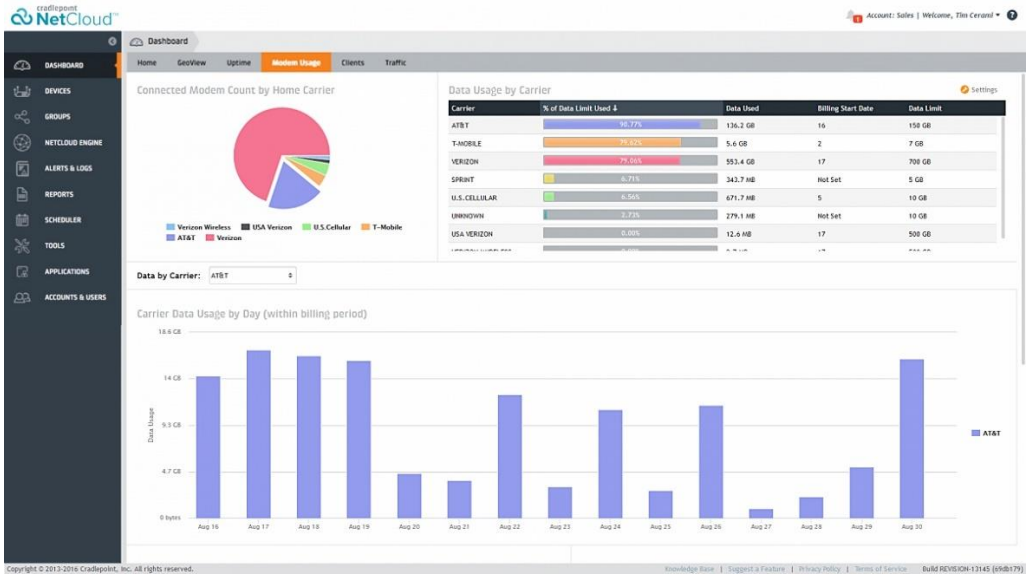
Visibility / Analytics

Cellular Data Usage Analytics

PRIME ENTERPRISE

Easily monitor and manage LTE data usage per carrier to optimize costs and avoid overages.

- Visualize, compare & optimize carrier data usage & costs across multiple carriers in a single pane of glass
- Analyze LTE data usage based on devices in pooled/grouped data plans
- Predict carrier metered data usage during billing cycles & alert to avoid overage charges.



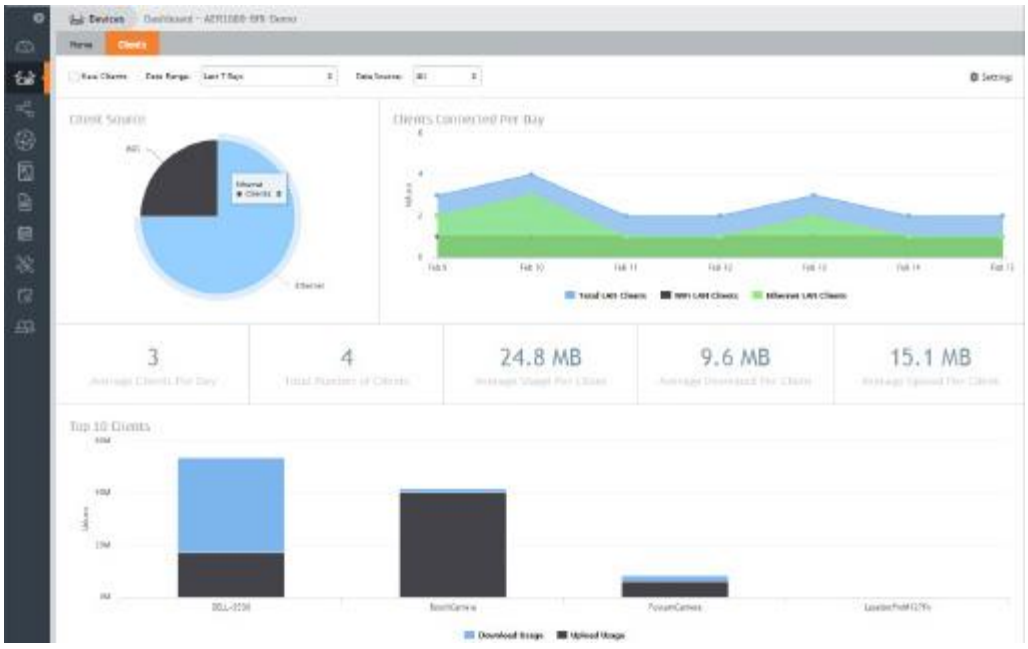
Client Analytics

PRIME ENTERPRISE

Complete customizable visibility of Local Area Network (LAN) client usage across entire network.

- Monitor, analyze & predict client usage per network, group, or individual router

- Provides valuable sales & marketing insights for understanding customer behavior & usage trends
- Block unwanted clients directly from Dashboard.

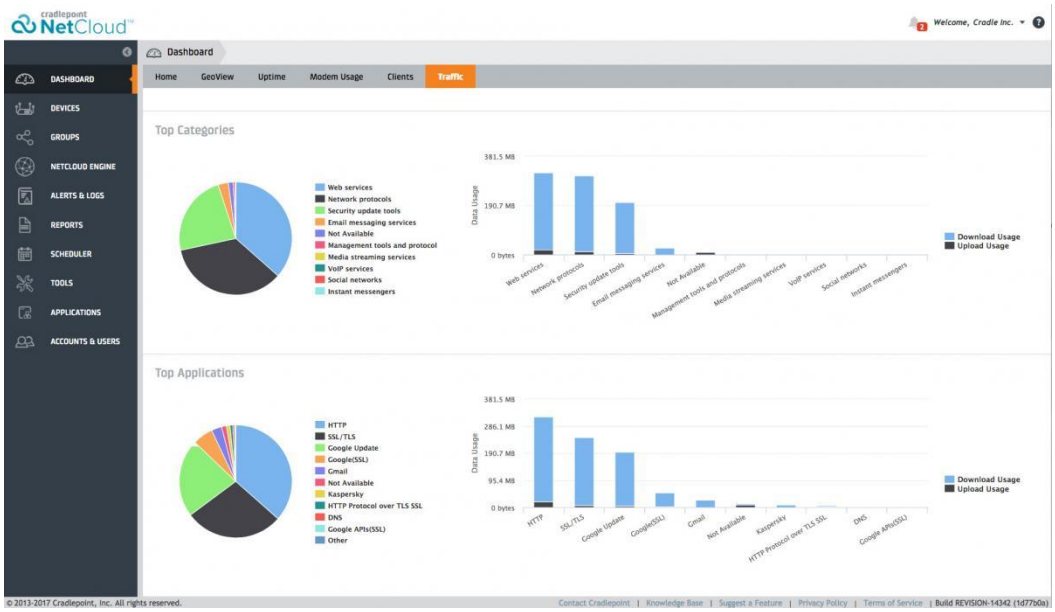


Traffic Analytics

ENTERPRISE

Automatically identify thousands of applications across your entire network to monitor, troubleshoot, and analyze traffic per WAN interface.

- Improve network management by understanding HOW your network is being used
- Optimize network performance based on application usage
- Combine with QoS, application-aware firewall & WAN Infinity for tuning & shaping network traffic.

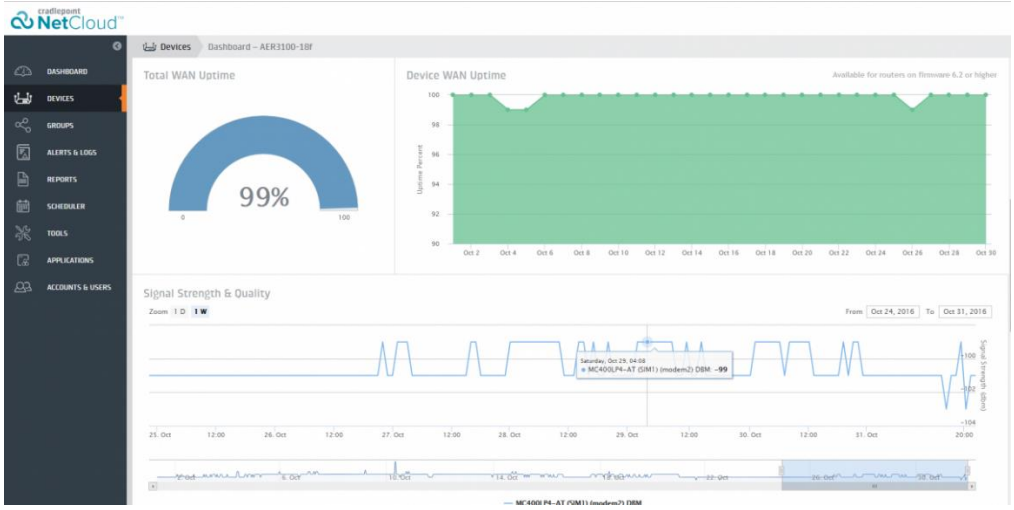


Uptime

PRIME ENTERPRISE

Analytics that show Wide Area Network (WAN) uptime across all available sources of external connectivity.

- View WAN availability metrics across entire network, group, or router
- Estimated WAN Uptime Service Level & view historical WAN Uptime
- Quickly identify poor performing networks, groups, or devices.



1.2.3.2 Dynamic Load Balancing (Network Traffic Management) — An appliance that performs a series of checks and calculations to determine which server can best service each client request in order to select the server that can successfully fulfill the client request and do so in the shortest amount of time without overloading either the server or the server farm as a whole.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Solution Packages with AER and COR series routers

Load Balancing Across WAN Sources with use of AER and COR series routers using the Smart WAN Selection (SWANS) SD-WAN feature.

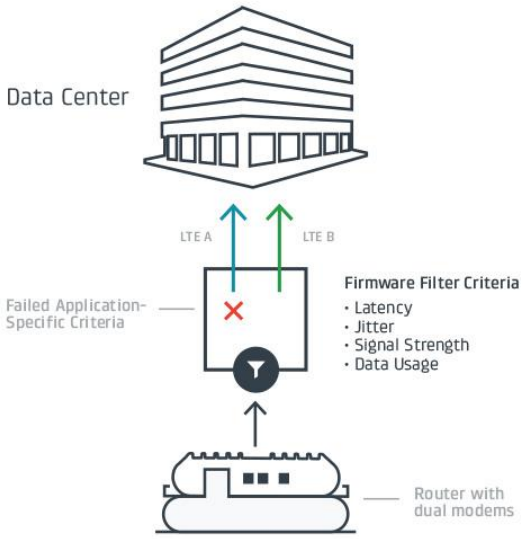
Smart WAN Selection (SWANS)

Intelligently monitors primary WAN link performance and provides smart, automated failover when primary WAN connection degrades based on preset metrics: Latency, Jitter, Signal Strength, Data Usage.

Benefits:

- Best-in-class SD-WAN functionality for environments with LTE and WiFi-as-WAN connections

- Optimizes WAN link for primary application:
- Improved application performance
- Better customer experience
- Increased WAN reliability and availability means increased business continuity
- Smooth transition between links with Smart Disconnect.



1.2.3.3 WAN Acceleration — Appliance that optimizes bandwidth to improve the end user's experience on a wide area network (WAN). Capabilities should include:

- CIFS acceleration
- Data Compression
- SSL encryption/decryption for acceleration (Optional)
- Layer 4-7 visibility
- Application Specific optimization

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Solution Package for Branch Networks

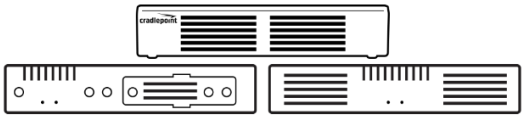
Branch Networks:

Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.

NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

Hardware

Purpose-Built for Branch



CR4250 AER2200 AER1600 Series

AP22 ARC CBA850

1.2.3.4 High Availability and Redundancy — Limits any disruption to network uptime should an appliance face unforeseen performance issues. Transparently redistributes workloads to surviving cluster appliances without impacting communication throughout the cluster.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Manager & NetCloud Solution Packages for Branch, Mobile and IoT Networks

Utilizing SD-WAN and traditional routing technologies, Cradlepoint supports high availability and redundancy through a combination of NetCloud and Cradlepoint routers. Through Cradlepoint NetCloud, Cradlepoint provides Limits any disruption to network uptime should an appliance face unforeseen performance issues. Transparently redistributes workloads to surviving cluster appliances without impacting communication throughout the cluster.

Cradlepoint provides best in class wired and wireless failover, combining seamless data continuity. This is achieved by utilizing Cradlepoint NetCloud and Cradlepoint routers with built-in functionality.

1.2.4 Optical Networking

High capacity networks based on optical technology and components that provide routing, grooming, and restoration at the wavelength level as well as wavelength-based services.

1.2.4.1 Core DWDM (Dense Wavelength Division Multiplexing) Switches — Switches used in systems designed for long haul and ultra long-haul optical networking applications.

1.2.4.2 Edge Optical Switches — Provide entry points into the enterprise or service provider core networks.

1.2.4.3 Optical Network Management — Provides capabilities to manage the optical network and allows operators to execute end-to-end circuit creation.

1.2.4.4 IP over DWDM (IPoDWDM) — A device utilized to integrate IP Routers and Switches in the OTN (Optical Transport Network).

All Cradlepoint NetCloud Solution Packages come with NetCloud Manager and complimentary, industry leading 24x7 support

Support
Industry-Leading

Phone: 24-hour weekdays & emergency-only weekends
Web: 24x7 online case management, 24x5 Chat & 24x7 Knowledge Base
Limited lifetime warranty for hardware

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
Branch Networking				
Routers - Essentials				
BD1-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 1-yr	$1,998.00	25%	$1,498.50
BD3-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 3-yr	$2,628.00	25%	$1,971.00
BD5-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 5-yr	$3,258.00	25%	$2,443.50
Advanced Upgrade				
BD1-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 1-yr	$360.00	25%	$270.00
BD3-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 3-yr	$720.00	25%	$540.00
BD5-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 5-yr	$1,080.00	25%	$810.00
Branch Networking				
Routers - Essentials				
BA1-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 1-yr	$1,129.00	25%	$846.75
BA3-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 3-yr	$1,379.00	25%	$1,034.25
BA5-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 5-yr	$1,639.00	25%	$1,229.25
BA1-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 1-yr	$889.00	25%	$666.75
BA3-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 3-yr	$1,139.00	25%	$854.25
BA5-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 5-yr	$1,399.00	25%	$1,049.25
BA1-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 1-yr	$789.00	25%	$591.75
BA3-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 3-yr	$1,039.00	25%	$779.25
BA5-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 5-yr	$1,299.00	25%	$974.25
BA1-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 1-yr	$889.00	25%	$666.75
BA3-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 3-yr	$1,139.00	25%	$854.25

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
BA5-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 5-yr	$1,399.00	25%	$1,049.25
BA1-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 1-yr	$589.00	25%	$441.75
BA3-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 3-yr	$839.00	25%	$629.25
BA5-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 5-yr	$1,099.00	25%	$824.25
BA1-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 1-yr	$789.00	25%	$591.75
BA3-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 3-yr	$1,039.00	25%	$779.25
BA5-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 5-yr	$1,299.00	25%	$974.25
BA1-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 1-yr	$689.00	25%	$516.75
BA3-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 3-yr	$939.00	25%	$704.25
BA5-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 5-yr	$1,199.00	25%	$899.25
BA1-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 1-yr	$789.00	25%	$591.75
BA3-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 3-yr	$1,039.00	25%	$779.25
BA5-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 5-yr	$1,299.00	25%	$974.25
BA1-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 1-yr	$489.00	25%	$366.75
BA3-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 3-yr	$739.00	25%	$554.25
BA5-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 5-yr	$999.00	25%	$749.25
Advanced Upgrade				
BA1-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 1-yr	$120.00	25%	$90.00
BA3-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 3-yr	$288.00	25%	$216.00
BA5-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 5-yr	$450.00	25%	$337.50
Access Points - Essentials				
BC1-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 1-yr	$369.00	25%	$276.75
BC3-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 3-yr	$453.00	25%	$339.75
BC5-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 5-yr	$537.00	25%	$402.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
LTE Adapters - Essentials				
BB1-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 1-yr	$579.00	25%	$434.25
BB3-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 3-yr	$669.00	25%	$501.75
BB5-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 5-yr	$749.00	25%	$561.75
BB1-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 1-yr	$479.00	25%	$359.25
BB3-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 3-yr	$569.00	25%	$426.75
BB5-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 5-yr	$649.00	25%	$486.75
BB1-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 1-yr	$579.00	25%	$434.25
BB3-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 3-yr	$669.00	25%	$501.75
BB5-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 5-yr	$749.00	25%	$561.75
Advanced Upgrade				
BB1-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 1-yr	$60.00	25%	$45.00
BB3-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 3-yr	$144.00	25%	$108.00
BB5-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 5-yr	$210.00	25%	$157.50
FIPS Branch Router - Essentials				
BA1-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 1-yr	$1,349.00	25%	$1,011.75
BA3-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 3-yr	$1,767.00	25%	$1,325.25
BA5-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 5-yr	$2,189.00	25%	$1,641.75
Mobile Networking - Essentials				
Routers				
MA1-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 1-yr	$1,299.00	25%	$974.25
MA3-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 3-yr	$1,549.00	25%	$1,161.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
MA5-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 5-yr	$1,809.00	25%	$1,356.75
MA1-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 1-yr	$869.00	25%	$651.75
MA3-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 3-yr	$1,119.00	25%	$839.25
MA5-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 5-yr	$1,379.00	25%	$1,034.25
MA1-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 1-yr	$869.00	25%	$651.75
MA3-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 3-yr	$1,119.00	25%	$839.25
MA5-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 5-yr	$1,379.00	25%	$1,034.25
MA1-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 1-yr	$549.00	25%	$411.75
MA3-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 3-yr	$799.00	25%	$599.25
MA5-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 5-yr	$1,059.00	25%	$794.25
Advanced Upgrade				
MA1-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 1-yr	$120.00	25%	$90.00
MA3-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 3-yr	$288.00	25%	$216.00
MA5-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 5-yr	$450.00	25%	$337.50
FIPS Mobile Routers - Essentials				
MA1-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 1-yr	$1,519.00	25%	$1,139.25
MA3-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 3-yr	$1,937.00	25%	$1,452.75
MA5-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 5-yr	$2,359.00	25%	$1,769.25
MA1-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 1-yr	$1,089.00	25%	$816.75
MA3-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 3-yr	$1,507.00	25%	$1,130.25
MA5-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 5-yr	$1,929.00	25%	$1,446.75
FIPS Bundles Skus				

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
F900LP6-NPS-1	1-yr IBR900 FIPS includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,049.99	25%	$787.49
F900LP6-NPS-3	3-yr FIPS bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,199.99	25%	$899.99
F900LP6-NPS-5	5-yr FIPS bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,299.99	25%	$974.99
F900LP6-NPS-NP-1	1-yr IBR900 FIPS PRIME includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,149.99	25%	$862.49
F900LP6-NPS-NP-3	3-yr FIPS PRIME bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,349.99	25%	$1,012.49
F900LP6-NPS-NP-5	5-yr FIPS PRIME bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,599.99	25%	$1,199.99

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
IoT Networking				
Routers / Gateways - Essentials				
TA1-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 1-yr	$479.00	25%	$359.25
TA3-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 3-yr	$539.00	25%	$404.25
TA5-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 5-yr	$599.00	25%	$449.25
TA1-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 5-yr	$759.00	25%	$569.25
TA1-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ 1-yr	$279.00	25%	$209.25
TA3-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ, 3-yr	$339.00	25%	$254.25
TA5-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ, 5-yr	$399.00	25%	$299.25
TA1-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 1-yr	$279.00	25%	$209.25
TA3-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 3-yr	$339.00	25%	$254.25
TA5-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 5-yr	$399.00	25%	$299.25
TA1-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 1-yr	$429.00	25%	$321.75
TA3-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 3-yr	$489.00	25%	$366.75
TA5-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 5-yr	$549.00	25%	$411.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
TA1-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 5-yr	$709.00	25%	$531.75
Advanced Upgrade				
TA1-NCADV	NetCloud Advanced for IoT Routers (Prime), 1-yr	$60.00	25%	$45.00
TA3-NCADV	NetCloud Advanced for IoT Routers (Prime), 3-yr	$144.00	25%	$108.00
TA5-NCADV	NetCloud Advanced for IoT Routers (Prime), 5-yr	$210.00	25%	$157.50
NCE-CLNPRM-CCNCE-1YR	1-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-1YR - CradleCare NetCloud Client, CCNCE-CLN-1YR	$36.00	25%	$27.00
NCE-CLNPRM-CCNCE-3YR	3-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-3YR - CradleCare NetCloud Client, CCNCE-CLN-3YR	$90.00	25%	$67.50
NCE-CLNPRM-CCNCE-5YR	5-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-5YR - CradleCare NetCloud Client, CCNCE-CLN-5YR	$150.00	25%	$112.50

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
CPTM-1YR	1-yr subscription for on-box Threat Management	$150.00	25%	$112.50
CPTM-3YR	3-yr subscription for on-box Threat Management	$450.00	25%	$337.50
ZSCL-1YR	1-yr subscription per router for Zscaler Internet Security	$240.00	25%	$180.00
ZSCL-3YR	3-yr subscription per router for Zscaler Internet Security	$720.00	25%	$540.00
EEL-1YR	1-yr subscription for advanced routing features	$50.00	25%	$37.50
EEL-3YR	3-yr subscription for advanced routing features	$100.00	25%	$75.00
EEL-5YR	5-yr subscription for advanced routing features	$150.00	25%	$112.50
EEL-LOAD	Factory EEL Key File load and drop-ship	$32.00	25%	$24.00
Modem				
MC400LP4	Cat 4 LTE modem (for AER series, ARC CBA850, and COR series products with dock)	$279.99	25%	$209.99
MC400L2	Band 14 LTE modem for FirstNet (public safety)	$999.00	25%	$749.25
MC400LP6	LTE Advanced (Cat 6) modem (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-VZ	Multi-band modem for Verizon (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-AT	Multi-band modem for AT&T (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-SP	Multi-band modem for Sprint (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-GN	Multi-band modem for Generic (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400-600M-C-AT	LTE Advanced (600Mbps) modem for AT&T/FirstNet	$549.00	25%	$411.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
Modem Dock/Cable				
170700-000	COR extensibility dock for IBR600B/IBR650B and IBR900/IBR950 series routers	$179.99	25%	$134.99
170712-000	Demo 2x10 GPIO cable for COR Extensibility Dock	$49.99	25%	$37.49
Rack-Mount Bracket				
170749-000	Rack-mount kit for AER2200 (includes 2 wing brackets and 8 M4 screws)	$34.99	25%	$26.24
170750-000	Rack-mount kit for IBR1700 (includes 2 wing brackets and 4 M4 screws)	$34.99	25%	$26.24
170669-000	LTE MIMO 2x2 antenna, indoor/outdoor	$149.99	25%	$112.49
170588-000	10.5dBi 700 MHz - 2700 MHz wide band directional antenna (Yagi/Log- Periodic) for outside mounting	$99.99	25%	$74.99
170668-000	Omni directional antenna, indoor/outdoor	$149.99	25%	$112.49
170605-000	12” mag-mount antenna with SMA male connector, 12.5 foot cable	$44.99	25%	$33.74
170606-000	4” Mini mag-mount antennas with SMA male connector, 12.5 foot cable	$29.99	25%	$22.49
170651-000	GPS-GLONASS screw mount antenna with 3M cable	$99.99	25%	$74.99
170652-000	GPS-GLONASS mag-mount antenna with 3M cable	$34.99	25%	$26.24
170653-000	3-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) screw mount antenna with 3M cables	$374.99	25%	$281.24
170653-001	3-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) adhesive mount antenna with 2M cables	$179.99	25%	$134.99
170654-000	5-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) & two WiFi 2.4/5GHz WiFi screw mount antenna with 3M cables	$399.99	25%	$299.99
170654-001	Low profile 5-in-1 MIMO LTE, MIMO WiFi (2.4/5Ghz), & GPS screw mount antenna with 5M cables	$399.99	25%	$299.99
170555-000	2dBi antenna with SMA connector for MC100E, IBR6x0E, IBR6x0P (2x)	$24.99	25%	$18.74
170597-000	2dBi antenna with SMA connector for MC200LE, IBR600LE (2x)	$29.99	25%	$22.49
170598-000	2dBi antenna with SMA connector for MC200LP, IBR600LP (2x)	$29.99	25%	$22.49
170649-000	Black, universal 3G/4G/LTE 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x)	$14.99	25%	$11.24

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
170659-001	White, universal 3G/4G/LTE 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x)	$14.99	25%	$11.24
170706-000	Black, universal LTE/4G/3G 2dBi/3dBi 5” antenna with SMA connector for all AER, ARC, COR and MC400 products (1x) (IBR600B/IBR650B replacement antenna)	$13.99	25%	$10.49
170704-001	Black, universal LTE/4G/3G 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x) (IBR900/IBR950 replacement antenna)	$13.99	25%	$10.49
170704-002	Mini black, LTE/4G/3G 4.5” 2/3 dBi antenna with SMA connector for all IBR900 Series and IBR600C Series products(1x)	$12.99	25%	$9.74
170548-000	2.4 GHz replacement WiFi antenna for MBR1400, IBR600 (single antenna)	$13.99	25%	$10.49
170446-000	Replacement wall power supply for MBR, CBR and CBA	$24.99	25%	$18.74
170452-000	Car charger for 12V product for CBA750B, CBA850, MBR1400 and MBR1200B	$24.99	25%	$18.74
170584-001	Replacement wall power supply for IBR350 and IBR600/IBR650 (all versions)	$24.99	25%	$18.74
170635-000	Vehicle power adapter for COR	$24.99	25%	$18.74
170677-000	Standard replacement 3A power supply for AER1600/AER1650	$29.99	25%	$22.49
170648-001	COR IBR1100/IBR1150 and IBR900/IBR950 extended temperature (-30C to 70C) power supply (line cord not included)	$69.99	25%	$52.49
170584-002	COR power supply (-20C to 60C for IBR600/IBR650; 0C to 40C for IBR350 and IBR1100/IBR1150) includes US, EU, UK, AU adapters	$24.99	25%	$18.74
170751-000	AER2200 high power supply for up to 4 ports of PoE+ .at (30W) power (120W PoE budget) (C14 line cord not included)	$149.99	25%	$112.49
170716-000	COR IBR900/IBR950 powers supply for North America	$24.99	25%	$18.74
170717-000	COR IBR900/IBR950 international power supply includes US, EU, UK, AU adapters	$24.99	25%	$18.74
170732-000	PoE Injector (powers AP22, CBA850) includes US line cord	$39.99	25%	$29.99
170636-000	1.5ft USB extension cable for IBR600/IBR650 (all versions)	$8.99	25%	$6.74
170585-000	2 meter power and GPIO cable (direct wire) for IBR1100/IBR1150, IBR600/IBR650 (all versions), IBR600B/IBR650B (all versions)	$14.49	25%	$10.87

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
170635-100	2 meter power and GPIO cable (direct wire) with filter for IBR6xx (all versions) (required for E-mark compliance)	$19.99	25%	$14.99
170680-000	9 wire GPIO cable for IBR6x0B and IBR900/IBR950. Adds 4 GPIO, 2nd ignition sense, redundant power	$49.99	25%	$37.49
170641-000	AER rack mount flexible cellular antenna lead for 2nd modem or active GPS (1x)	$19.99	25%	$14.99
170676-000	Serial DB9 to GPIO cable, 3 meters	$17.99	25%	$13.49
170663-000	RJ45 rollover serial console cable 7ft	$9.99	25%	$7.49
170663-001	RJ45 rollover serial console cable 14ft	$13.99	25%	$10.49
170712-000	Demo 2x10 GPIO cable for COR Extensibility Dock	$49.99	25%	$37.49
170758-000	OBD-II adapter kit for IBR1700 (includes one OBD-II adapter and one 15 foot Male/Male Null Modem DB9 serial cable)	$249.00	25%	$186.75
170751-000	AER2200 high power supply for up to 4 ports of PoE+ .at (30W) power (120W PoE budget) (line cord not included)	$149.99	25%	$112.49
170593-000	Replacement bracket for wall mounting, inside cabinet, etc.	$19.99	25%	$14.99
170645-000	Enclosure for installation of MC400 on ARC products (modem not included)	$29.99	25%	$22.49
184375-000	NEMA 4X enclosure, 12x10x6in, for ARC and COR	$224.99	25%	$168.74
170614-000	Steel backplane, 12x10in, for ARC and COR NEMA enclosure	$29.99	25%	$22.49
170615-000	Strain relief connector with nut, for enclosure, 0.375-0.5in	$19.99	25%	$14.99
170666-000	CBA850 wall / ceiling bracket	$44.99	25%	$33.74
170665-000	Barrel to 4-pin power adapter (for COR products)	$7.99	25%	$5.99
170662-000	Rollover adapter for RJ45 Ethernet Cable M/F	$11.99	25%	$8.99
170718-000	Mag mount kit for IBR11x0, IBR9x0, IBR6x0B, IBR350, IBR1100 Dual-Modem Dock, COR Extensibility Dock (includes 4 ring magnets, 4 M4 screws and 4 nuts)	$14.99	25%	$11.24

F. Document: Cost Proposal – Detailed Product Offering

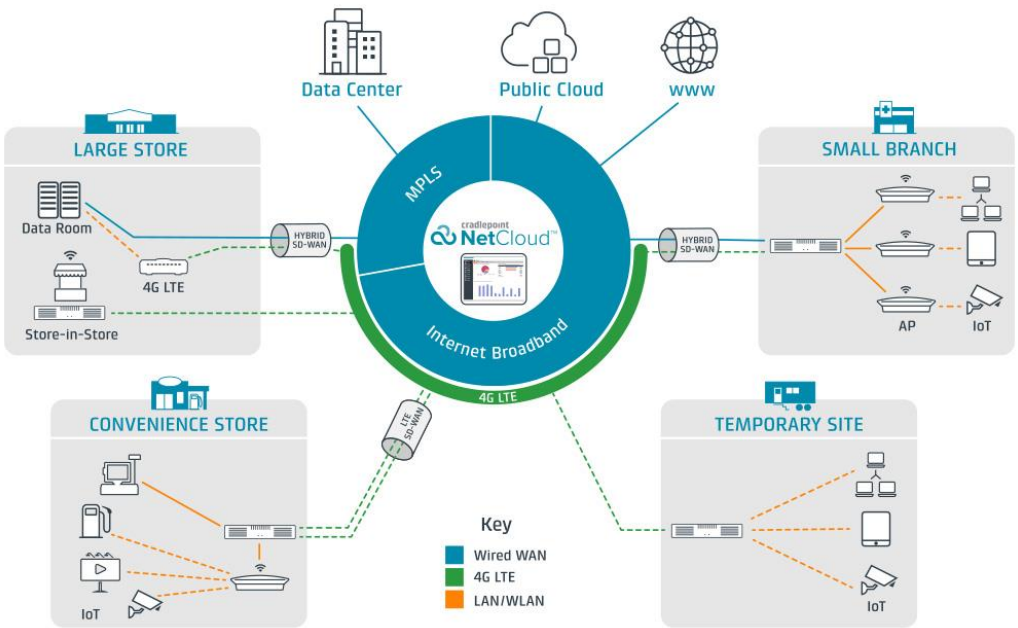
Category 1.3: ROUTERS, SWITCHES, SECURITY, AND NETWORKING STORAGE NETWORKING

1.3.1 Routers.
A device that forwards data packets along networks. A router is connected to at least two networks, commonly two LANs or WANs or a LAN and its ISP's network. Routers are located at gateways, the places where two or more networks connect, and are the critical device that keeps data flowing between networks and keep the networks connected to the Internet.

1.3.1.1.1 Branch Routers — A multiservice router typically used in branch offices or locations with limited numbers of users and supports flexible configurations/feature. For example: security, VoIP, wan acceleration, etc.

Cradlepoint Response:
Recommended Cradlepoint Products: NetCloud Solution Package for Branch Networks

Branch Networks:
Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.



Cradlepoint's Elastic Edge℠ vision provides a blueprint for next-generation Edge Networks that deliver pervasive broadband connectivity, cloud-like agility, and software extensibility—all while ensuring enterprise-class visibility, security, and control. All-in-one NetCloud Solution Packages for Branch Networks, based on Advanced Edge Routers (AER), are cloud-managed, and deployable anywhere in days, not months.

All-in-One Design

Purpose-built for small and medium branches, the AER Series replaces multiple "boxes" with a compact, cost-effective all-in-one branch solution. Each model supports multiple WAN connections, up to two 4G LTE dual-SIM modems, a multi-port Ethernet switch (some with PoE support), and 802.11ac WiFi with guest portal. Each solution is powered by Linux-based NetCloud OS software that provides advanced routing, SD-WAN, failover, and security functionality. Everything is configured, deployed, and managed in the cloud from a single pane of glass with NetCloud Manager.

Software-Defined Branch Networking

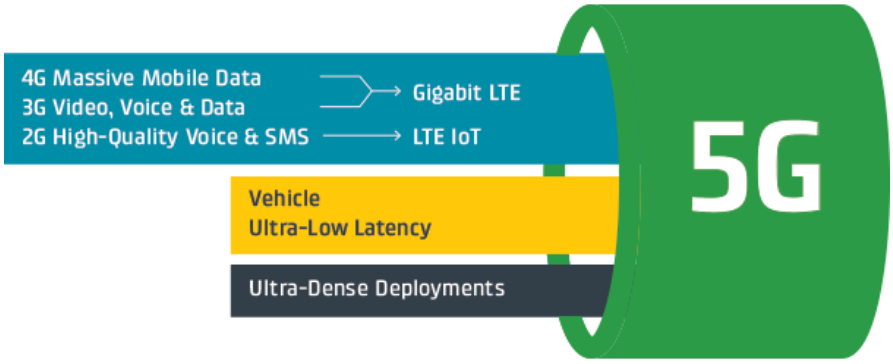
Cradlepoint's SD-WAN functionality is built into NetCloud OS and is optimized for primary and hybrid LTE connections. It combines application-based visibility, security, and control with dynamic, policy-based traffic steering and failover—and a zero-touch deployment capability for Day-1 Internet. Add one or more Cradlepoint AP22 WiFi Access Points and take advantage of integrated IoT Edge Computing and security features to create a complete software-defined branch solution that is flexible, extensible, and centrally managed.

Manage Everything From Anywhere

NetCloud Manager makes it easy to configure, deploy, and manage a distributed branch network from anywhere, allowing IT organizations to do more with less resources. Advanced analytics provide comprehensive visibility into branch applications, WAN, cellular, and LAN activity and utilization while in-band and Out-of-Band Management features enable remote troubleshooting across each site—increasing uptime and eliminating truck rolls.

Leading 4G LTE with Pathway to 5G

Cradlepoint is leading the wireless WAN revolution with 4G LTE network solutions capable of up to 600Mbps maximum download speed—and that's just the beginning. With Gigabit LTE and 5G right around the corner, Cradlepoint is at the forefront of delivering the all-wireless, software-defined branch—with the performance necessary for today's business applications, and tomorrow's. If equipment closet installations make cellular coverage a challenge, the CBA Series LTE Bridge Adapter utilizes low-cost Ethernet wiring to extend 4G LTE connectivity anywhere within the branch and works with any router.

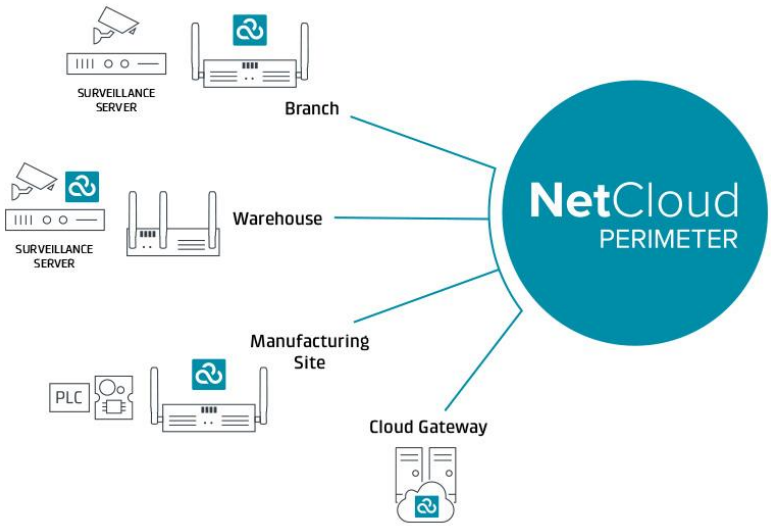


Unified Edge Security

With so much of today's network traffic destined for cloud applications, video sites, and other Internet destinations, backhauling traffic to the data center is too slow and expensive. NetCloud OS has integrated Unified Threat Management (UTM) features that enable direct Internet access from the branch without compromising security. UTM features include app-based control, multi-zone firewall, IPS/IDS, web content filtering, and Zscaler Internet Security, as well as OpenDNS and SIEM integrations.

Comprehensive IoT Support

To accommodate the security, computing, and management requirements for branch IoT devices at the WAN edge, Cradlepoint's branch solutions provide comprehensive IoT support. The NetCloud platform allows organizations to run Edge Computing applications right on the router. The NetCloud Perimeter feature uses Software-Defined Perimeter technology to instantly spin up secure and segmented device-to-cloud overlay networks, cloaking them from the Internet and protecting trusted networks. Everything is configured, deployed, and managed using NetCloud Manager.



NetCloud Solution Packages for Branch Networks:

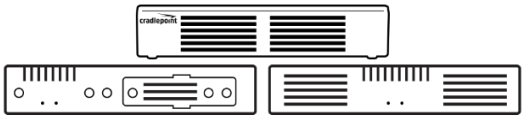
NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

NetCloud Software

Network Management, Security & SD-WAN

Hardware

Purpose-Built for Branch



CR4250 AER2200 AER1600 Series

AP22 ARC CBA850

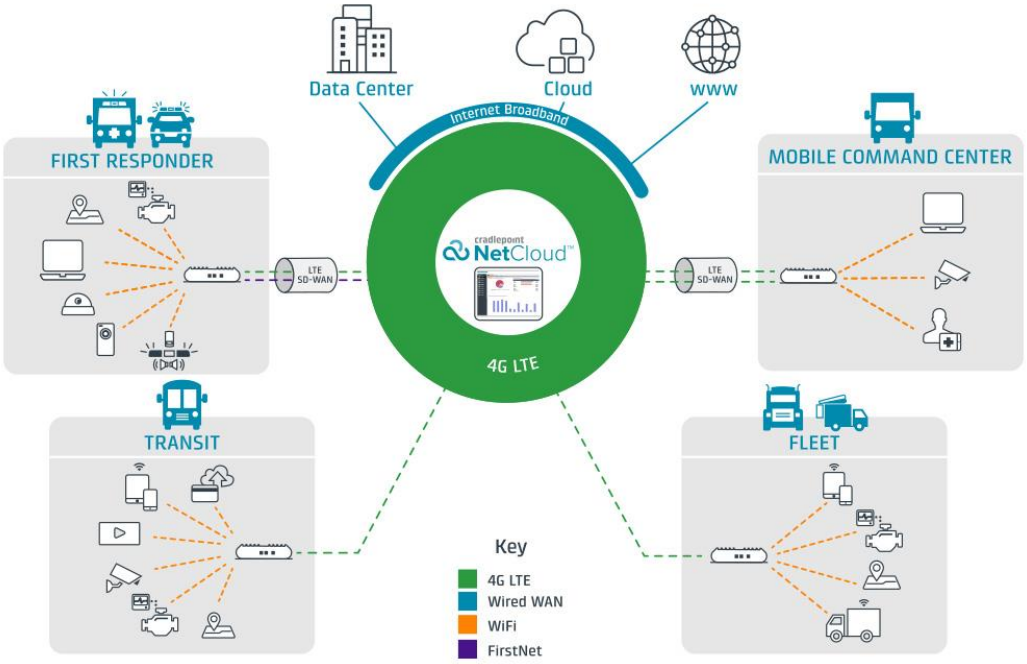
1.3.1.1.2 Mobile Routers — A multiservice router typically used in mobile applications for in-vehicle connectivity, fleet management, location tracking and telematics.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Solution Package for Mobile Networks

Mobile Networks

For organizations that depend on field forces and mobile networks—like first responders, transportation departments, utility crews, insurance disaster teams, and many others—secure and reliable 4G LTE connectivity is essential. Vehicles and mobile command centers have become the field communications hub, allowing users to access mission-critical applications and the Internet from anywhere, and keeping data flowing to the cloud from on-board telemetry, sensors, surveillance cameras, and other devices.



Cradlepoint's Elastic Edge[SM] vision provides a blueprint for next-generation mobile networks that deliver pervasive connectivity, cloud-like agility, and software extensibility with enterprise-class visibility, security, and control. All-inclusive NetCloud Solution Packages for Mobile Networks, based on COR Series routers, are flexible, reliable, and cloud-managed.

Ruggedized All-in-One Solution

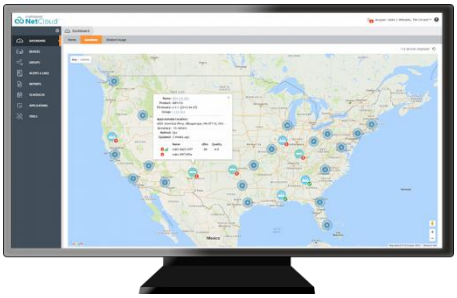
Purpose-built to withstand extreme environments, the COR Series replaces multiple “boxes” with a ruggedized, all-in-one mobile network solution that is ideal for in-vehicle and command center installations. Each model supports up to two 4G LTE modems, a multi-port Ethernet switch, 802.11ac WiFi, GPS, and ports for ignition and sensor integration. The Linux-based NetCloud OS software provides advanced routing, SD-WAN for LTE, and security functionality. Everything is simple to configure, orchestrate, and manage from the cloud using NetCloud Manager.

Mobile SD-WAN

Cradlepoint brings the reliability and efficiency of SD-WAN technology to mobile networking. NetCloud OS optimizes multi-link 4G LTE connectivity and combines application-based visibility, security, and control with dynamic, policy-based traffic steering based on cellular signal strength, throughput, latency, and data plan consumption. Other unique features include Auto-QoS, intelligent selection of carriers and APNs, and the ability to persist application sessions during periods of temporary signal loss.

GPS & Telematics Integration

Precision GPS and telematics integration enable a wide range of location-based applications, such as Automatic Vehicle Location (AVL), asset tracking with geofencing, and vehicle performance data. With secure data center and cloud connectivity and real-time data, fleet and field managers have a wealth of actionable data at their fingertips to make better-informed decisions—saving time and money while improving business outcomes.

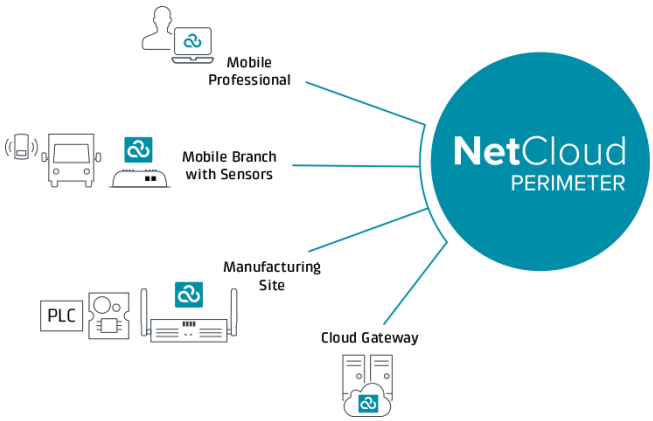


Unified Internet Security

Many mobile networks require strong Internet security for on-board public WiFi and cloud application access. NetCloud OS integrates Unified Threat Management (UTM) for direct Internet access with multi-zone firewall, IPS/IDS and content filtering, as well as Federal Information Processing Standard (FIPS) 140-2 support for public safety and government agencies. Cradlepoint's unified and cloud-managed approach to mobile network security reduces cost and minimizes risks by eliminating extra hardware, increasing visibility and control, and delivering continuous security updates.

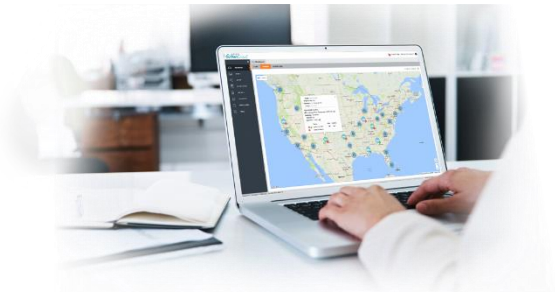
Connect & Protect Mobile & IoT Devices

Many field forces utilize laptops, tablets, and smartphones that are not always connected to a secure mobile network. Deploying NetCloud Perimeter Client on these devices allows users to access the data center and cloud from any Internet connection over a perimeter-secured and encrypted cloud network. For on-board IoT devices such as sensors, cameras, and digital signage, NetCloud Perimeter Gateway on the router provides secure, persistent device-to-cloud connections that can be set up in minutes and are self-optimizing.



Cloud Management Optimized for LTE

NetCloud Manager makes it easy to configure, deploy, and manage a mobile network from anywhere with minimal impact on cellular data, thanks to Cradlepoint's efficient Stream management protocol that is optimized for LTE. Additionally, advanced analytics provide comprehensive visibility into cellular, application, and WiFi utilization and security—all from a single web console. Now IT organizations can do more with less resources than ever before.



Cradlepoint Mobile Solutions are First Responder Ready

As public safety and first responder organizations around the country begin to move to public safety wireless networks such as FirstNet®, they can rely on Cradlepoint for their in-vehicle connectivity solutions. A trusted provider of mobile solutions for state and local organizations around the US, Cradlepoint is proud to connect and serve our nation's first responders, giving them reliable and rugged solutions that they can count on.

Extensibility Dock

Mobile deployments come in all sizes. That is why Cradlepoint offers an Extensibility Dock for the COR IBR900 Series that extends connectivity with a second, modular 4G LTE modem; two Ethernet ports; and programmable, general purpose I/O ports. The Extensibility Dock allows customers to configure the right size solution for each specific deployment, or easily expand a vehicle's capabilities at any time as uptime or connectivity needs change.

NetCloud Solution Packages for Mobile Networks:

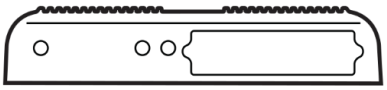
NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

NetCloud Software

Network Management, Security & SD-WAN

Hardware

Purpose-Built for Mobile



COR IBR1700

COR IBR900 Series

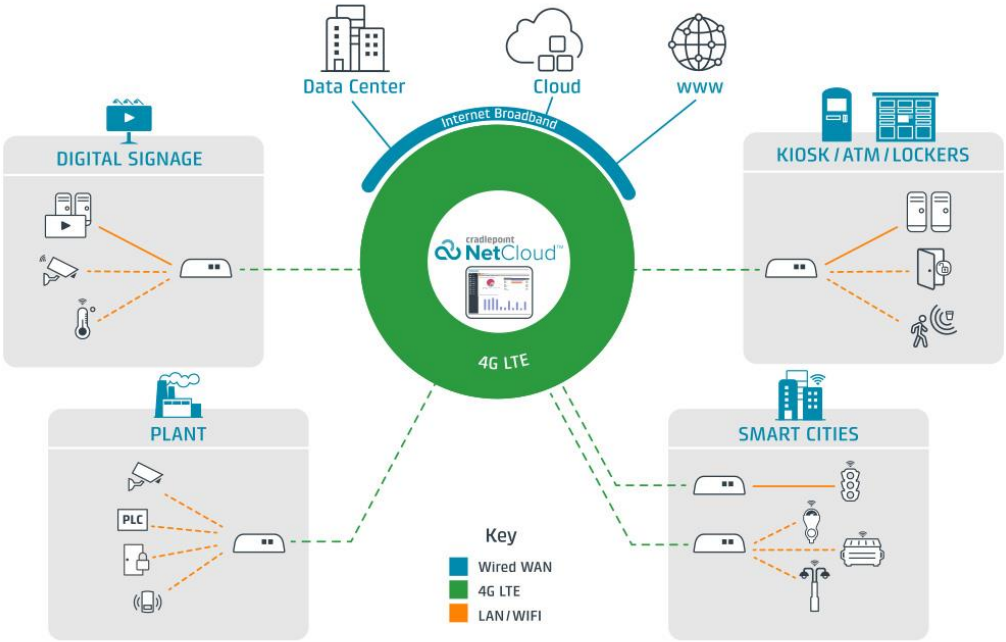
1.3.1.1.3 IoT Routers — A multiservice router used to connect specific use, internet connected devices, to include IP cameras, sensors and digital signage.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Package Solution for IoT Networks

IoT Networks

The vast potential of IoT to enable new business opportunities, streamline operations, and reduce costs is accompanied by significant IT challenges, including the diversity and widespread distribution of IoT devices, the need for a pervasive and elastic wireless WAN with more intelligence at the edge, and far-reaching security implications.



Cradlepoint's Elastic Edge[SM] vision provides a blueprint for next-generation IoT networks that deliver pervasive wireless connectivity, cloud-like scale and agility, and edge extensibility —

together with the visibility, security, and control that IT requires. All-inclusive NetCloud Solution Packages for IoT Networks, based on Cradlepoint's industry-leading 4G LTE routers, are flexible, and include cloud-based management.

Compact & Flexible Solution

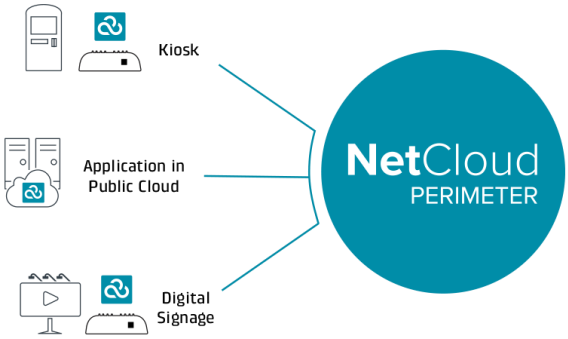
Purpose-built for optimum deployment flexibility, the COR IBR200 and IBR600 Series provide a compact and semi-ruggedized 4G LTE router solution that is ideal for an array of IoT and M2M use cases, including kiosks, ATMs, digital signage, remote monitoring, remote sensors and control systems, and Smart City infrastructure automation. Models support various broadband and narrowband 4G LTE modems and Ethernet and WiFi connectivity options and are powered by NetCloud OS software with cloud-based management and security features to maximize uptime and protection with limited resources.

Device Management & More

NetCloud Manager provides a cloud-scale device management platform for global IoT deployments with complete visibility and control of cellular and local device networks. Built-in multi-role administration allows both Information Technology (IT) and Operational Technology (OT) personnel to collaborate on deployment and management responsibilities from anywhere. Cradlepoint's efficient Stream Protocol enables complete, real-time device management with minimal impact on cellular data.

Built-in Security for IoT & M2M

IoT deployments across the enterprise are expanding dramatically, creating an attack surface too vast to protect with traditional security tools. Cradlepoint IoT solutions have built-in, policy-based security that scales to any size of distributed IoT network. Cradlepoint's NetCloud Perimeter service leverages Software-Defined Perimeter technology to make it easy to spin up secure, micro-segmented device-to-cloud overlay networks that are isolated and cloaked from trusted networks and the Internet using automated PKI, advanced encryption, admission control, and a private IP address space.



Edge Computing for Customized Cost-Efficiencies

Cradlepoint delivers robust Edge Computing functionality, including the ability to run edge applications in NetCloud OS on select COR routers and gateways. Using NetCloud SDK and API tools, enterprises can build and deploy custom applications to reduce cellular bandwidth consumption and latency—and support localized IoT data collection, parsing, and processing requirements. Everything within NetCloud works together, making it easy to deploy, connect, and secure edge applications at scale across the organization.

LTE Leadership Today & Tomorrow

Cradlepoint IoT network solutions support a wide range of narrowband and broadband LTE modems that span 3G and 4G technologies, including LTE, LTE Advanced, EVDO, and HSPA+. Customers can choose the right modem for their throughput, coverage, and cost requirements. Cradlepoint's Software-Defined Modem and dual-SIM technologies enable automatic selection of carrier-certified firmware and configuration settings on the fly, providing true zero-touch deployment capabilities and cellular network diversity. In the future, look to Cradlepoint to bring Gigabit LTE and 5G—with benefits of massive scale, low cost and long battery life—to IoT networking.

Extensibility Dock

Enterprise IoT deployments come in all sizes. That is why Cradlepoint offers an Extensibility Dock for the COR IBR600B and COR IBR600C Series that extends connectivity with a second, modular 4G LTE modem; two Ethernet ports; and programmable, general purpose I/O ports. The Extensibility Dock allows customers to configure the right size solution for each specific deployment, or easily expand a site at any time as uptime or connectivity needs change.

NetCloud Solution Packages for IoT Networks:

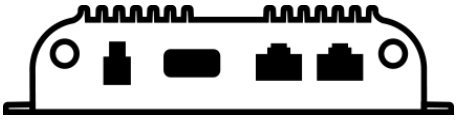
NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the IoT networking.

NetCloud Software

Management, Security & Edge Computing
Cradlepoint NetCloud Manager

Hardware

Purpose-Built for IoT



COR IBR600B Series & COR IBR600C Series

COR IBR200

1.3.1.2 Network Edge Routers — A specialized router residing at the edge or boundary of a network. This router ensures the connectivity of its network with external networks, a wide area network or the Internet. An edge router uses an External Border Gateway Protocol, which is used extensively over the Internet to provide connectivity with remote networks.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Solution Package for Branch Networks

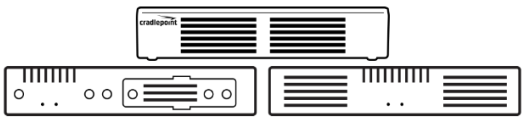
Branch Networks:

Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.

NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch. (SEE ALSO 1.3.1.1.1 above)

Hardware

Purpose-Built for Branch



CR4250 AER2200 AER1600 Series

AP22 ARC CBA850

1.3.1.3 Core Routers – High performance, high speed, low latency routers that enable Enterprises to deliver a suite of data, voice, and video services to enable next-generation applications such as IPTV and Video on Demand (VoD), and Software as a Service (SaaS).

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Solution Package for Branch Networks with CV4250 High Performance Router

Branch Networks:

Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.

NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch. (SEE ALSO 1.3.1.2 above)

1.3.1.4 Service Aggregation Routers — Provides multiservice adaptation, aggregation and routing for Ethernet and IP/MPLS networks to enable service providers and enterprise edge networks simultaneously host resource-intensive integrated data, voice and video business and consumer services.

1.3.1.5 Carrier Ethernet Routers — High performance routers that enable service providers to deliver a suite of data, voice, and video services to enable next-generation applications such as IPTV, Video on Demand (VoD), and Software as a Service (SaaS).

1.3.2 Security

1.3.2.1 Data Center and Virtualization Security Products and Appliances — Products designed to protect high-value data and data center resources with threat defense and policy control.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Manager, NetCloud Perimeter

NetCloud Manager

Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

Benefits:

- **Zero-Touch Deployment**: Remotely deploy and manage all the devices on your network with no user intervention
- **Simplified Management & Orchestration**: Monitor device status in real time, set proactive alerts for optimized 3G/4G/LTE data usage & network uptime
- **Instant Insights**: Always connected, WAN/LAN analytics & visibility to manage data usage, performance & costs

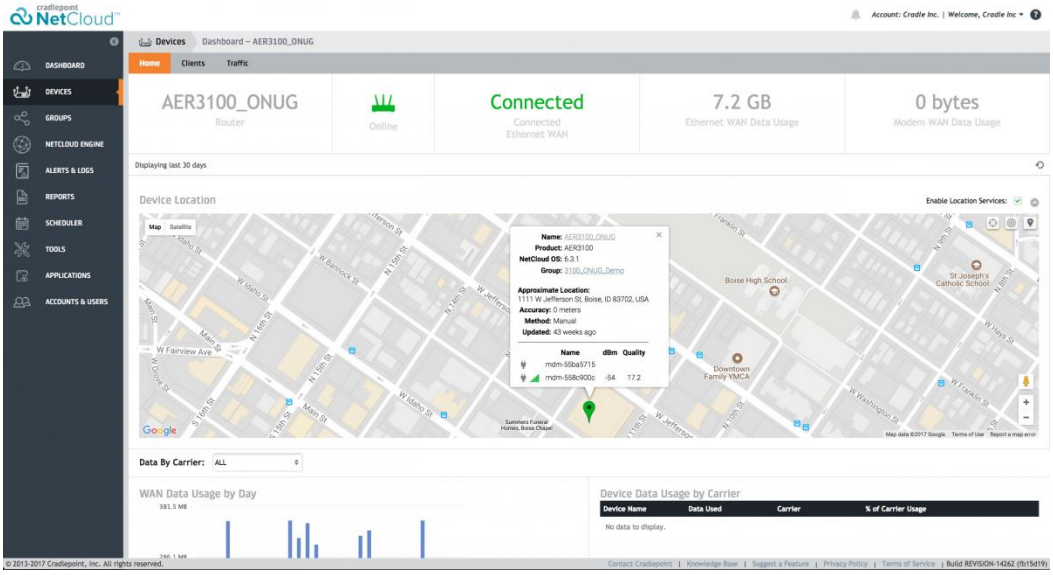
NetCloud Manager Tiers	IoT	Mobile	Branch
STANDARD *Basic cloud management features*	✓ Essentials		
PRIME *Enhanced visibility, remote management, mapping/fencing & more*	✓ Advanced Upgrade	✓ Essentials	✓ Essentials
ENTERPRISE NEW! *Integrated content filtering & traffic analytics*		✓ Advanced Upgrade	✓ Advanced Upgrade

Cloud Configuration

Time-Saving Device Management

STANDARD PRIME ENTERPRISE

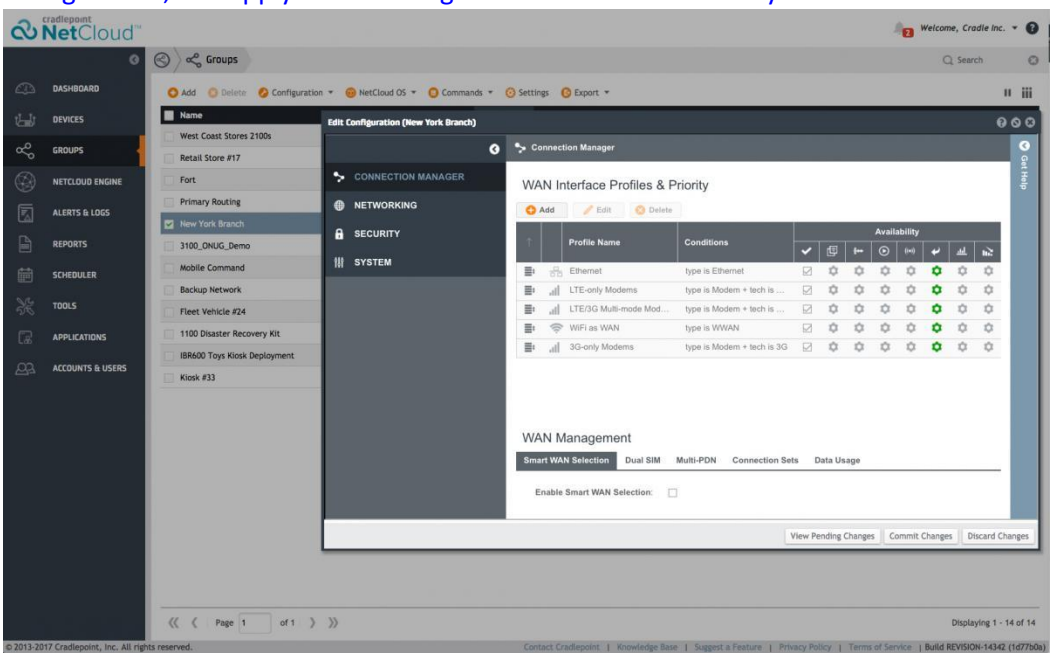
Whether you have 10, 25, or 500+ devices in your network, NetCloud Manager makes configuring and managing them a breeze. Cradlepoint's Stream Protocol efficiently manages devices with less overhead to save money and bandwidth for wired or wireless WANs using a single pane of glass.



Zero-Touch Deployment

STANDARD PRIME ENTERPRISE

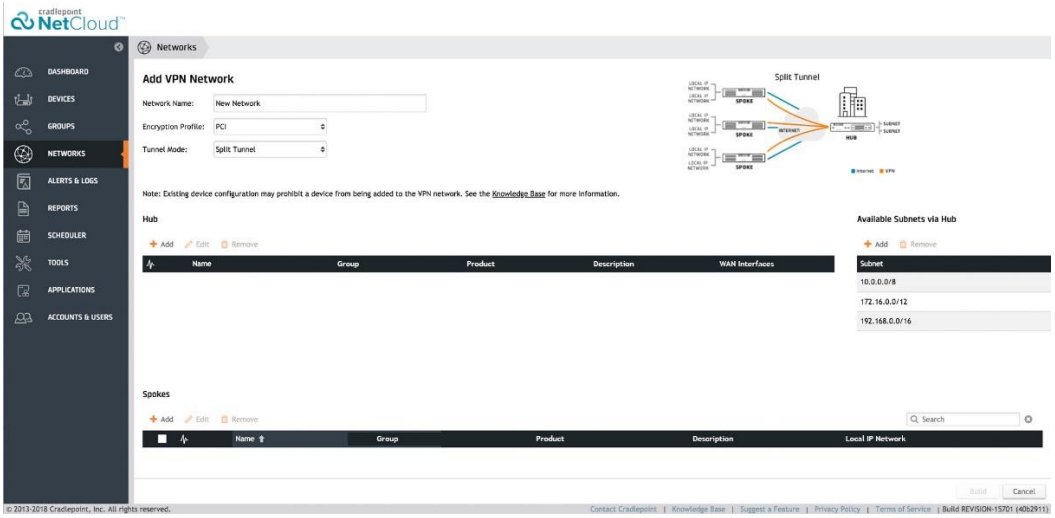
Groups allow organizations to simply, quickly, and automatically configure devices at distributed locations. By grouping devices, effortlessly upgrade firmware (NetCloud OS), provide consistent configuration, and apply other settings to devices simultaneously.



Auto VPN

STANDARD PRIME ENTERPRISE

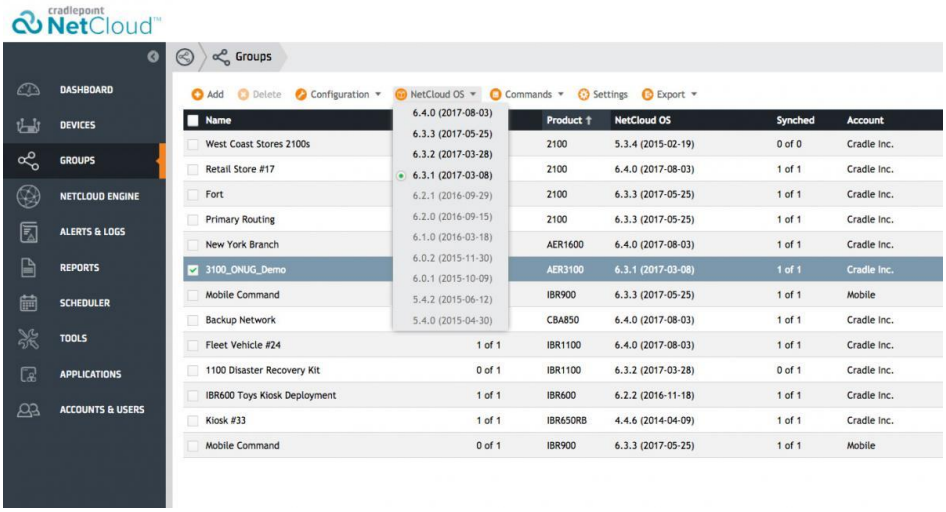
Simply create, provision, and manage a VPN network in minutes by automatically configuring VPN parameters to establish and maintain a VPN session between Cradlepoint routers.



NetCloud OS Upgrades

STANDARD PRIME ENTERPRISE

Upgrading your Cradlepoint devices with the latest version of NetCloud OS is vital to keeping up with security, performance, and feature updates. NetCloud Manager provides a single-click method to upgrading NetCloud OS across all your devices. Just create a Group, move similar modeled devices to the Group and you're on your way to performing fast and proven upgrades, that eliminate truck rolls.

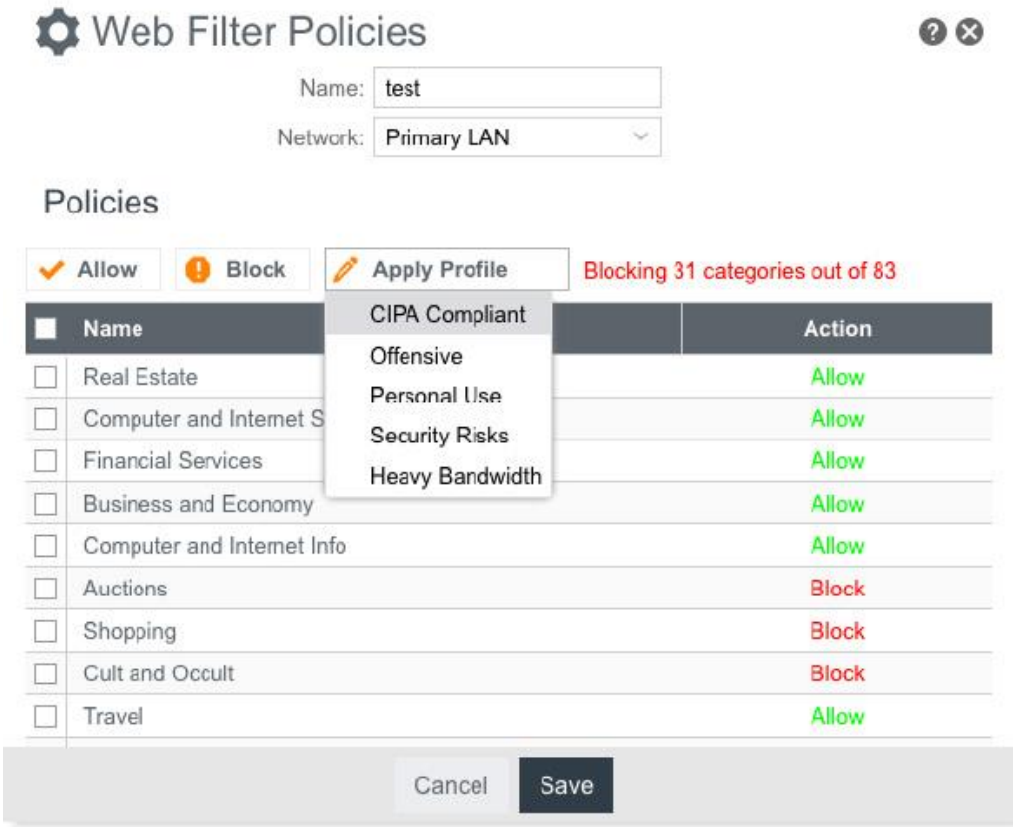


Security

CP Secure Web Filter

ENTERPRISE

- Set web filters to block unwanted content
- Define the network's threat tolerance to protect users from web threats
- Pre-defined policy templates make compliance simple
- Powered by Webroot's award-winning BrightCloud Threat Intelligence

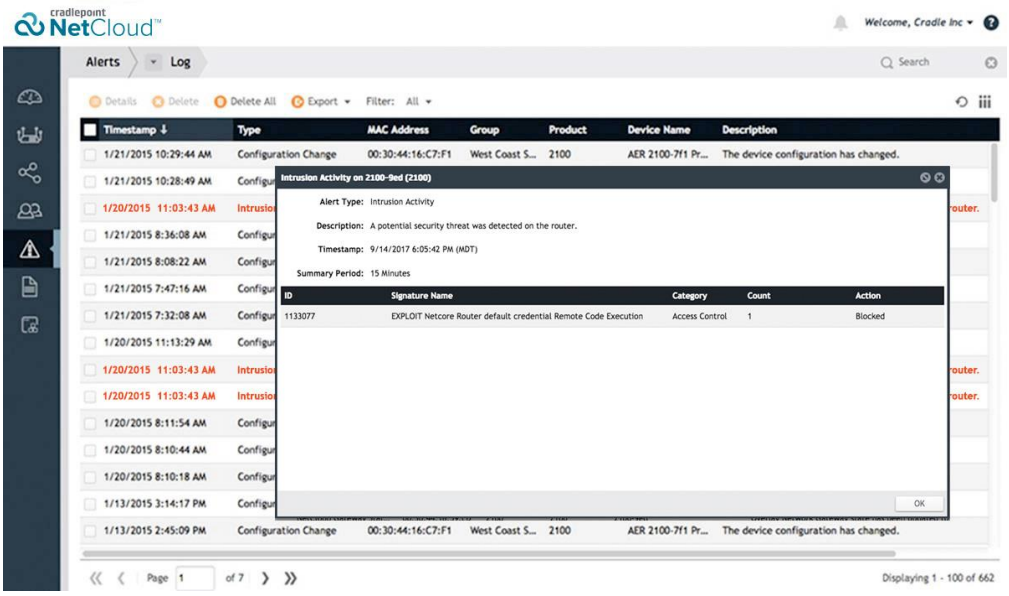


IPS / IDS with CP Secure Threat Management

STANDARD PRIME ENTERPRISE

Cloud delivered comprehensive Intrusion Protection System (IPS) and Intrusion Detection System (IDS) that defends against evasion attacks, improves network availability, and protects sensitive data.

*Additional license required.



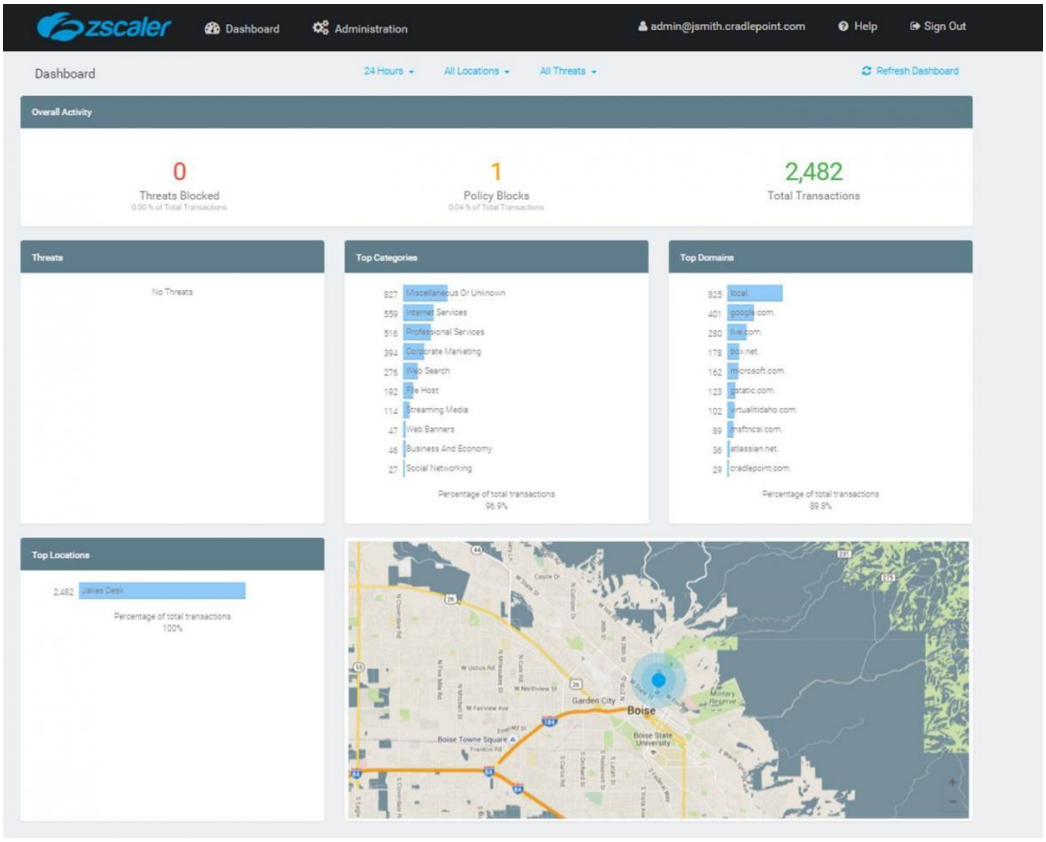
Zscaler Internet Security

STANDARD PRIME ENTERPRISE

Best-in-breed Zscaler Internet Security protects your organization from web-based threats.

- Increase network availability: provide protection from attacks, viruses & worms
- Simplify management: eliminate the need for standalone IPS devices at distributed locations
- Increase visibility: identify applications, devices, threats & vulnerabilities on network
- Protect data: prevent breaches while enabling regulatory PCI Compliance 3.0

*Additional license required.



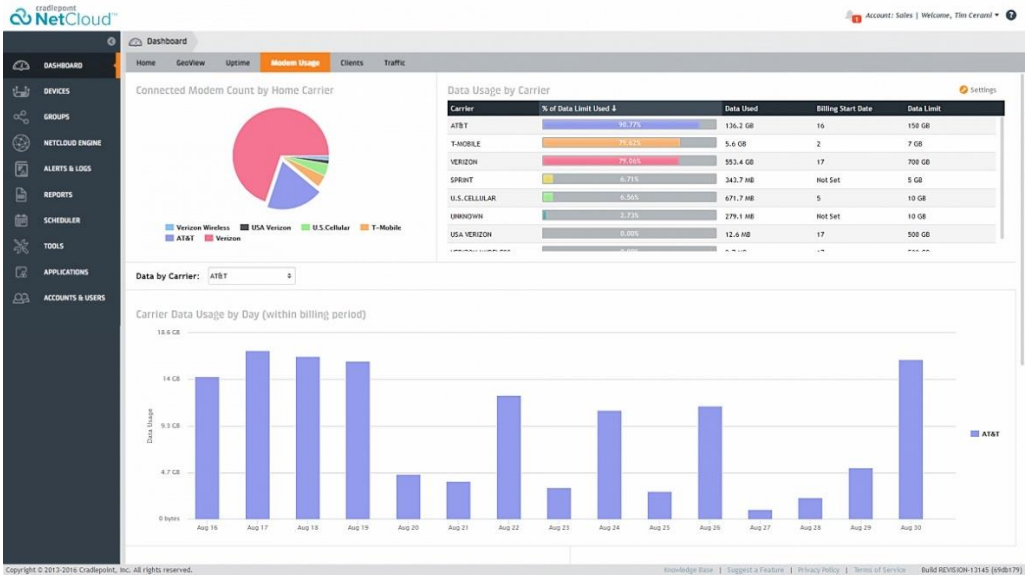
Visibility / Analytics

Cellular Data Usage Analytics

PRIME ENTERPRISE

Easily monitor and manage LTE data usage per carrier to optimize costs and avoid overages.

- Visualize, compare & optimize carrier data usage & costs across multiple carriers in a single pane of glass
- Analyze LTE data usage based on devices in pooled/grouped data plans
- Predict carrier metered data usage during billing cycles & alert to avoid overage charges

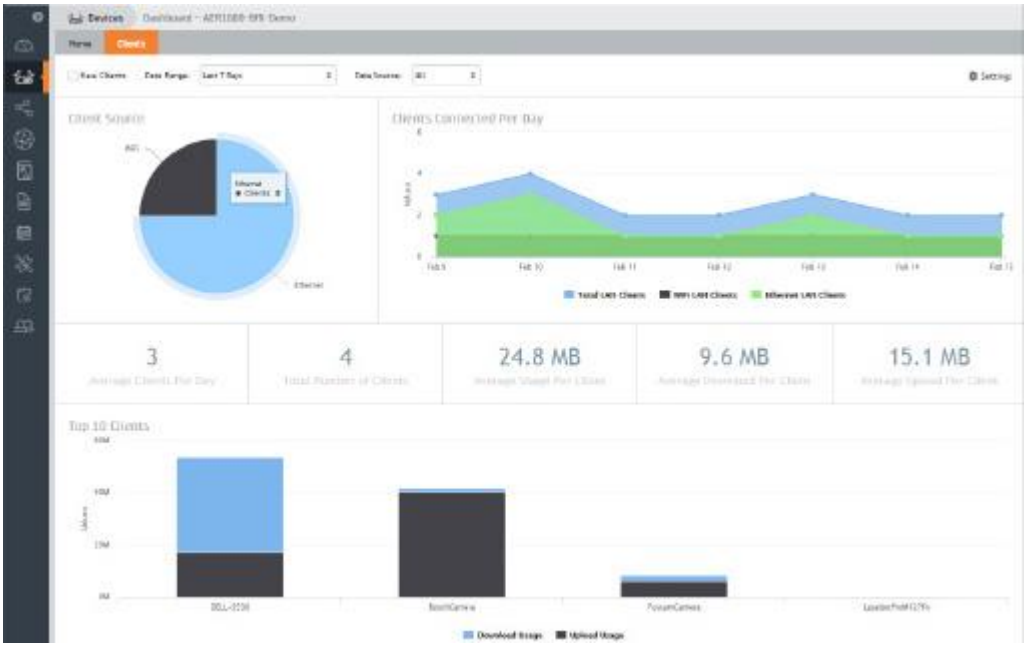


Client Analytics

PRIME ENTERPRISE

Complete customizable visibility of Local Area Network (LAN) client usage across entire network.

- Monitor, analyze & predict client usage per network, group, or individual router
- Provides valuable sales & marketing insights for understanding customer behavior & usage trends
- Block unwanted clients directly from Dashboard

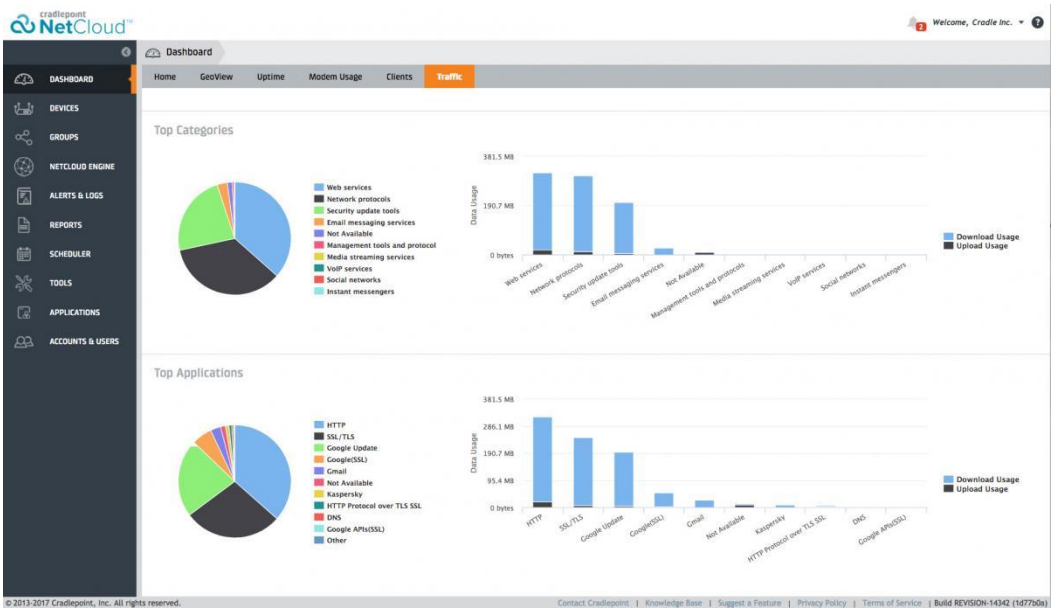


Traffic Analytics

ENTERPRISE

Automatically identify thousands of applications across your entire network to monitor, troubleshoot, and analyze traffic per WAN interface.

- Improve network management by understanding HOW your network is being used
- Optimize network performance based on application usage
- Combine with QoS, application-aware firewall & WAN Infinity for tuning & shaping network traffic



Uptime

PRIME ENTERPRISE

Analytics that show Wide Area Network (WAN) uptime across all available sources of external connectivity.

- View WAN availability metrics across entire network, group, or router
- Estimated WAN Uptime Service Level & view historical WAN Uptime
- Quickly identify poor performing networks, groups, or devices

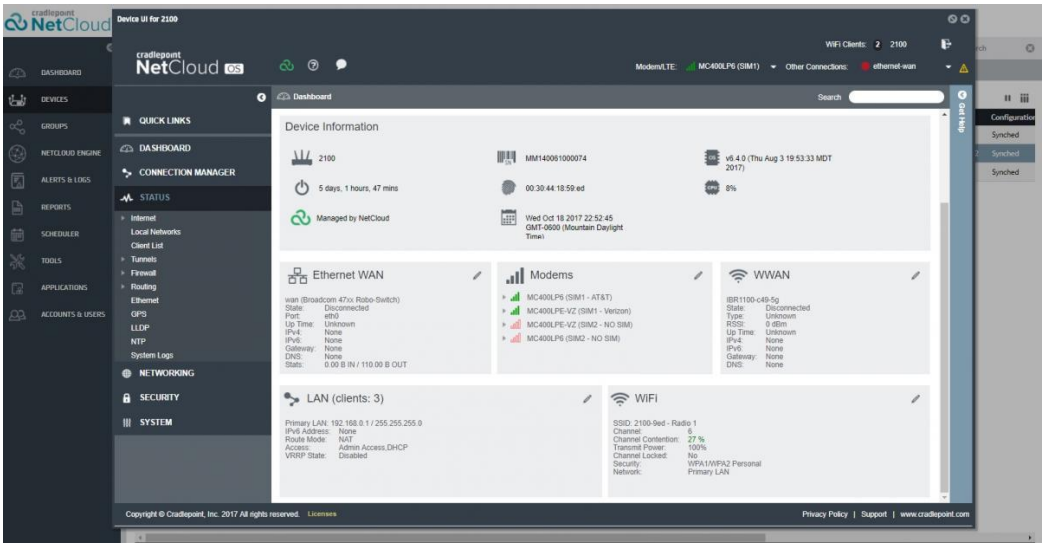
Real-Time Diagnostics / Troubleshooting

On-Demand Real-Time Device Diagnostics

STANDARD PRIME ENTERPRISE

Device status at the Edge is just a click away.

- Real-time view when you need it
- On-demand saves data usage
- Advanced troubleshooting for quicker response & visibility

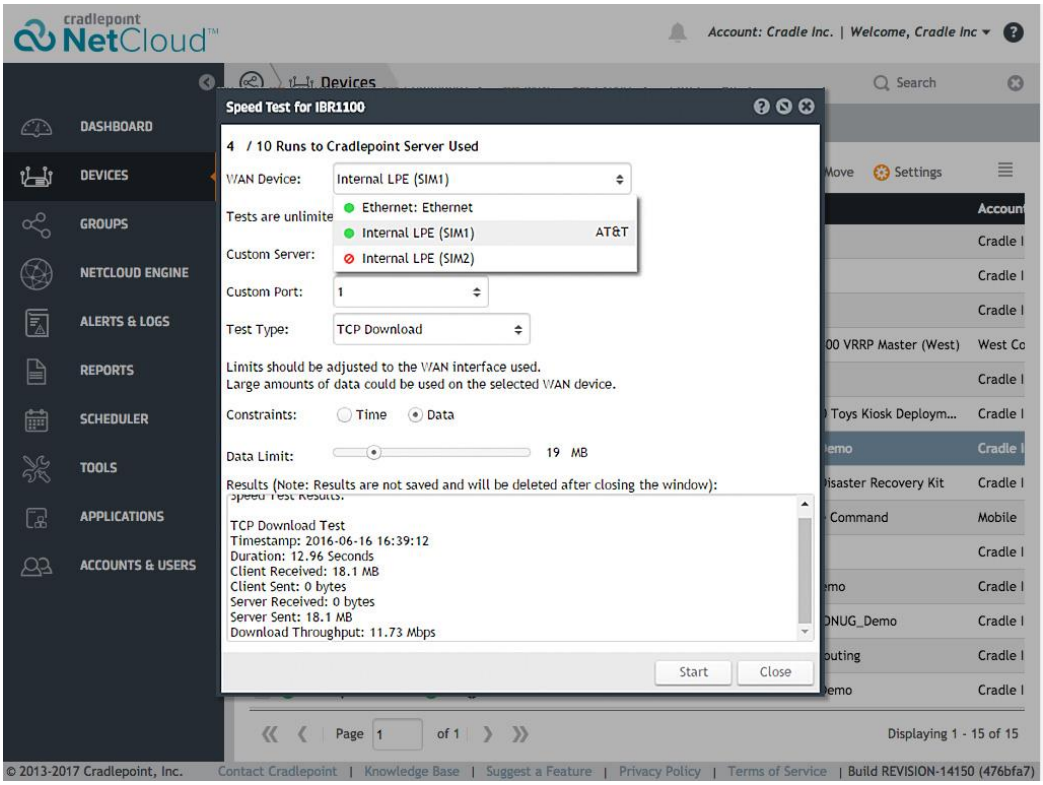


Speed Test

STANDARD PRIME ENTERPRISE

Speed Test helps users remotely troubleshoot and isolate performance challenges on any available Ethernet or 3G/4G/LTE WAN source.

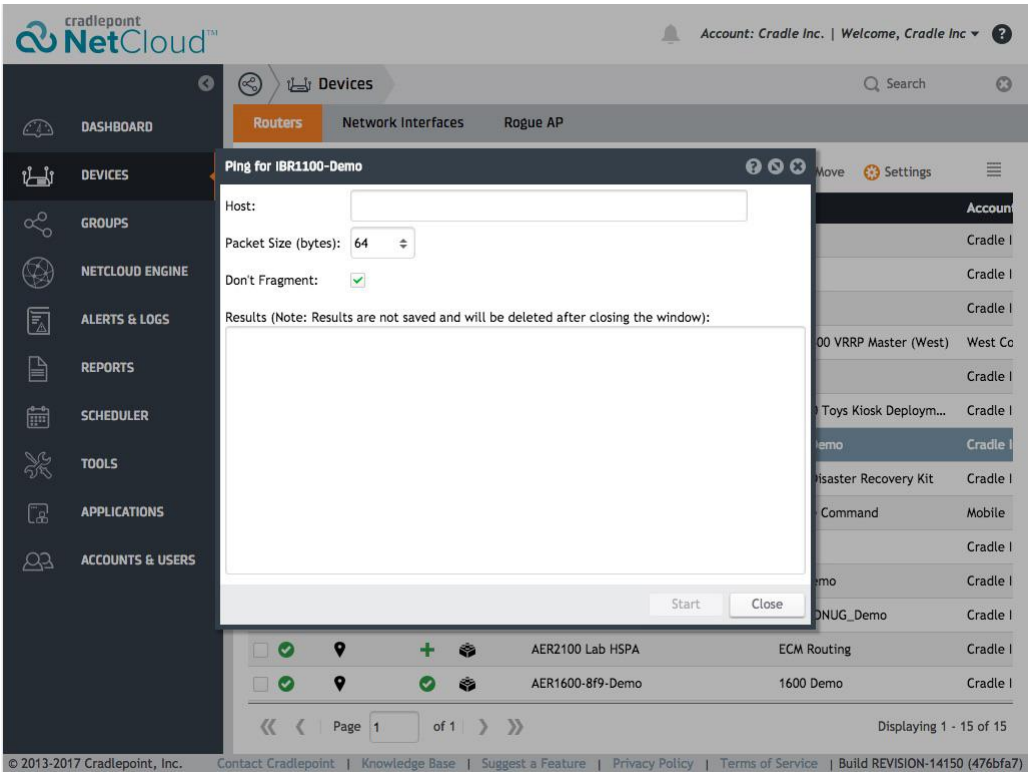
- Test upload & download speed, latency/jitter
- Choose the best cellular carrier for the location based on actual throughput
- Compare WAN performance across available WAN sources



Ping

STANDARD PRIME ENTERPRISE

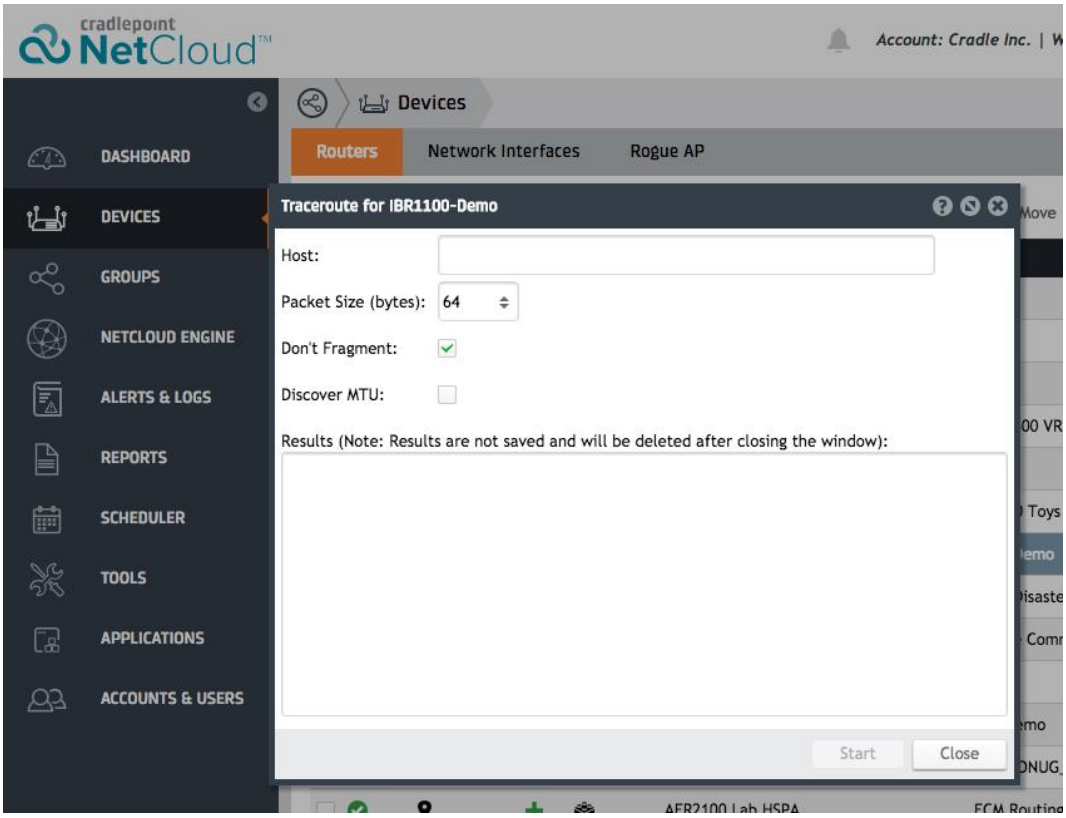
Use Ping to test IP-level connectivity from any router within NetCloud Manager. Provide Ping a couple parameters and it will come back with speed, packets transmitted, packets received, and packet loss.



Traceroute

STANDARD PRIME ENTERPRISE

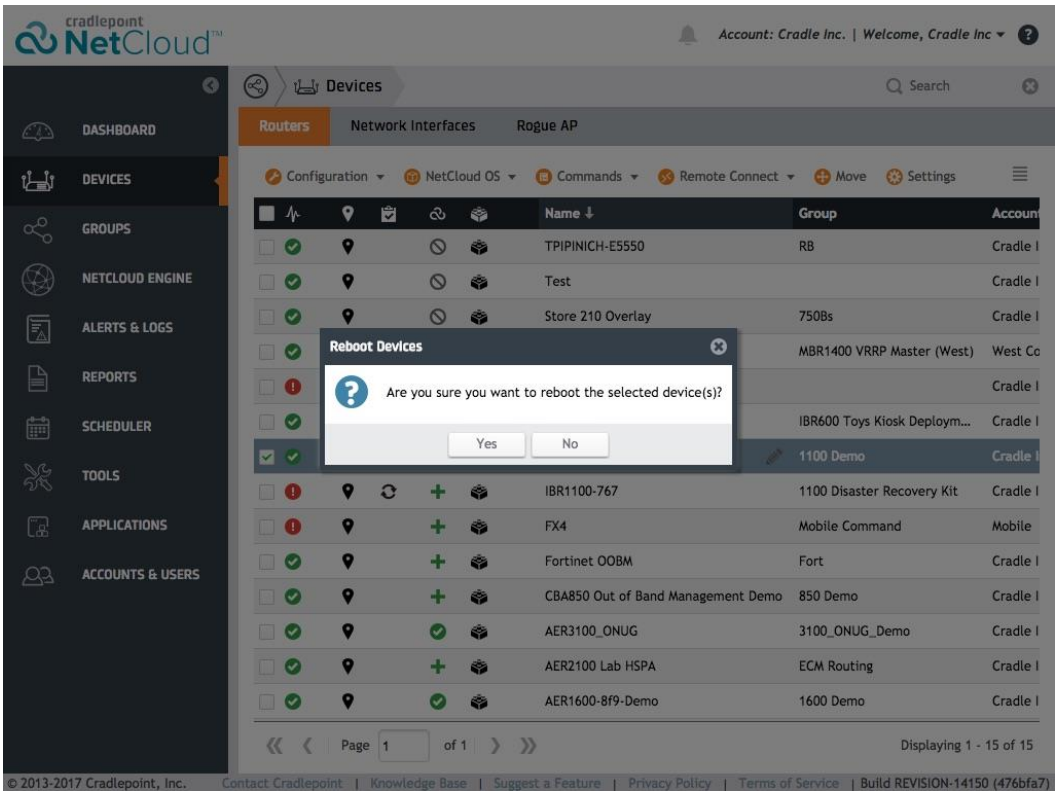
Use Traceroute to check the packet path (route) between any router in NetCloud Manager and another IP connected system. Provide a few pieces of information and Traceroute will deliver number of hops and hop speed.



Reboot

STANDARD PRIME ENTERPRISE

NetCloud Manager makes it easy to remotely reboot Cradlepoint routers with a few mouse clicks. Reboot via NetCloud Manager performs the same action as cycling or removing the device from power.



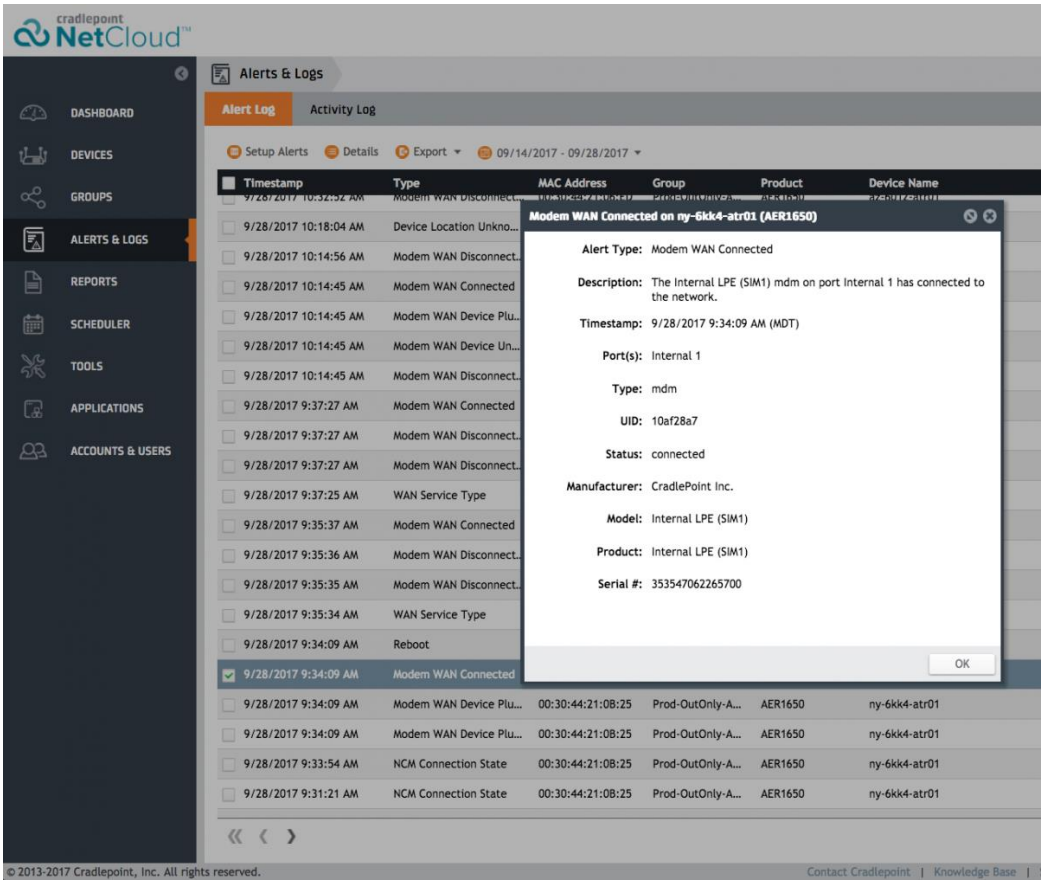
Reports / Alerts

Alerts

STANDARD PRIME ENTERPRISE

Alert Log is a powerful tool that keeps admins informed when important events occur on the network. For example, receive an alert when a data threshold is exceeded, a router configuration is changed, Ethernet or modems become disconnected, or when a GeoFence perimeter is violated.

- Customize alerts based on over 40 different alert types
- Create alerts for any Account and Group
- Select users to receive alerts and at what interval
- Filter alerts by date range
- Export alerts to CSV for easy integration with analytics tools

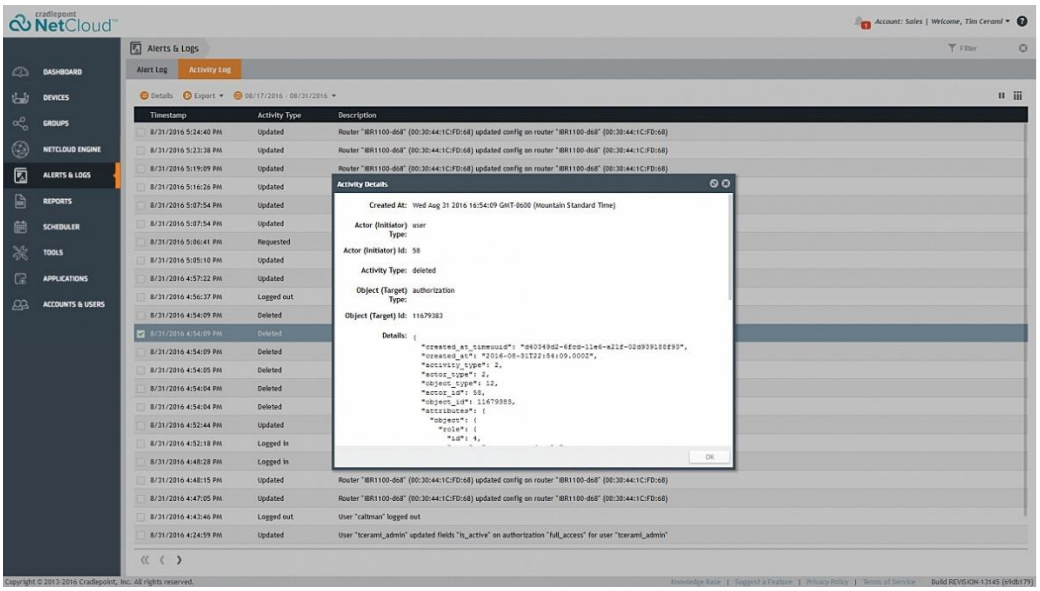


Activity Log

STANDARD PRIME ENTERPRISE

Enhanced troubleshooting, visibility, auditing, and compliance of NetCloud Manager actions.

- Provides a historical record of user & system activity, what activity has taken place & when the activity occurred
- Monitor user & system activity to identify anomalies
- Identify non-compliant activity
- API endpoint for enterprise integration & interoperability

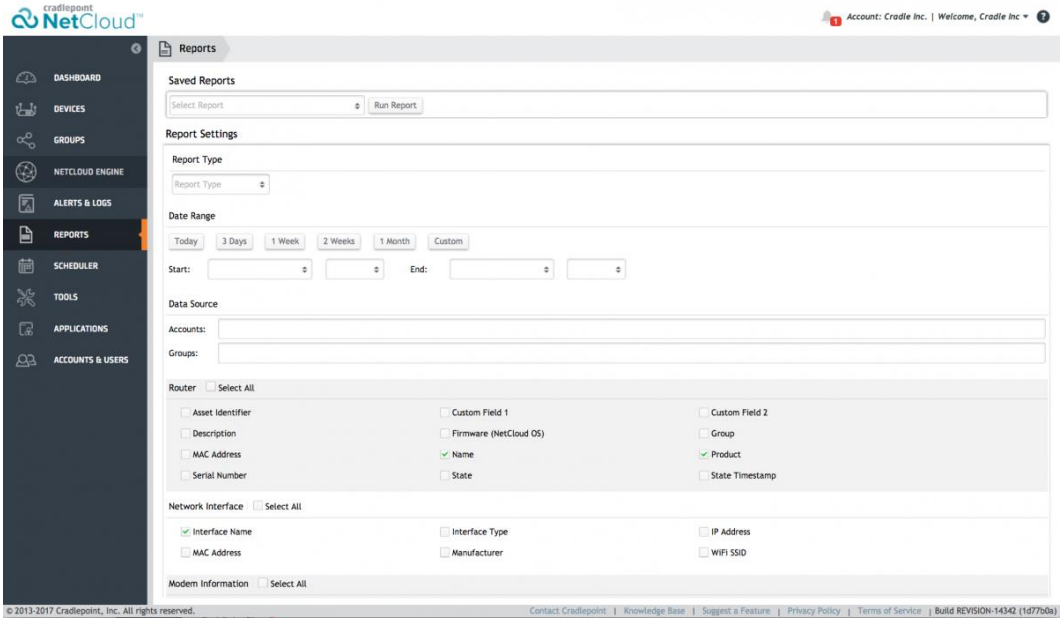


Reports

STANDARD PRIME ENTERPRISE

Build and manage reports that capture events and statistics from your devices.

- Select from built-in report templates based on data usage, signal quality, alerts & activities
- Customize reports by adding & removing fields
- Select from preset date ranges or specify a custom date range
- Export reports to CSV for easy integration into Excel & other analytics tools
- Save, update & delete reports



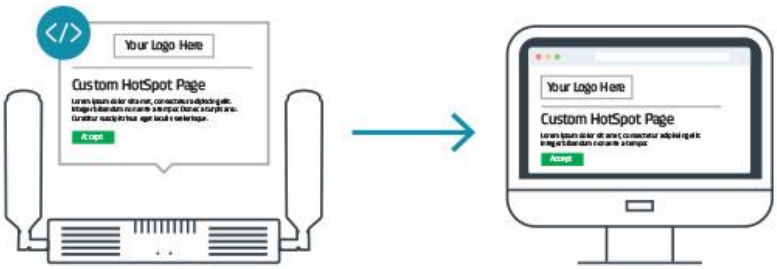
Extensibility / Integration

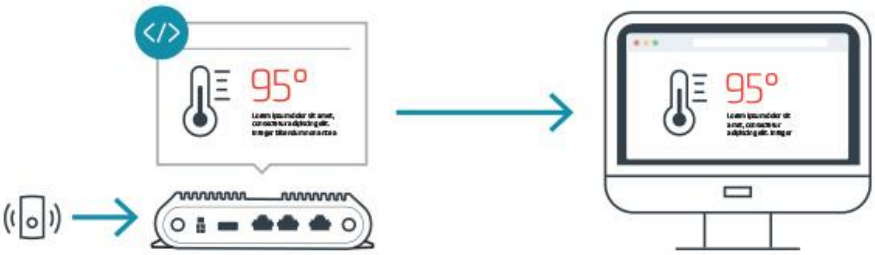
Fog Computing at the network edge

STANDARD PRIME ENTERPRISE

Run custom vertical-specific applications in the router with Cradlepoint's SDK.

- Securely expand router/network capabilities with custom Python applications & scripts orchestrated through the cloud
- Add local intelligence to router with domain knowledge to select when & what data to upload
- Cloud managed apps remotely deployed across entire fleet
- Custom applications are secured & protected on device & in cloud





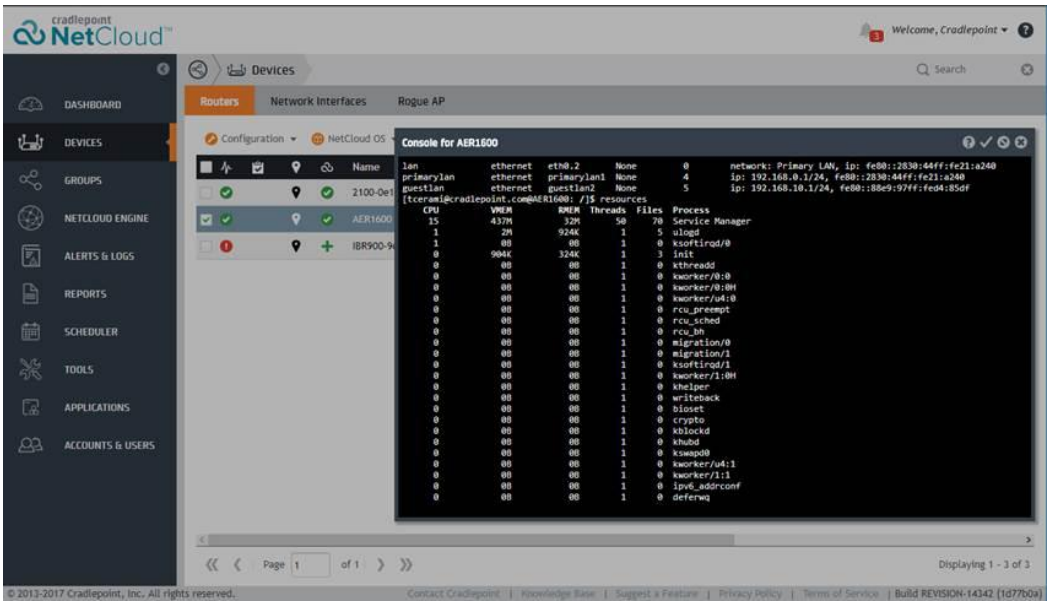
Out-of-Band Management / Remote Connect

Out-of-Band Manager

PRIME ENTERPRISE

NEW - Out-of-band Manager provides secure remote access to any serial managed device right when you need it most... during an outage!

- Cloud console access to manage any serial devices (Routers, Switches, Firewalls, etc.) as if physical connected on-site
- Eliminate costly truck rolls
- Minimize mean-time-to-repair
- Leverage existing WAN connection

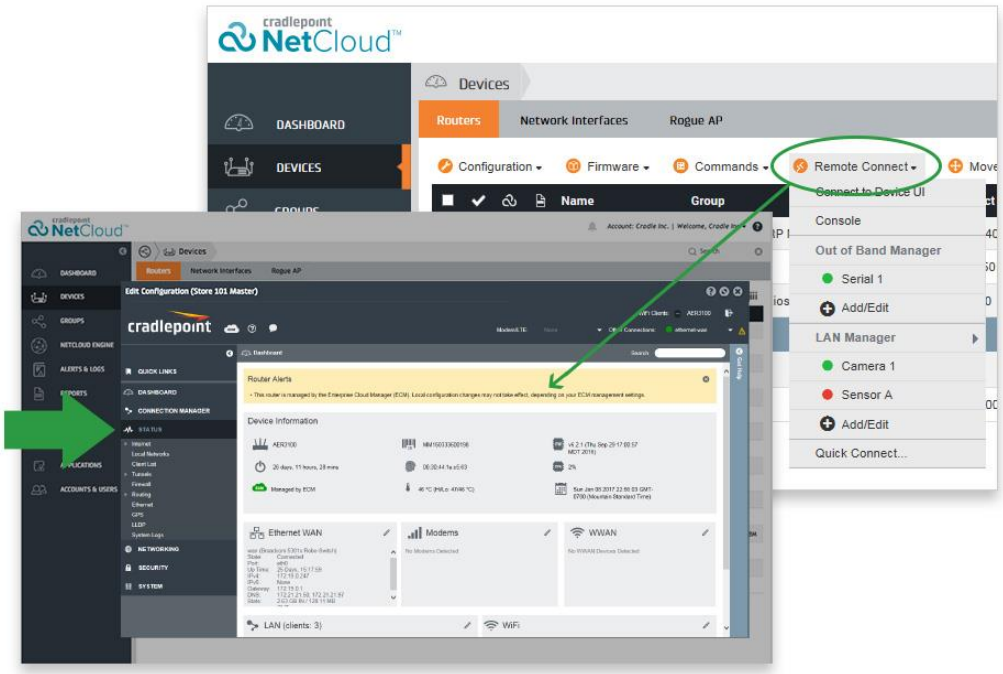


Real-Time On-Demand Device Status

PRIME ENTERPRISE

NEW - We've made troubleshooting Cradlepoint routers easy with an on-demand connection from the cloud directly to the NetCloud OS (v6.2 and higher) over any network architecture. Visibility into hundreds of real-time status and configurations available from anywhere, over a secure connection with no additional setup, static IP, or SSH required.

Note: Requires NetCloud SSO Account (Upgrade from legacy NCM account). Admin, Full Access, Diagnostics Users. NetCloud OS 6.2 or greater.

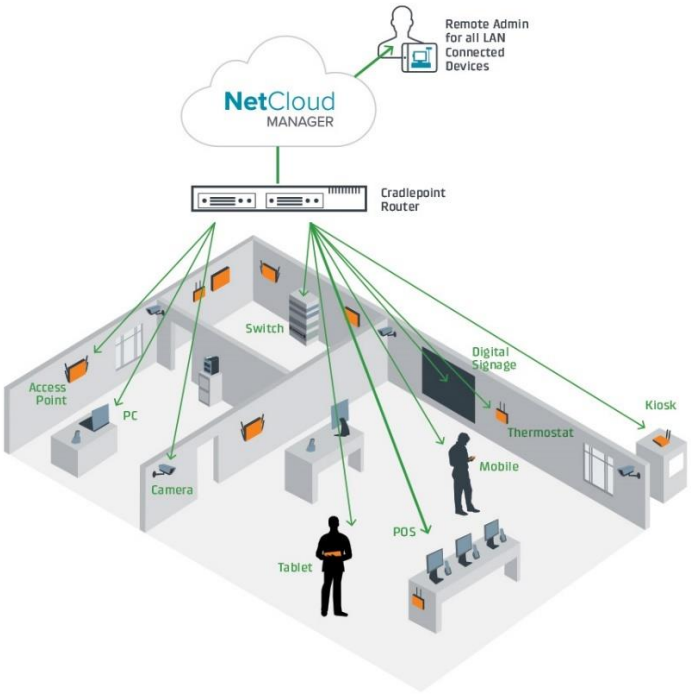


LAN Manager

PRIME ENTERPRISE

NEW - Manage more through the cloud! LAN connected 3rd party devices can now be securely cloud-managed without additional setup or configuration. LAN Manager allows users to access the device's native UI for the best management experience. Like Out-of-Band Manager, LAN Manager requires no static IP, no SSH, no port forwarding, and requires no additional hardware.

- Device examples: Access Points, Switches, Firewall Appliances, IP Cameras, VoIP Phones, PC/Mac/Server, Mobile Devices, Point of Sale, Kiosks, Digital Signs, Sensors

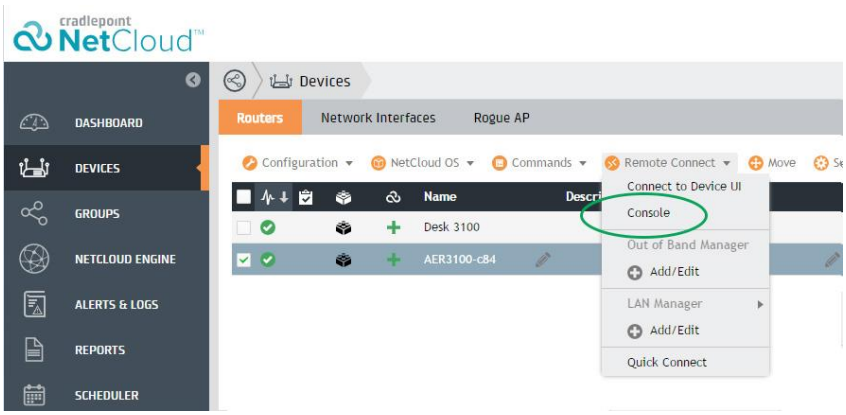


Console

PRIME ENTERPRISE

NetCloud Manager allows secure access to the command line interface (CLI) for troubleshooting with no setup in any network architecture.

- Advanced user troubleshooting
- SSH hop to other 3rd party serial devices to manage more



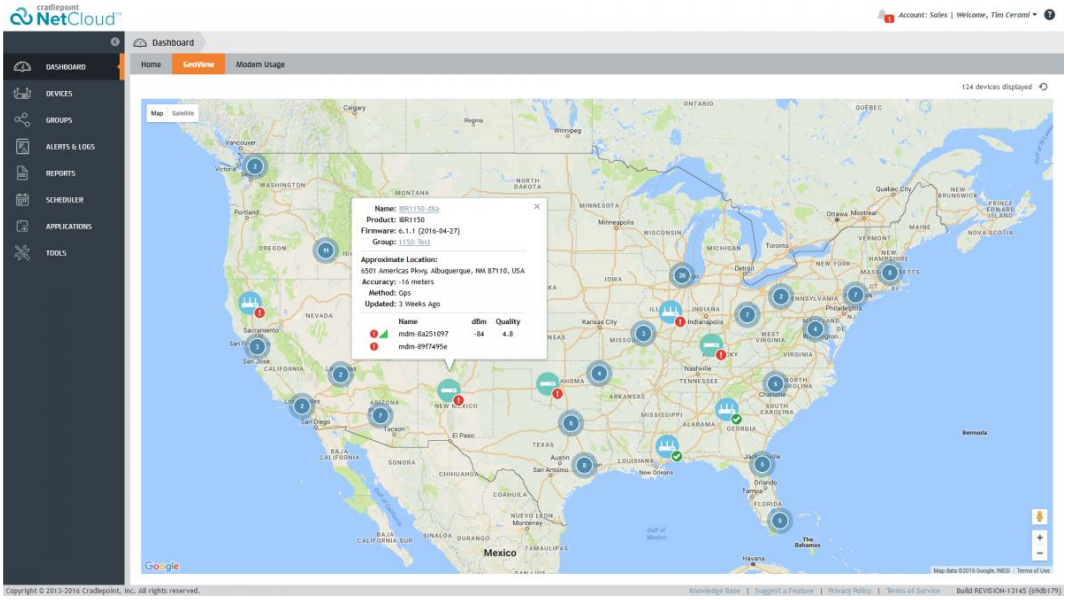
Location Services

GeoView

PRIME ENTERPRISE

Track and manage devices based on location. Quickly location and status on a map.

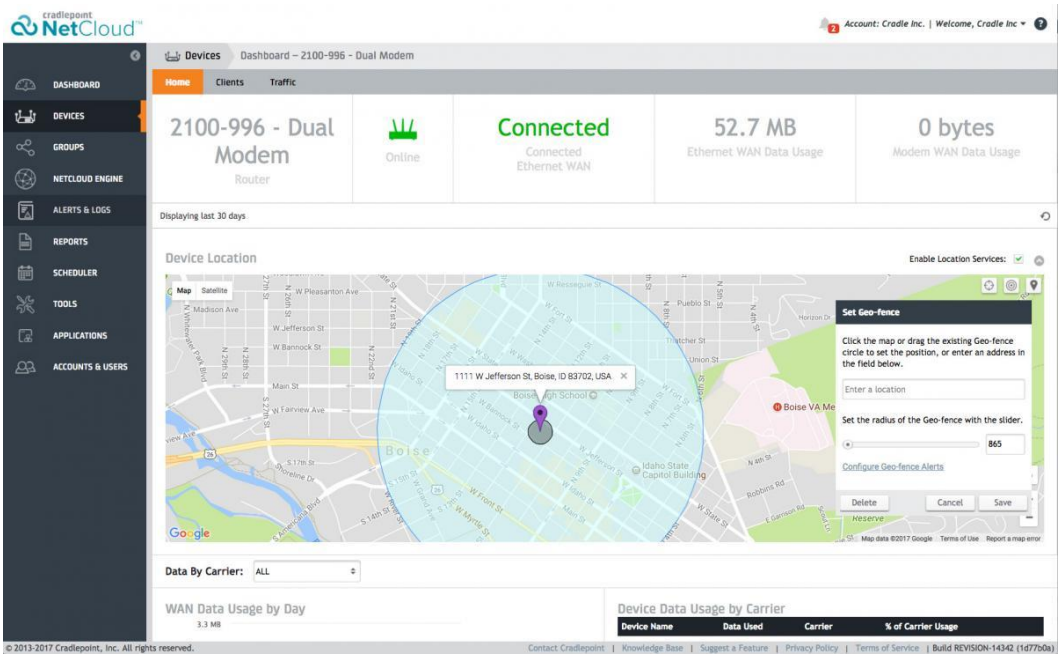
- Automatically map devices based on GPS
- Manually define devices location
- Quickly view device status and signal quality
- Drill down into device or group dashboards



Geofencing

PRIME ENTERPRISE

Ensure physical security by establishing a customizable software defined geo fence perimeter around a GPS-enabled router and receive alerts when the router leaves the perimeter.



1.3.2.2 Intrusion Detection/Protection and Firewall Appliances — Provide comprehensive inline network firewall security from worms, Trojans, spyware, key loggers, and other malware. This includes Next-Generation Firewalls (NGFW), which offer a wire-speed integrated network platform that performs deep inspection of traffic and blocking of attacks. Intrusion Detection/Protection and Firewall Appliances should provide:

- Non-disruptive in-line bump-in-the-wire configuration
- Standard first-generation firewall capabilities, e.g., network-address translation (NAT), stateful protocol inspection (SPI) and virtual private networking (VPN), etc.
- Application awareness, full stack visibility and granular control
- Capability to incorporate information from outside the firewall, e.g., directory-based policy, blacklists, white lists, etc.
- Upgrade path to include future information feeds and security threats
- SSL decryption to enable identifying undesirable encrypted applications (Optional)

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Solution Package for Branch Networks & NetCloud Solution Package for Mobile Networks with CP Secure Threat Management

Branch Networks:

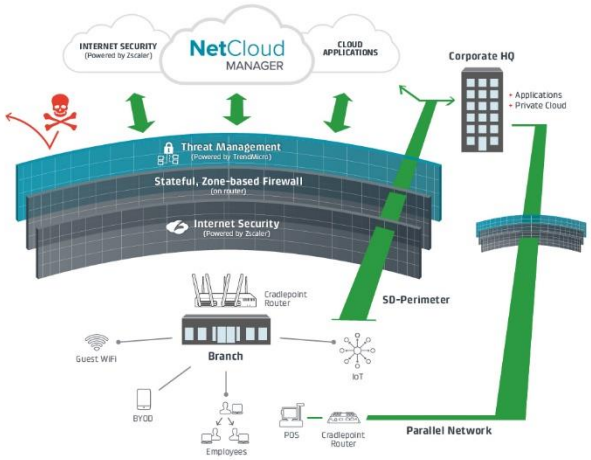
Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point. (SEE ALSO 1.3.1.1.1 above for more about this solution)

Mobile Networks

For organizations that depend on field forces and mobile networks—like first responders, transportation departments, utility crews, insurance disaster teams, and many others—secure and reliable 4G LTE connectivity is essential. Vehicles and mobile command centers have become the field communications hub, allowing users to access mission-critical applications and the Internet from anywhere, and keeping data flowing to the cloud from on-board telemetry, sensors, surveillance cameras, and other devices. (SEE ALSO 1.3.1.1.2 above for more about this solution)

CP Secure Threat Management

CP Secure Threat Management is an "on-box" comprehensive intrusion protection system (IPS) and intrusion detection system (IDS) that defends against evasion attacks, improves network availability, and protects sensitive data. Powered by Trend Micro's industry leading Deep Packet Inspection (DPI) engine.



Benefits

- Protect sensitive data
- Defend against evasion attacks
- Respond faster and remediate more efficiently
- Improve network availability
- Deploy quickly through flexible cloud-based management
- Peace of mind

1.3.2.3 Logging Appliances and Analysis Tools — Solutions utilized to collect, classify, analyze, and securely store log messages.

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Manager

NetCloud provides robust solutions which include remote troubleshooting, device management, and WAN performance monitoring.

Through Cradlepoint NetCloud (see also section 1.3.2.1 for more detail on Cradlepoint NetCloud Manager), Cradlepoint provides Software that runs on a server in Cloud Servers, and enables the server to manage data, users, groups, security, applications, and other networking functions for the Branch Office. The Cradlepoint network

operating system is designed to allow transfer of data among multiple computers in a network, typically a local area network (LAN), a private network or to other networks. Cradlepoint also provides Software products and solutions for cloud management with policy-based controls for provisioning virtual and physical resources using NetCloud.

1.3.2.4 Secure Edge and Branch Integrated Security Products — Network security, VPN, and intrusion prevention for branches and the network edge. Products typically consist of appliances or routers.

Cradlepoint Response:

Recommended Cradlepoint Products: NetCloud Solution Package for Branch Networks & with CP Secure Threat Management

Branch Networks:

Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.

With multiple options for VPN's, including Auto-VPN, IPSEC and GRE, Cradlepoint routers can meet the needs for the edge.

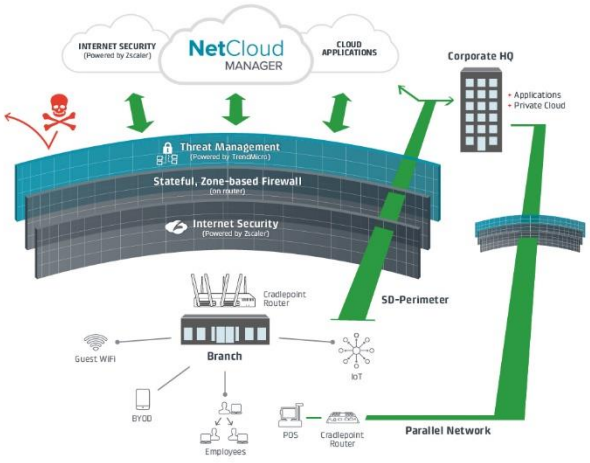
NetCloud Solution Packages for Branch Networks:

NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

(SEE ALSO 1.3.1.1.1 above for more about this solution)

CP Secure Threat Management

CP Secure Threat Management is an "on-box" comprehensive intrusion protection system (IPS) and intrusion detection system (IDS) that defends against evasion attacks, improves network availability, and protects sensitive data. Powered by Trend Micro's industry leading Deep Packet Inspection (DPI) engine.



Benefits

- Protect sensitive data
- Defend against evasion attacks
- Respond faster and remediate more efficiently
- Improve network availability
- Deploy quickly through flexible cloud-based management
- Peace of mind

1.3.2.5 Secure Mobility Products — Delivers secure, scalable access to corporate applications across multiple mobile devices.

1.3.2.6 Encryption Appliances — A network security device that applies crypto services at the network transfer layer - above the data link level, but below the application level.

1.3.2.7 On-premise and Cloud-based services for Network Communications Integrity — Solutions that provide threat protection, data loss prevention, message level encryption, acceptable use and application control capabilities to secure web and email communications. This could include cloud access security brokers (CASBs) and DNS security.

1.3.2.8 Secure Access — Products that provide secure access to the network for any device, including personally owned mobile devices (laptops, tablets, and smart phones). Capabilities should include:

- Management visibility for device access
- Self-service on-boarding
- Centralized policy enforcement
- Differentiated access and services
- Device Management

1.3.3 Storage Networking

High-speed network of shared storage devices connecting different types of storage devices with data servers.

1.3.3.1 Director Class SAN (Storage Area Network) Switches and Modules — A scalable, high-performance, and protocol-independent designed primarily to fulfill the role of core switch in a core-edge Fibre Channel (FC), FCOE or similar SAN topology. A Fibre Channel director is, by current convention, a switch with at least 128 ports. It does not differ from a switch in core FC protocol functionality. Fibre Channel directors provide the most reliable, scalable, high-performance foundation for private cloud storage and highly virtualized environments.

1.3.3.2 Fabric and Blade Server Switches — A Fibre Channel switch is a network switch compatible with the Fibre Channel (FC) protocol. It allows the creation of a Fibre Channel fabric, which is currently the core component of most SANs. The fabric is a network of Fibre Channel devices, which allows many-to-many communication, device name lookup, security, and

redundancy. FC switches implement zoning; a mechanism that disables unwanted traffic between certain fabric nodes.

1.3.3.3 Enterprise and Data Center SAN and VSAN (Virtual Storage Area Network) Management — Management tools to provisions, monitors, troubleshoot, and administers SANs and VSANs.

1.3.3.4 SAN Optimization — Tools to help optimize and secure SAN performance (i.e. Encryption of data-at-rest, data migration, capacity optimization, data reduction, etc.

1.3.4: Switches
Layer 2/3 devices that are used to connect segments of a LAN (local area network) or multiple LANs and to filter and forward packets among them.

1.3.4.1 Campus LAN – Access Switches — Provides initial connectivity for devices to the network and controls user and workgroup access to internetwork resources. The following are some of the features a campus LAN access switch should support:

1. Security
    a. SSHv2 (Secure Shell Version 2)
    b. 802.1X (Port Based Network Access Control)
    c. Port Security
    d. DHCP (Dynamic Host Configuration Protocol) Snooping
2. VLANs
3. Fast Ethernet/Gigabit Ethernet
4. PoE (Power over Ethernet)
5. link aggregation
6. 10 Gb support
7. Port mirroring
8. Span Taps
9. Support of IPv6 and IPv4
10. Standards-based rapid spanning tree
11. Netflow Support (Optional).

Cradlepoint Response:
Recommended Cradlepoint Products: NetCloud Solution Package for Branch and Mobile Networks

Cradlepoint NetCloud Solution Package for Branch Networks provides robust switching capabilities through a L3/L2 switch with 10/100/1000Mbps port speeds. Capable of line rate delivery of data on the local network.

All Cradlepoint switches support SSHv2, 802.1X, port security and DHCP. The devices listed here also support 802.1q VLAN tagging and trunking, Spanning Tree Protocol,

Power over Ethernet (PoE), IPv4 & IPv6, along with many advanced features consistent with Cradlepoint products and services.

AER1600 Series

Cloud-Managed Networking for branch primary & application-specific networking

NetCloud Solution Packages for Branch Networks with the AER1600 LTE router are designed for the distributed enterprise to intelligently manage converged wired and wireless connectivity for a highly available “connected experience” at the Edge.

Packages include NetCloud Software, the router and 24x7 support with Limited Lifetime Warranty on hardware.

Upgrade to NetCloud Advanced for additional features such as application traffic analytics, application-aware firewall, and URL content filtering.

Extend WiFi coverage with AP22 Access Points.

Key Benefits:

- Cloud-managed
- Dual-band, dual-concurrent WiFi (802.11 a/b/g/n/ac)
- Dual modem / Multi-carrier Support
- WWAN analytics
- Ports: 1 GigE WAN / 4 GigE LAN (switchable)
- Industry-leading 4G failover
- Unified Threat Management
- Software-defined radio (supports multiple carriers)
- Purpose-built for PCI Compliance

COR IBR1700

Cloud-Managed Networking for Police Vehicles, Ambulances, Buses, Fleets & More

Cradlepoint COR IBR1700

NetCloud Solution Packages with the ruggedized IBR1700 LTE router are designed to extend the value of SD-WAN to mobile networks in vehicles, mobile command centers, or anywhere robust networking with wireless WAN connectivity is required. It offers five Gigabit Ethernet ports and three-radio Gigabit Wave 2 ac WiFi.

NetCloud Solution Packages include NetCloud software, a router, and 24x7 support with Limited Lifetime Warranty on hardware.

Upgrade to NetCloud Advanced for additional features such as application traffic analytics, application-aware firewall, and URL content filtering.

Key Benefits

- World's first LTE mobile router with three-carrier aggregation for best-in-class performance
- Embedded LTE Advanced 600 Mbps modem
- Field-upgradable with 2nd modem (second wireless carrier) for continuous connectivity
- Precision GPS with dead-reckoning enables location-based applications
- OBD-II support with accessory cable for vehicle health and diagnostics reporting
- Extensibility with GPIOs, Router SDK, NCM API for custom solutions and more!

AER2200

Cloud-Managed Networking for the Modern Branch

Cradlepoint AER2200

NetCloud Solution Packages for Branch Networks with the AER2200 router enable an all-in-one, fast branch network solution with best-in-class LTE and high port density (including PoE and Wave 2 WiFi) in a value-priced package.

NetCloud Solution Packages include NetCloud software, a router, and 24x7 support with a Limited Lifetime Warranty on hardware.

Upgrade to NetCloud Advanced for additional features such as application traffic analytics, application-aware firewall, and URL content filtering.

Extend secure WiFi coverage with AP22 Access Points.

Key Benefits

- Integrated LTE-Advanced 600Mbps modem for best performance
- Policy-based SD-WAN for optimized active-dynamic connections
- NetCloud Perimeter for secure IoT networking
- Single-pane-of-glass cloud-based management for routing, WiFi access points, and IoT networking
- Extensible with Router SDK and NCM API for Fog Computing and more!

CR4250

Cloud-Managed High-Performance Routing

Cradlepoint CR4250

The Cradlepoint CR4250 Branch Performance Router is designed for mid-sized branches and businesses with expanded performance and connectivity needs. It intelligently manages WAN connectivity for a highly available “connected experience” at the edge.

With the CR4250’s high-performance processor, available 8-port PoE, and dual SFP+ ports, the CR4250 offers flexible WAN deployment for medium-sized branch offices and businesses. When combined with Cradlepoint AP22 WiFi Access Points and the Cradlepoint CBA850 LTE Adapter, the CR4250 solution offers single-pane-of-glass management for the entire branch site.

Key Benefits

- High-performance processor to easily handle branch workloads while providing advanced features
- 8 PoE+ Gigabit Ethernet ports & 2 SFP+ ports supporting up to 10 Gbps
- Cloud management for router & optional Cradlepoint LTE adapters & WiFi access points
- Application-aware traffic analytics, firewall & QoS
- Intelligent SD-WAN to ensure optimal application performance & uptime
- Unified edge security for secure Internet access & protection for on-site users & devices
- Advanced IoT support to securely connect branch IoT devices

1.3.4.2 Campus LAN – Core Switches — Campus core switches are generally used for the campus backbone and are responsible for transporting large amounts of traffic both reliably and quickly. Core switches should provide:

- High bandwidth
- Low latency
- Hot swappable power supplies and fans
- Security
  - SSHv2
  - MacSec encryption
  - Role-Based Access Control Lists (ACL)
- Support of IPv6 and IPv4
- 1/10/40/100 Gbps support
- IGP (Interior Gateway Protocol) routing
- EGP (Exterior Gateway Protocol) routing
- VPLS (Virtual Private LAN Service) Support
- VRRP (Virtual Router Redundancy Protocol) Support
- Netflow Support

Cradlepoint Response:
Recommended Cradlepoint Products: CR4250

The Cradlepoint CR4250 Branch Performance L2/L3 device is designed for mid-sized branches and businesses with expanded performance and connectivity needs. It intelligently manages WAN connectivity for a highly available “connected experience”.

With the CR4250’s high-performance processor, available 8-port PoE, and dual SFP+ ports, the CR4250 offers flexible deployment businesses. When combined with Cradlepoint AP22 WiFi Access Points and the Cradlepoint CBA850 LTE Adapter, the CR4250 solution offers single-pane-of-glass management for the entire location.

1.3.4.3 Campus Distribution Switches — Collect the data from all the access layer switches and forward it to the core layer switches. Traffic that is generated at Layer 2 on a switched network needs to be managed or segmented into Virtual Local Area Networks (VLANs), Distribution layer switches provides the inter-VLAN routing functions so that one VLAN can communicate with another on the network. Distribution layer switches provides advanced security policies that can be applied to network traffic using Access Control Lists (ACLs).

- High bandwidth
- Low latency
- Hot swappable power supplies and fans
- Security (SSHv2 and/or 802.1X)
- Support of IPv6 and IPv4
- Jumbo Frames Support
- Dynamic Trunking Protocol (DTP)
- Per-VLAN Rapid Spanning Tree (PVRST+)

- Switch-port auto recovery
- NetFlow Support or equivalent

Cradlepoint Response:
Recommended Cradlepoint Products: CR4250

The Cradlepoint CR4250 Branch Performance L2/L3 device is designed for mid-sized branches and businesses with expanded performance and connectivity needs. It intelligently manages WAN connectivity for a highly available "connected experience".

With the CR4250's high-performance processor, available 8-port PoE, and dual SFP+ ports, the CR4250 offers flexible deployment businesses. When combined with Cradlepoint AP22 WiFi Access Points and the Cradlepoint CBA850 LTE Adapter, the CR4250 solution offers single-pane-of-glass management for the entire location.

1.3.4.4 Data Center Switches — Data center switches, or Layer 2/3 switches, switch all packets in the data center by switching or routing good ones to their final destinations, and discard unwanted traffic using Access Control Lists (ACLs) a minimum of 10 Gigabit speeds. High availability and modularity differentiates a typical Layer 2/3 switch from a data center switch. Capabilities should include:

- High bandwidth
- Low latency
- Hot swappable power supplies and fans
- Ultra-low latency through wire-speed ports with nanosecond port-to-port latency and hardware-based Inter-Switch Link (ISL) trunking
- Load Balancing across Trunk group able to use packet based load balancing scheme
- Bridging of Fibre Channel SANs and Ethernet fabrics
- Jumbo Frame Support
- Plug and Play Fabric formation that allows a new switch that joins the fabric to automatically become a member
- Ability to remotely disable and enable individual ports
- Support NetFlow or equivalent

1.3.4.5 Software Defined Networks (SDN) — An application in SDN that manages flow control to enable intelligent networking.

Cradlepoint Response:
Recommended Cradlepoint Product: NetCloud Solution Package for Branch, Mobile & IoT Networks

SD-WAN

Secure, Pervasive Connectivity for the Elastic Edge℠

Cloud, mobile, and IoT changes are driving a transformation at the network edge. Traditional WANs are complex and inflexible – indeed, they often prevent business agility. The Software-defined WAN has emerged to address such limitations. SD-WANs offer increased flexibility, availability, and simplified business and application policies to enterprises deploying more mobile workers, more applications and resources in the cloud, and pervasive connectivity needs.

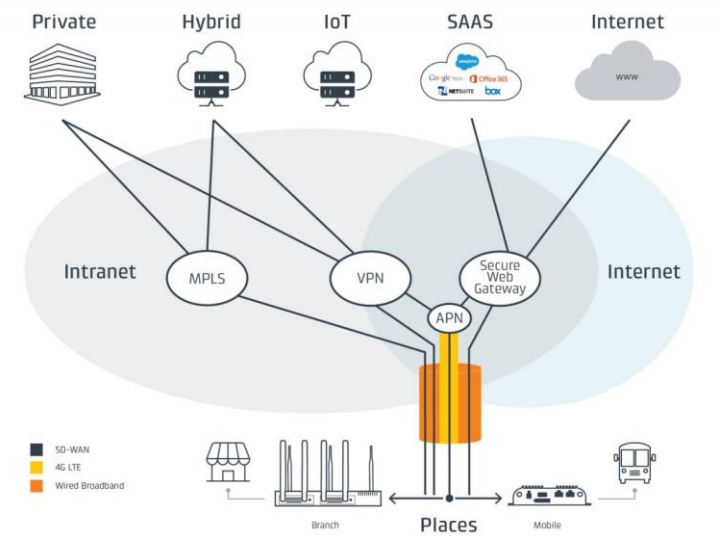
Elastic Edge℠

The WAN is transforming from fixed branch locations to an increasingly fluid and flexible network Edge — the Elastic Edge. Driven by profound trends like cloud, mobile, LTE, and IoT adoption and usage, the new WAN Edge must be more scalable, secure, reliable, automated, and agile — and it must be constantly expanding, contracting, adapting, moving, and evolving as business needs dictate.

Wireless is essential to achieving the elasticity that Connected Enterprises require. Cradlepoint's NetCloud platform provides the pathway to the Elastic Edge using LTE, software-defined policy management, and orchestration to eliminate the increasing complexity of today's WAN.

Addressing the problems of the Elastic Branch

Problem	Cradlepoint SD-WAN Solution
Distributed Infrastructure	NetCloud Manager
Network Downtime	LTE / Connection Manager
Real-time Applications	Smart WAN Selection
Expensive WAN Connections	Smart WAN Selection
Complicated VPNs	DMVPN / NHRP



Hybrid Connectivity & Increased Availability

Today's enterprises need to connect the edge of the network to more resources faster than ever. Workers are increasingly remote, and the branch office is now usually someone at a coffee shop, airport, or hotel. Cradlepoint's SD-WAN solution can reduce reliance on expensive and relatively slow MPLS by enabling LTE and broadband connectivity to maximize reach and connectivity.

Business & Application Policies

Dynamically steering traffic to ensure cost-effective uptime is exceedingly difficult with traditional WANs. Enterprises need to take advantage of path diversity but not at the expense of complicated management. Cradlepoint's NetCloud Manager, in conjunction with NetCloud OS on Cradlepoint routers, makes it easy to rapidly deploy Day-1

networks that can route traffic based on bandwidth usage, application content, or preferred link to ensure maximum availability and uptime.

Analytics
Analyzing past data is essential to ensure your network grows as your business grows. NetCloud Manager enables you to see usage by client, by application, or by WAN connection so you can plan for additional capacity as needed.

Powerful Combination
NetCloud Manager offers comprehensive policy and analytics, and NetCloud OS provides numerous advanced features for pervasive connectivity.

Security
Securing WANs is typically done with complicated VPNs that require detailed knowledge of CLI commands. Cradlepoint offers dynamic multi-point VPN on our NetCloud OS and best-in-class applications from Zscaler and Trend Micro for advanced content filtering and threat management.

NetCloud Platform
NetCloud consists of integrated components to enable seamless connectivity, security, management, and extensibility.

- NetCloud Manager provides a single pane of glass, so you can configure, monitor and manage your connected resources from anywhere.
- NetCloud OS is our hardened router software enabling primary/failover routing and WAN traffic control as well as edge services such as firewall, IDS/IPS, and security
- NetCloud Perimeter is a software-defined, identity-based security perimeter to connect M2M and IoT devices to your network
- Built-for-purpose routers for branch, mobile, and IoT requirements
- SDK & APIs enable you to integrate and leverage Cradlepoint technologies for your own needs such as in-vehicle telemetry

"Cradlepoint's SD-WAN solution enables enterprises to securely connect their Elastic Edge to applications and resources. Through ground-breaking features like Smart WAN Selection, application and business policies, and WAN analytics, Cradlepoint is transforming the WAN from a fragile, complicated environment to a flexible, agile one."
-451 Research

1.3.4.6 Software Defined Networks (SDN) - Virtualized Switches and Routers — Technology utilized to support software manipulation of hardware for specific use cases.

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Solution Package for Branch Networks with CR4250V

NetCloud Platform
NetCloud consists of integrated components to enable seamless connectivity, security, management, and extensibility.

- NetCloud Manager provides a single pane of glass, so you can configure, monitor and manage your connected resources from anywhere.
- NetCloud OS is our hardened router software enabling primary/failover routing and WAN traffic control as well as edge services such as firewall, IDS/IPS, and security
- NetCloud Perimeter is a software-defined, identity-based security perimeter to connect M2M and IoT devices to your network
- Built-for-purpose routers for branch, mobile, and IoT requirements
- SDK & APIs enable you to integrate and leverage Cradlepoint technologies for your own needs such as in-vehicle telemetry

(SEE ALSO 1.3.2.1 for more)

1.3.4.7 Software Defined Networks (SDN) — Controllers – is an application in software-defined networking (SDN) that manages flow control to enable intelligent networking. SDN controllers are based on protocols, such as OpenFlow, that allow servers to tell switches where to send packets. The SDN controller lies between network devices at one end and applications at the other end. Any communications between applications and devices have to go through the controller. The controller uses multiple routing protocols including OpenFlow to configure network devices and choose the optimal network path for application traffic.

Cradlepoint Response:
Recommended Cradlepoint Product: NetCloud Manager

NetCloud Manager
Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

(SEE ALSO 1.3.2.1 for more)

1.3.4.8 Carrier Aggregation Switches — Carrier aggregation switches route traffic in addition to bridging (transmitted) Layer 2/Ethernet traffic. Carrier aggregation switches' major characteristics are:

- Designed for Metro Ethernet networks
- Designed for video and other high bandwidth applications
- Supports a variety of interface types, especially those commonly used by Service Providers

Capabilities should include:

- Redundant Processors
- Redundant Power
- IPv4 and IPv6 unicast and multicast
- High bandwidth
- Low latency
- Hot swappable power supplies and fans
- MPLS (Multiprotocol Label Switching)
- BGP (Border Gateway Protocol)
- Software router virtualization and/or multiple routing tables
- Policy based routing
- Layer 2 functionality
    - Per VLAN Spanning Tree
    - Rapid Spanning Tree
    - VLAN IDs up to 4096
    - Layer 2 Class of Service (IEEE 802.1p)
    - Link Aggregation Control Protocol (LACP)
    - QinQ (IEEE 802.1ad)

1.3.4.9 Carrier Ethernet Access Switches — A carrier Ethernet access switch can connect directly to the customer or be utilized as a network interface on the service side to provide layer 2 services.

- Hot-swappable and field-replaceable integrated power supply and fan tray
- AC or DC power supply with minimum DC input ranging from 18V to 32 VDC and 36V to 72 VDC
- Ethernet and console port for manageability
- SD flash card slot for additional external storage
- Stratum 3 network clock
- Line-rate performance with a minimum of 62-million packets per second (MPPS) forwarding rate
- Support for dying gasp on loss of power
- Support for a variety of small form factor pluggable transceiver (SFP and SFP+) with support for Device Object Model (DOM)
- Timing services for a converged access network to support mobile solutions, including Radio Access Network (RAN) applications
- Support for Synchronous Ethernet (SyncE) services
- Supports Hierarchical Quality of Service (H-QoS) to provide granular traffic-shaping policies
- Supports Resilient Ethernet Protocol REP/G.8032 for rapid layer-two convergence

All Cradlepoint NetCloud Solution Packages come with NetCloud Manager and complimentary, industry leading 24x7 support

Support
Industry-Leading

Phone: 24-hour weekdays & emergency-only weekends
Web: 24x7 online case management, 24x5 Chat & 24x7 Knowledge Base
Limited lifetime warranty for hardware

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
Branch Networking				
Routers - Essentials				
BD1-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 1-yr	$1,998.00	25%	$1,498.50
BD3-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 3-yr	$2,628.00	25%	$1,971.00
BD5-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 5-yr	$3,258.00	25%	$2,443.50
Advanced Upgrade				
BD1-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 1-yr	$360.00	25%	$270.00
BD3-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 3-yr	$720.00	25%	$540.00
BD5-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 5-yr	$1,080.00	25%	$810.00
Branch Networking				
Routers - Essentials				
BA1-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 1-yr	$1,129.00	25%	$846.75
BA3-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 3-yr	$1,379.00	25%	$1,034.25
BA5-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 5-yr	$1,639.00	25%	$1,229.25
BA1-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 1-yr	$889.00	25%	$666.75
BA3-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 3-yr	$1,139.00	25%	$854.25
BA5-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 5-yr	$1,399.00	25%	$1,049.25
BA1-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 1-yr	$789.00	25%	$591.75
BA3-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 3-yr	$1,039.00	25%	$779.25
BA5-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 5-yr	$1,299.00	25%	$974.25
BA1-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 1-yr	$889.00	25%	$666.75
BA3-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 3-yr	$1,139.00	25%	$854.25

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
BA5-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 5-yr	$1,399.00	25%	$1,049.25
BA1-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 1-yr	$589.00	25%	$441.75
BA3-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 3-yr	$839.00	25%	$629.25
BA5-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 5-yr	$1,099.00	25%	$824.25
BA1-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 1-yr	$789.00	25%	$591.75
BA3-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 3-yr	$1,039.00	25%	$779.25
BA5-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 5-yr	$1,299.00	25%	$974.25
BA1-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 1-yr	$689.00	25%	$516.75
BA3-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 3-yr	$939.00	25%	$704.25
BA5-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 5-yr	$1,199.00	25%	$899.25
BA1-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 1-yr	$789.00	25%	$591.75
BA3-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 3-yr	$1,039.00	25%	$779.25
BA5-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 5-yr	$1,299.00	25%	$974.25
BA1-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 1-yr	$489.00	25%	$366.75
BA3-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 3-yr	$739.00	25%	$554.25
BA5-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 5-yr	$999.00	25%	$749.25
Advanced Upgrade				
BA1-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 1-yr	$120.00	25%	$90.00
BA3-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 3-yr	$288.00	25%	$216.00
BA5-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 5-yr	$450.00	25%	$337.50
Access Points - Essentials				
BC1-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 1-yr	$369.00	25%	$276.75
BC3-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 3-yr	$453.00	25%	$339.75
BC5-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 5-yr	$537.00	25%	$402.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
LTE Adapters - Essentials				
BB1-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 1-yr	$579.00	25%	$434.25
BB3-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 3-yr	$669.00	25%	$501.75
BB5-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 5-yr	$749.00	25%	$561.75
BB1-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 1-yr	$479.00	25%	$359.25
BB3-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 3-yr	$569.00	25%	$426.75
BB5-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 5-yr	$649.00	25%	$486.75
BB1-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 1-yr	$579.00	25%	$434.25
BB3-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 3-yr	$669.00	25%	$501.75
BB5-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 5-yr	$749.00	25%	$561.75
Advanced Upgrade				
BB1-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 1-yr	$60.00	25%	$45.00
BB3-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 3-yr	$144.00	25%	$108.00
BB5-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 5-yr	$210.00	25%	$157.50
FIPS Branch Router - Essentials				
BA1-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 1-yr	$1,349.00	25%	$1,011.75
BA3-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 3-yr	$1,767.00	25%	$1,325.25
BA5-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 5-yr	$2,189.00	25%	$1,641.75
Mobile Networking - Essentials				
Routers				
MA1-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 1-yr	$1,299.00	25%	$974.25
MA3-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 3-yr	$1,549.00	25%	$1,161.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
MA5-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 5-yr	$1,809.00	25%	$1,356.75
MA1-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 1-yr	$869.00	25%	$651.75
MA3-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 3-yr	$1,119.00	25%	$839.25
MA5-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 5-yr	$1,379.00	25%	$1,034.25
MA1-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 1-yr	$869.00	25%	$651.75
MA3-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 3-yr	$1,119.00	25%	$839.25
MA5-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 5-yr	$1,379.00	25%	$1,034.25
MA1-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 1-yr	$549.00	25%	$411.75
MA3-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 3-yr	$799.00	25%	$599.25
MA5-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 5-yr	$1,059.00	25%	$794.25
Advanced Upgrade				
MA1-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 1-yr	$120.00	25%	$90.00
MA3-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 3-yr	$288.00	25%	$216.00
MA5-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 5-yr	$450.00	25%	$337.50
FIPS Mobile Routers - Essentials				
MA1-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 1-yr	$1,519.00	25%	$1,139.25
MA3-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 3-yr	$1,937.00	25%	$1,452.75
MA5-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 5-yr	$2,359.00	25%	$1,769.25
MA1-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 1-yr	$1,089.00	25%	$816.75
MA3-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 3-yr	$1,507.00	25%	$1,130.25
MA5-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 5-yr	$1,929.00	25%	$1,446.75
FIPS Bundles Skus				

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
F900LP6-NPS-1	1-yr IBR900 FIPS includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,049.99	25%	$787.49
F900LP6-NPS-3	3-yr FIPS bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,199.99	25%	$899.99
F900LP6-NPS-5	5-yr FIPS bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,299.99	25%	$974.99
F900LP6-NPS-NP-1	1-yr IBR900 FIPS PRIME includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,149.99	25%	$862.49
F900LP6-NPS-NP-3	3-yr FIPS PRIME bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,349.99	25%	$1,012.49
F900LP6-NPS-NP-5	5-yr FIPS PRIME bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,599.99	25%	$1,199.99

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
IoT Networking				
Routers / Gateways - Essentials				
TA1-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 1-yr	$479.00	25%	$359.25
TA3-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 3-yr	$539.00	25%	$404.25
TA5-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 5-yr	$599.00	25%	$449.25
TA1-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 5-yr	$759.00	25%	$569.25
TA1-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ 1-yr	$279.00	25%	$209.25
TA3-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ, 3-yr	$339.00	25%	$254.25
TA5-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ, 5-yr	$399.00	25%	$299.25
TA1-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 1-yr	$279.00	25%	$209.25
TA3-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 3-yr	$339.00	25%	$254.25
TA5-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 5-yr	$399.00	25%	$299.25
TA1-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 1-yr	$429.00	25%	$321.75
TA3-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 3-yr	$489.00	25%	$366.75
TA5-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 5-yr	$549.00	25%	$411.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
TA1-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 5-yr	$709.00	25%	$531.75
Advanced Upgrade				
TA1-NCADV	NetCloud Advanced for IoT Routers (Prime), 1-yr	$60.00	25%	$45.00
TA3-NCADV	NetCloud Advanced for IoT Routers (Prime), 3-yr	$144.00	25%	$108.00
TA5-NCADV	NetCloud Advanced for IoT Routers (Prime), 5-yr	$210.00	25%	$157.50
NCE-CLNPRM-CCNCE-1YR	1-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-1YR - CradleCare NetCloud Client, CCNCE-CLN-1YR	$36.00	25%	$27.00
NCE-CLNPRM-CCNCE-3YR	3-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-3YR - CradleCare NetCloud Client, CCNCE-CLN-3YR	$90.00	25%	$67.50
NCE-CLNPRM-CCNCE-5YR	5-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-5YR - CradleCare NetCloud Client, CCNCE-CLN-5YR	$150.00	25%	$112.50

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
CPTM-1YR	1-yr subscription for on-box Threat Management	$150.00	25%	$112.50
CPTM-3YR	3-yr subscription for on-box Threat Management	$450.00	25%	$337.50
ZSCL-1YR	1-yr subscription per router for Zscaler Internet Security	$240.00	25%	$180.00
ZSCL-3YR	3-yr subscription per router for Zscaler Internet Security	$720.00	25%	$540.00
EEL-1YR	1-yr subscription for advanced routing features	$50.00	25%	$37.50
EEL-3YR	3-yr subscription for advanced routing features	$100.00	25%	$75.00
EEL-5YR	5-yr subscription for advanced routing features	$150.00	25%	$112.50
EEL-LOAD	Factory EEL Key File load and drop-ship	$32.00	25%	$24.00
Modem				
MC400LP4	Cat 4 LTE modem (for AER series, ARC CBA850, and COR series products with dock)	$279.99	25%	$209.99
MC400L2	Band 14 LTE modem for FirstNet (public safety)	$999.00	25%	$749.25
MC400LP6	LTE Advanced (Cat 6) modem (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-VZ	Multi-band modem for Verizon (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-AT	Multi-band modem for AT&T (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-SP	Multi-band modem for Sprint (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-GN	Multi-band modem for Generic (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400-600M-C-AT	LTE Advanced (600Mbps) modem for AT&T/FirstNet	$549.00	25%	$411.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
Modem Dock/Cable				
170700-000	COR extensibility dock for IBR600B/IBR650B and IBR900/IBR950 series routers	$179.99	25%	$134.99
170712-000	Demo 2x10 GPIO cable for COR Extensibility Dock	$49.99	25%	$37.49
Rack-Mount Bracket				
170749-000	Rack-mount kit for AER2200 (includes 2 wing brackets and 8 M4 screws)	$34.99	25%	$26.24
170750-000	Rack-mount kit for IBR1700 (includes 2 wing brackets and 4 M4 screws)	$34.99	25%	$26.24
170669-000	LTE MIMO 2x2 antenna, indoor/outdoor	$149.99	25%	$112.49
170588-000	10.5dBi 700 MHz - 2700 MHz wide band directional antenna (Yagi/Log- Periodic) for outside mounting	$99.99	25%	$74.99
170668-000	Omni directional antenna, indoor/outdoor	$149.99	25%	$112.49
170605-000	12” mag-mount antenna with SMA male connector, 12.5 foot cable	$44.99	25%	$33.74
170606-000	4” Mini mag-mount antennas with SMA male connector, 12.5 foot cable	$29.99	25%	$22.49
170651-000	GPS-GLONASS screw mount antenna with 3M cable	$99.99	25%	$74.99
170652-000	GPS-GLONASS mag-mount antenna with 3M cable	$34.99	25%	$26.24
170653-000	3-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) screw mount antenna with 3M cables	$374.99	25%	$281.24
170653-001	3-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) adhesive mount antenna with 2M cables	$179.99	25%	$134.99
170654-000	5-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) & two WiFi 2.4/5GHz WiFi screw mount antenna with 3M cables	$399.99	25%	$299.99
170654-001	Low profile 5-in-1 MIMO LTE, MIMO WiFi (2.4/5Ghz), & GPS screw mount antenna with 5M cables	$399.99	25%	$299.99
170555-000	2dBi antenna with SMA connector for MC100E, IBR6x0E, IBR6x0P (2x)	$24.99	25%	$18.74
170597-000	2dBi antenna with SMA connector for MC200LE, IBR600LE (2x)	$29.99	25%	$22.49
170598-000	2dBi antenna with SMA connector for MC200LP, IBR600LP (2x)	$29.99	25%	$22.49
170649-000	Black, universal 3G/4G/LTE 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x)	$14.99	25%	$11.24

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
170659-001	White, universal 3G/4G/LTE 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x)	$14.99	25%	$11.24
170706-000	Black, universal LTE/4G/3G 2dBi/3dBi 5" antenna with SMA connector for all AER, ARC, COR and MC400 products (1x) (IBR600B/IBR650B replacement antenna)	$13.99	25%	$10.49
170704-001	Black, universal LTE/4G/3G 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x) (IBR900/IBR950 replacement antenna)	$13.99	25%	$10.49
170704-002	Mini black, LTE/4G/3G 4.5" 2/3 dBi antenna with SMA connector for all IBR900 Series and IBR600C Series products(1x)	$12.99	25%	$9.74
170548-000	2.4 GHz replacement WiFi antenna for MBR1400, IBR600 (single antenna)	$13.99	25%	$10.49
170446-000	Replacement wall power supply for MBR, CBR and CBA	$24.99	25%	$18.74
170452-000	Car charger for 12V product for CBA750B, CBA850, MBR1400 and MBR1200B	$24.99	25%	$18.74
170584-001	Replacement wall power supply for IBR350 and IBR600/IBR650 (all versions)	$24.99	25%	$18.74
170635-000	Vehicle power adapter for COR	$24.99	25%	$18.74
170677-000	Standard replacement 3A power supply for AER1600/AER1650	$29.99	25%	$22.49
170648-001	COR IBR1100/IBR1150 and IBR900/IBR950 extended temperature (-30C to 70C) power supply (line cord not included)	$69.99	25%	$52.49
170584-002	COR power supply (-20C to 60C for IBR600/IBR650; 0C to 40C for IBR350 and IBR1100/IBR1150) includes US, EU, UK, AU adapters	$24.99	25%	$18.74
170751-000	AER2200 high power supply for up to 4 ports of PoE+ .at (30W) power (120W PoE budget) (C14 line cord not included)	$149.99	25%	$112.49
170716-000	COR IBR900/IBR950 powers supply for North America	$24.99	25%	$18.74
170717-000	COR IBR900/IBR950 international power supply includes US, EU, UK, AU adapters	$24.99	25%	$18.74
170732-000	PoE Injector (powers AP22, CBA850) includes US line cord	$39.99	25%	$29.99
170636-000	1.5ft USB extension cable for IBR600/IBR650 (all versions)	$8.99	25%	$6.74
170585-000	2 meter power and GPIO cable (direct wire) for IBR1100/IBR1150, IBR600/IBR650 (all versions), IBR600B/IBR650B (all versions)	$14.49	25%	$10.87

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
170635-100	2 meter power and GPIO cable (direct wire) with filter for IBR6xx (all versions) (required for E-mark compliance)	$19.99	25%	$14.99
170680-000	9 wire GPIO cable for IBR6x0B and IBR900/IBR950. Adds 4 GPIO, 2nd ignition sense, redundant power	$49.99	25%	$37.49
170641-000	AER rack mount flexible cellular antenna lead for 2nd modem or active GPS (1x)	$19.99	25%	$14.99
170676-000	Serial DB9 to GPIO cable, 3 meters	$17.99	25%	$13.49
170663-000	RJ45 rollover serial console cable 7ft	$9.99	25%	$7.49
170663-001	RJ45 rollover serial console cable 14ft	$13.99	25%	$10.49
170712-000	Demo 2x10 GPIO cable for COR Extensibility Dock	$49.99	25%	$37.49
170758-000	OBD-II adapter kit for IBR1700 (includes one OBD-II adapter and one 15 foot Male/Male Null Modem DB9 serial cable)	$249.00	25%	$186.75
170751-000	AER2200 high power supply for up to 4 ports of PoE+ .at (30W) power (120W PoE budget) (line cord not included)	$149.99	25%	$112.49
170593-000	Replacement bracket for wall mounting, inside cabinet, etc.	$19.99	25%	$14.99
170645-000	Enclosure for installation of MC400 on ARC products (modem not included)	$29.99	25%	$22.49
184375-000	NEMA 4X enclosure, 12x10x6in, for ARC and COR	$224.99	25%	$168.74
170614-000	Steel backplane, 12x10in, for ARC and COR NEMA enclosure	$29.99	25%	$22.49
170615-000	Strain relief connector with nut, for enclosure, 0.375-0.5in	$19.99	25%	$14.99
170666-000	CBA850 wall / ceiling bracket	$44.99	25%	$33.74
170665-000	Barrel to 4-pin power adapter (for COR products)	$7.99	25%	$5.99
170662-000	Rollover adapter for RJ45 Ethernet Cable M/F	$11.99	25%	$8.99
170718-000	Mag mount kit for IBR11x0, IBR9x0, IBR6x0B, IBR350, IBR1100 Dual-Modem Dock, COR Extensibility Dock (includes 4 ring magnets, 4 M4 screws and 4 nuts)	$14.99	25%	$11.24

F. Document: Cost Proposal - Detailed Product Offering

Category 1.4: WIRELESS

Provides connectivity to wireless devices within a limited geographic area. System capabilities should include:

- Redundancy and automatic failover
- IPv6 compatibility
- NTP Support

1.4.1 Access Points — A wireless Access Point (AP) is a device that allows wireless devices to connect to a wired network using Wi-Fi, or related standards. Capabilities should include:

- 802.11a/b/g/n
- 802.11n
- 802.11ac
- Capable of controller discovery method via DHCP (onsite controller or offsite through Cloud Architecture)
- UL2043 plenum rated for safe mounting in a variety of indoor environments
- Support AES-CCMP (128-bit)
- Provides real-time wireless intrusion monitoring and detection

Cradlepoint Response:

Recommended Cradlepoint Product: AP22 – WiFi Access Point with NetCloud Solution Package for Branch

AP22
WiFi Access Point

NetCloud Solution Packages for Branch Networks with AP22 WiFi Access Points are designed to work with AER Series routers to extend WiFi coverage within small- and medium-size branch offices or store sites.

AP22 Access Points provide a full security suite for immediate and confident access. Also, NetCloud Manager enables remote cloud management for both routers and access points from a single pane of glass.

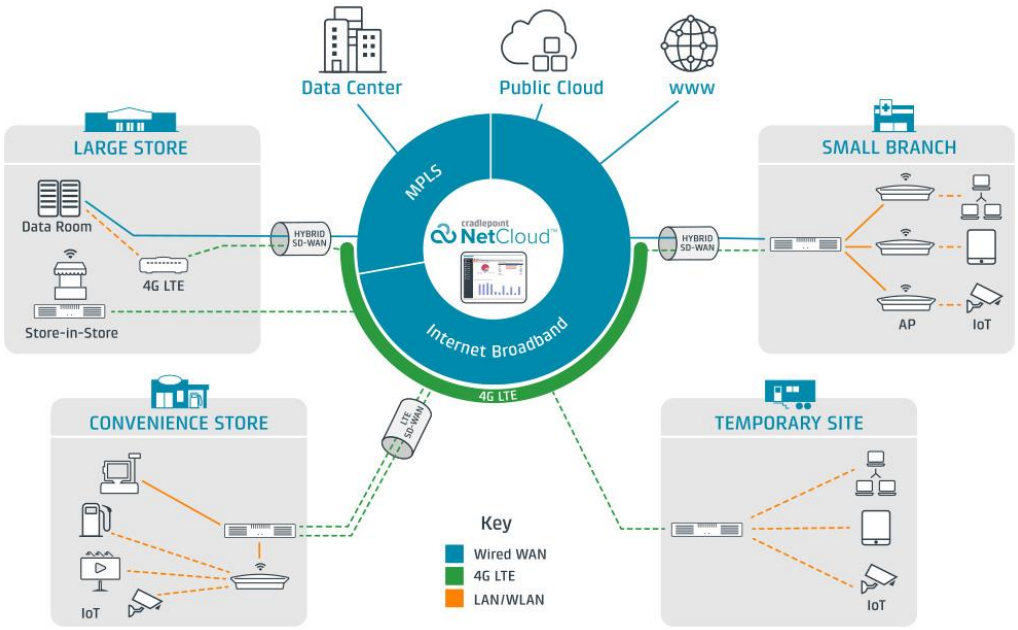
Key Benefits:

- Rapidly deploy fast, affordable 802.11ac Wave 2 in every branch
- Enables a complete wireless (WiFi & cellular) & software-defined solution for resilient & modern branch networking

- Full security feature suite for protected connections
- PCI-compliant WiFi solution for mobile POS terminals
- Manage both routers and access points with easy-to-use, single-pane-of-glass, cloud management

Branch Networks:

Branch networks are undergoing dramatic change. Cloud applications and IoT devices demand direct Internet access while voice and video traffic are on the rise, and temporary sites, like retail kiosks and portable construction offices, are increasingly common—driving traditional enterprise WANs to their breaking point.



Cradlepoint's Elastic Edge[SM] vision provides a blueprint for next-generation Edge Networks that deliver pervasive broadband connectivity, cloud-like agility, and software extensibility—all while ensuring enterprise-class visibility, security, and control. All-in-one NetCloud Solution Packages for Branch Networks, based on Advanced Edge Routers (AER), are cloud-managed, and deployable anywhere in days, not months.

All-in-One Design

Purpose-built for small and medium branches, the AER Series replaces multiple "boxes" with a compact, cost-effective all-in-one branch solution. Each model supports multiple WAN connections, up to two 4G LTE dual-SIM modems, a multi-port Ethernet switch (some with PoE support), and 802.11ac WiFi with guest portal. Each solution is powered by Linux-based NetCloud OS software that provides advanced routing, SD-WAN, failover, and security functionality. Everything is configured, deployed, and managed in the cloud from a single pane of glass with NetCloud Manager.

Software-Defined Branch Networking

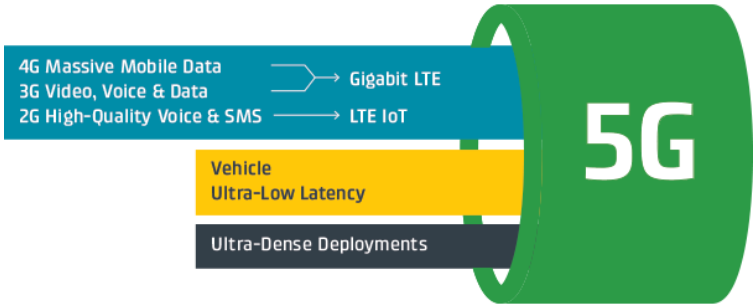
Cradlepoint's SD-WAN functionality is built into NetCloud OS and is optimized for primary and hybrid LTE connections. It combines application-based visibility, security, and control with dynamic, policy-based traffic steering and failover—and a zero-touch deployment capability for Day-1 Internet. Add one or more Cradlepoint AP22 WiFi Access Points and take advantage of integrated IoT Edge Computing and security features to create a complete software-defined branch solution that is flexible, extensible, and centrally managed.

Manage Everything From Anywhere

NetCloud Manager makes it easy to configure, deploy, and manage a distributed branch network from anywhere, allowing IT organizations to do more with less resources. Advanced analytics provide comprehensive visibility into branch applications, WAN, cellular, and LAN activity and utilization while in-band and Out-of-Band Management features enable remote troubleshooting across each site—increasing uptime and eliminating truck rolls.

Leading 4G LTE with Pathway to 5G

Cradlepoint is leading the wireless WAN revolution with 4G LTE network solutions capable of up to 600Mbps maximum download speed—and that's just the beginning. With Gigabit LTE and 5G right around the corner, Cradlepoint is at the forefront of delivering the all-wireless, software-defined branch—with the performance necessary for today's business applications, and tomorrow's. If equipment closet installations make cellular coverage a challenge, the CBA Series LTE Bridge Adapter utilizes low-cost Ethernet wiring to extend 4G LTE connectivity anywhere within the branch and works with any router.

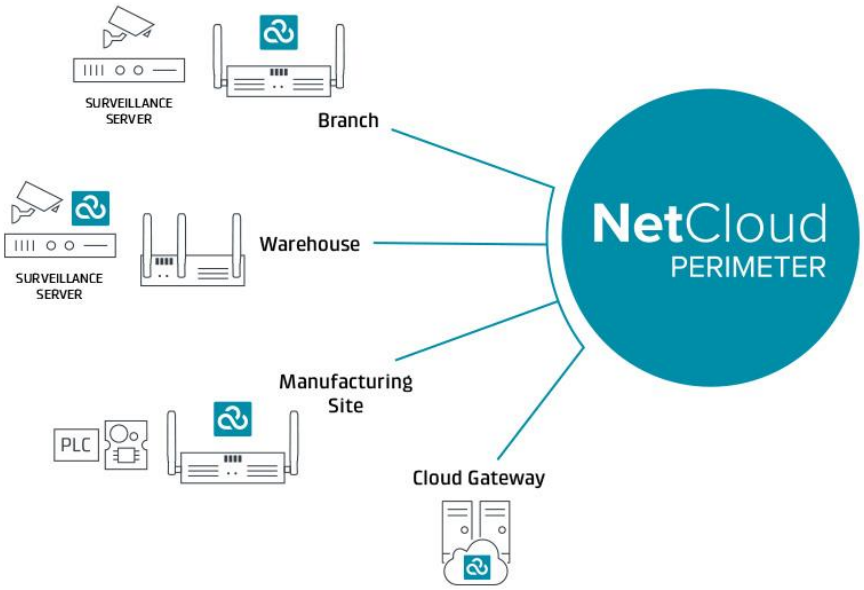


Unified Edge Security

With so much of today's network traffic destined for cloud applications, video sites, and other Internet destinations, backhauling traffic to the data center is too slow and expensive. NetCloud OS has integrated Unified Threat Management (UTM) features that enable direct Internet access from the branch without compromising security. UTM features include app-based control, multi-zone firewall, IPS/IDS, web content filtering, and Zscaler Internet Security, as well as OpenDNS and SIEM integrations.

Comprehensive IoT Support

To accommodate the security, computing, and management requirements for branch IoT devices at the WAN edge, Cradlepoint's branch solutions provide comprehensive IoT support. The NetCloud platform allows organizations to run Edge Computing applications right on the router. The NetCloud Perimeter feature uses Software-Defined Perimeter technology to instantly spin up secure and segmented device-to-cloud overlay networks, cloaking them from the Internet and protecting trusted networks. Everything is configured, deployed, and managed using NetCloud Manager.



NetCloud Solution Packages for Branch Networks:

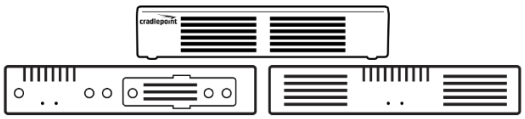
NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

NetCloud Software

Network Management, Security & SD-WAN

Hardware

Purpose-Built for Branch



CR4250 AER2200 AER1600 Series

AP22 ARC CBA850

1.4.2 Outdoor Wireless Access Points — Outdoor APs are rugged, with a metal cover and a DIN rail or other type of mount. During operations they can tolerate a wide temperature range, high humidity and exposure to water, dust, and oil. Capabilities should include:

- Flexible Deployment Options
- Provides real-time wireless intrusion monitoring and detection
- Capable of controller discovery method via DHCP (onsite controller or offsite through Cloud Architecture)

Cradlepoint Response:

Recommended Cradlepoint Product: AP22 – WiFi Access Point with NetCloud Solution Package for Branch & NEMA Enclosure

AP22

WiFi Access Point

NetCloud Solution Packages for Branch Networks with AP22 WiFi Access Points are designed to work with AER Series routers to extend WiFi coverage within small- and medium-size branch offices or store sites.

AP22 Access Points provide a full security suite for immediate and confident access. Also, NetCloud Manager enables remote cloud management for both routers and access points from a single pane of glass. (SEE ALSO 1.4.2 above)

NetCloud Solution Packages for Branch Networks:
NetCloud Solution Packages bring together Cradlepoint's award-winning software plus hardware and support—specifically tailored to deliver networking best practices and the compelling value of secure networking for the modern branch.

(SEE ALSO 1.4.2 above)

1.4.3 Wireless LAN Controllers — An onsite or offsite solution utilized to manage Light-weight access points in large quantities by the network administrator or network operations center. The WLAN controller automatically handles the configuration of wireless access-points. Capabilities should include:

- Ability to monitor and mitigate RF interference/self-heal
- Support seamless roaming from AP to AP without requiring re-authentication
- Support configurable access control lists to filter traffic and denying wireless peer to peer traffic
- System encrypts all management layer traffic and passes it through a secure tunnel
- Policy management of users and devices provides ability to de-authorize or deny devices without denying the credentials of the user, nor disrupting other AP traffic
- Support configurable access control lists to filter traffic and denying wireless peer to peer traffic.

Cradlepoint Response:
Recommended Cradlepoint Product: NetCloud Manager

NetCloud Manager
Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

Benefits:

- **Zero-Touch Deployment**: Remotely deploy and manage all the devices on your network with no user intervention
- **Simplified Management & Orchestration**: Monitor device status in real time, set proactive alerts for optimized 3G/4G/LTE data usage & network uptime
- **Instant Insights**: Always connected, WAN/LAN analytics & visibility to manage data usage, performance & costs.

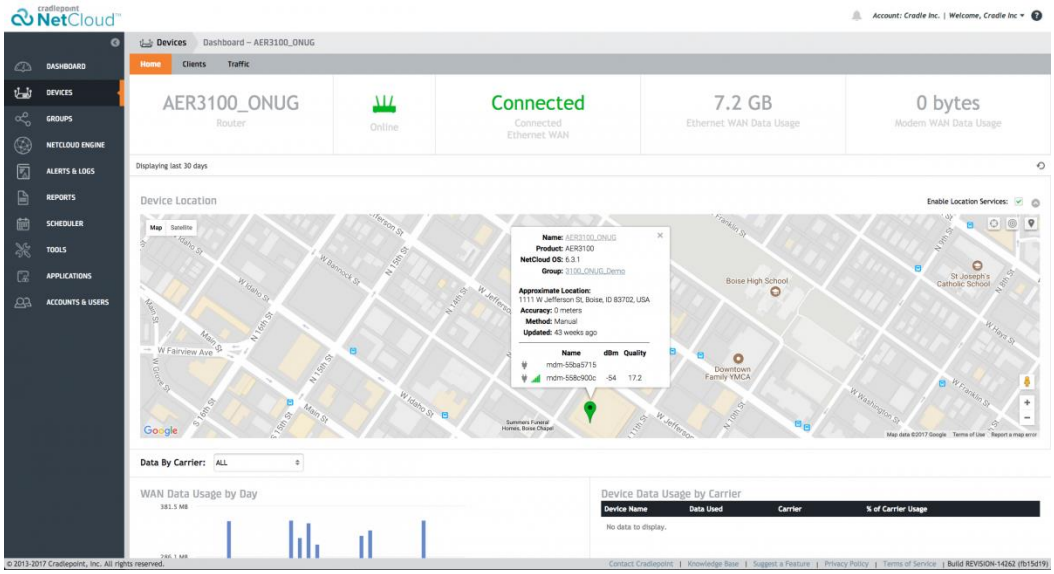
NetCloud Manager Tiers	IoT	Mobile	Branch
STANDARD *Basic cloud management features*	✓ Essentials		
PRIME *Enhanced visibility, remote management, mapping/fencing & more*	✓ Advanced Upgrade	✓ Essentials	✓ Essentials
ENTERPRISE NEW! *Integrated content filtering & traffic analytics*		✓ Advanced Upgrade	✓ Advanced Upgrade

Cloud Configuration

Time-Saving Device Management

STANDARD PRIME ENTERPRISE

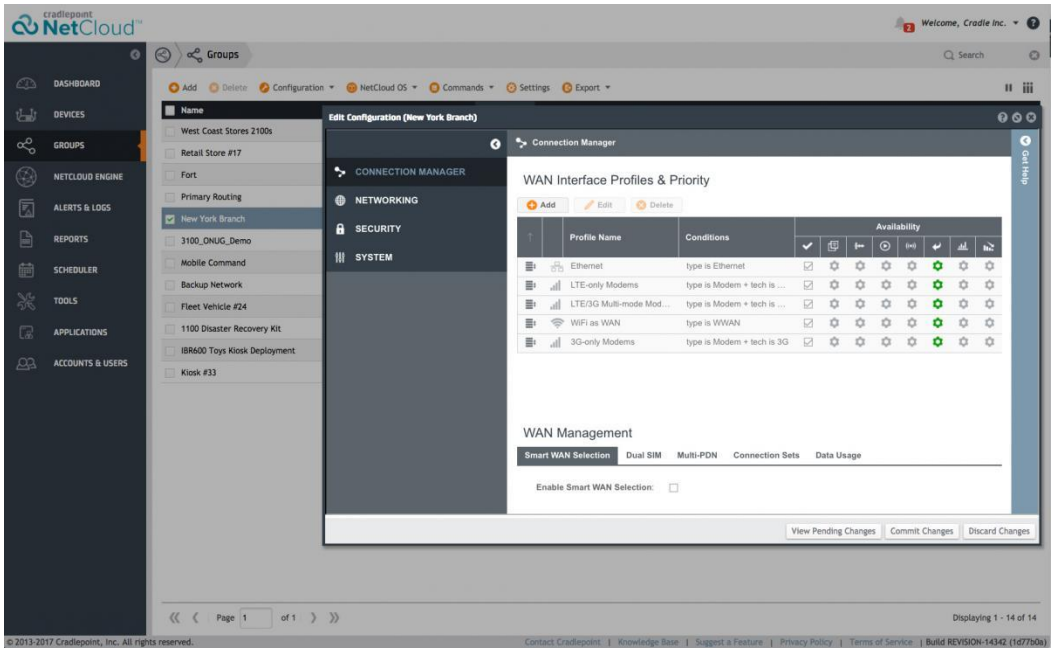
Whether you have 10, 25, or 500+ devices in your network, NetCloud Manager makes configuring and managing them a breeze. Cradlepoint's Stream Protocol efficiently manages devices with less overhead to save money and bandwidth for wired or wireless WANs using a single pane of glass.



Zero-Touch Deployment

STANDARD PRIME ENTERPRISE

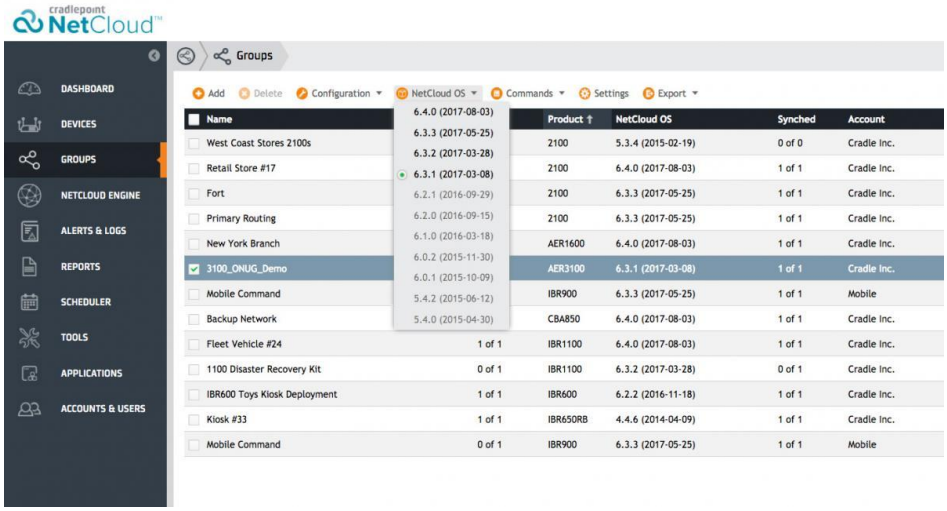
Groups allow organizations to simply, quickly, and automatically configure devices at distributed locations. By grouping devices, effortlessly upgrade firmware (NetCloud OS), provide consistent configuration, and apply other settings to devices simultaneously.



NetCloud OS Upgrades

STANDARD PRIME ENTERPRISE

Upgrading your Cradlepoint devices with the latest version of NetCloud OS is vital to keeping up with security, performance, and feature updates. NetCloud Manager provides a single-click method to upgrading NetCloud OS across all your devices. Just create a Group, move similar modeled devices to the Group and you're on your way to performing fast and proven upgrades, that eliminate truck rolls.



Security

CP Secure Web Filter

ENTERPRISE

- Set web filters to block unwanted content
- Define the network's threat tolerance to protect users from web threats
- Pre-defined policy templates make compliance simple
- Powered by Webroot's award-winning BrightCloud Threat Intelligence.

IPS / IDS with CP Secure Threat Management

STANDARD PRIME ENTERPRISE

Cloud delivered comprehensive Intrusion Protection System (IPS) and Intrusion Detection System (IDS) that defends against evasion attacks, improves network availability, and protects sensitive data.

*Additional license required.

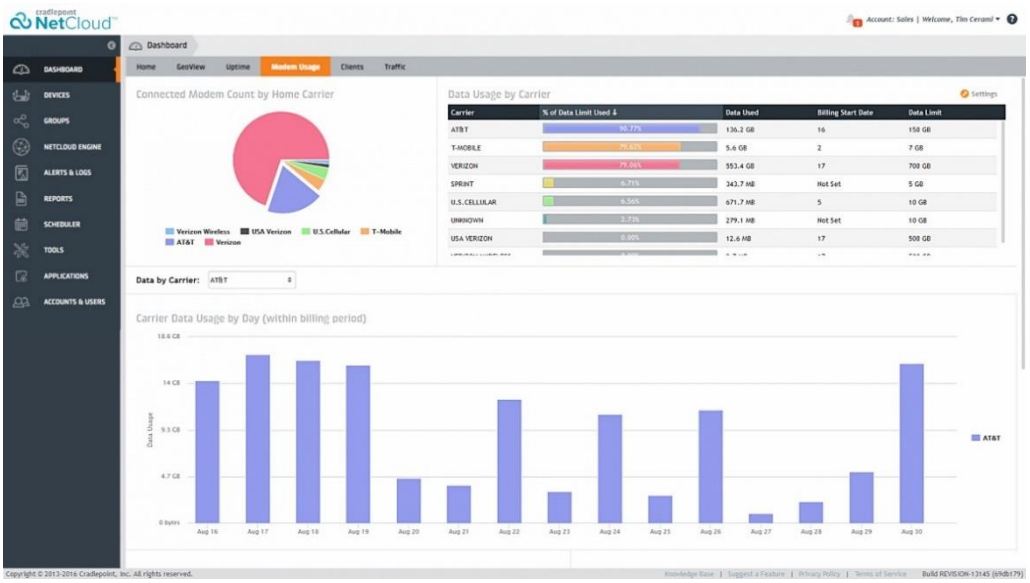
Visibility / Analytics

Cellular Data Usage Analytics

PRIME ENTERPRISE

Easily monitor and manage LTE data usage per carrier to optimize costs and avoid overages.

- Visualize, compare & optimize carrier data usage & costs across multiple carriers in a single pane of glass
- Analyze LTE data usage based on devices in pooled/grouped data plans
- Predict carrier metered data usage during billing cycles & alert to avoid overage charges.

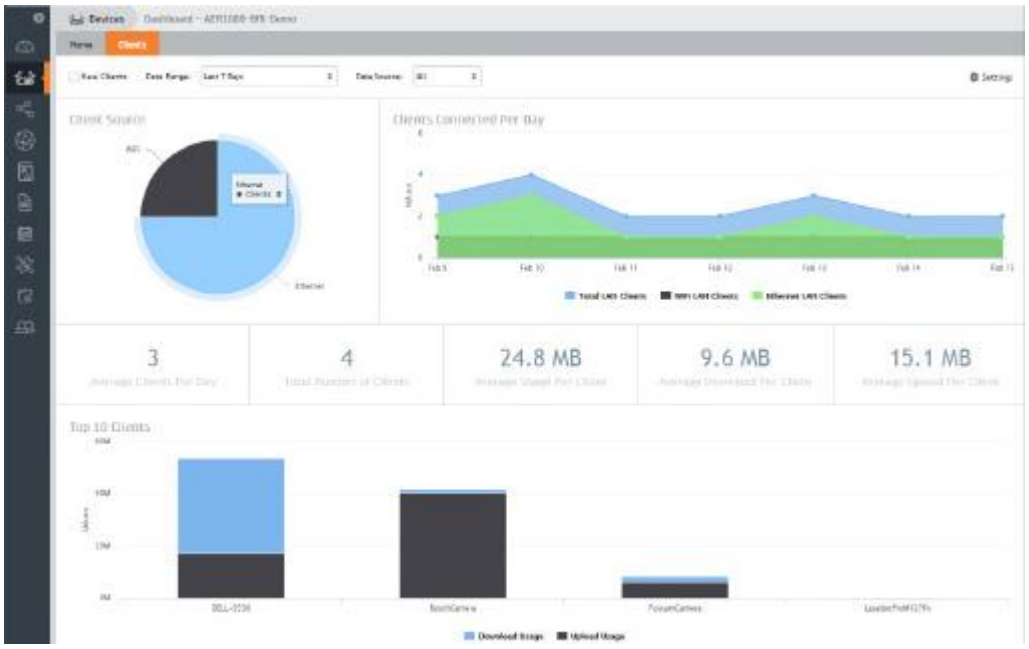


Client Analytics

PRIME ENTERPRISE

Complete customizable visibility of Local Area Network (LAN) client usage across entire network.

- Monitor, analyze & predict client usage per network, group, or individual router
- Provides valuable sales & marketing insights for understanding customer behavior & usage trends
- Block unwanted clients directly from Dashboard.

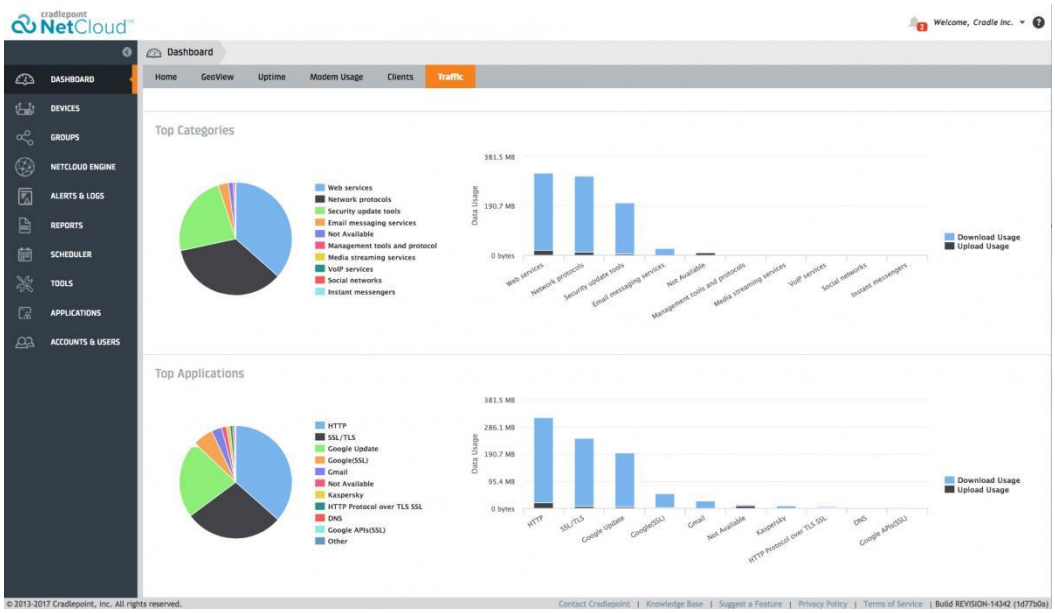


Traffic Analytics

ENTERPRISE

Automatically identify thousands of applications across your entire network to monitor, troubleshoot, and analyze traffic per WAN interface.

- Improve network management by understanding HOW your network is being used
- Optimize network performance based on application usage
- Combine with QoS, application-aware firewall & WAN Infinity for tuning & shaping network traffic.



Uptime

PRIME ENTERPRISE

Analytics that show Wide Area Network (WAN) uptime across all available sources of external connectivity.

- View WAN availability metrics across entire network, group, or router
- Estimated WAN Uptime Service Level & view historical WAN Uptime
- Quickly identify poor performing networks, groups, or devices.

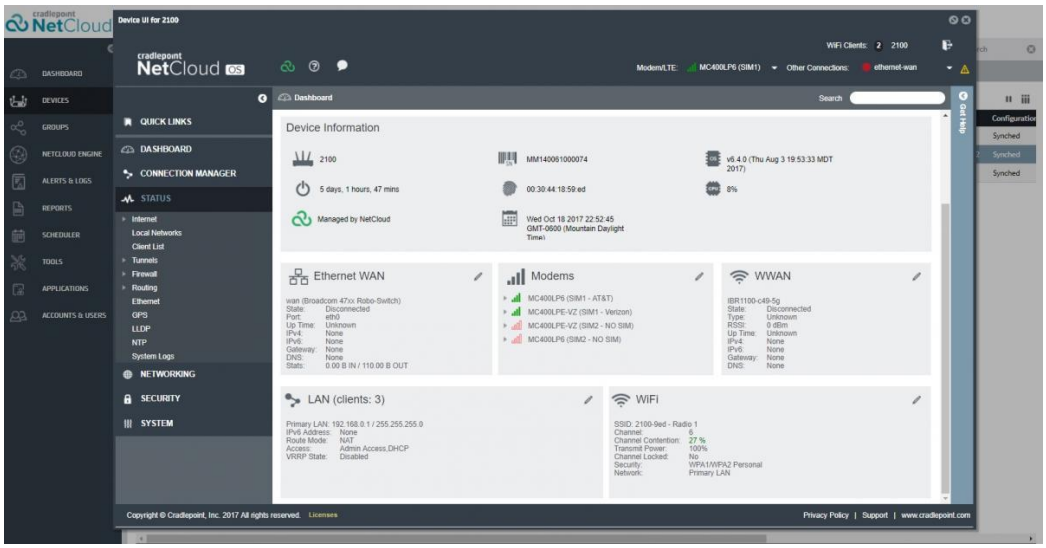
Real-Time Diagnostics / Troubleshooting

On-Demand Real-Time Device Diagnostics

STANDARD PRIME ENTERPRISE

Device status at the Edge is just a click away.

- Real-time view when you need it
- On-demand saves data usage
- Advanced troubleshooting for quicker response & visibility.



Reboot

STANDARD PRIME ENTERPRISE

NetCloud Manager makes it easy to remotely reboot Cradlepoint routers with a few mouse clicks. Reboot via NetCloud Manager performs the same action as cycling or removing the device from power.

Reports / Alerts

Alerts

STANDARD PRIME ENTERPRISE

Alert Log is a powerful tool that keeps admins informed when important events occur on the network. For example, receive an alert when a data threshold is exceeded, a router configuration is changed, Ethernet or modems become disconnected, or when a GeoFence perimeter is violated.

- Customize alerts based on over 40 different alert types
- Create alerts for any Account and Group
- Select users to receive alerts and at what interval
- Filter alerts by date range
- Export alerts to CSV for easy integration with analytics tools.

Activity Log

STANDARD PRIME ENTERPRISE

Enhanced troubleshooting, visibility, auditing, and compliance of NetCloud Manager actions.

- Provides a historical record of user & system activity, what activity has taken place & when the activity occurred
- Monitor user & system activity to identify anomalies
- Identify non-compliant activity
- API endpoint for enterprise integration & interoperability.

Reports

STANDARD PRIME ENTERPRISE

Build and manage reports that capture events and statistics from your devices.

- Select from built-in report templates based on data usage, signal quality, alerts & activities
- Customize reports by adding & removing fields
- Select from preset date ranges or specify a custom date range
- Export reports to CSV for easy integration into Excel & other analytics tools
- Save, update & delete reports.

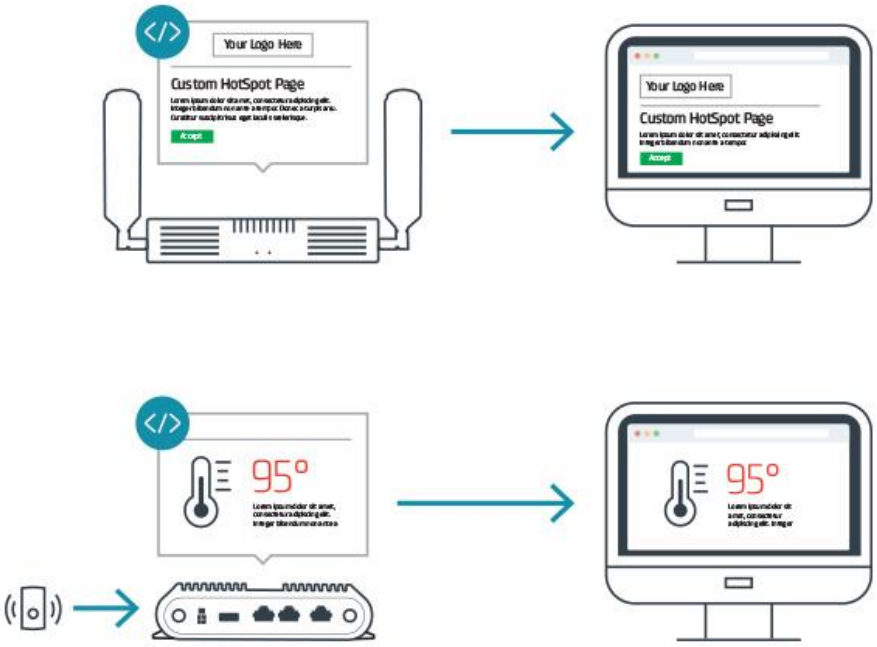
Extensibility / Integration

Fog Computing at the network edge

STANDARD PRIME ENTERPRISE

Run custom vertical-specific applications in the router with Cradlepoint's SDK.

- Securely expand router/network capabilities with custom Python applications & scripts orchestrated through the cloud
- Add local intelligence to router with domain knowledge to select when & what data to upload
- Cloud managed apps remotely deployed across entire fleet
- Custom applications are secured & protected on device & in cloud.



Out-of-Band Management / Remote Connect

Out-of-Band Manager

PRIME ENTERPRISE

NEW - Out-of-band Manager provides secure remote access to any serial managed device right when you need it most... during an outage!

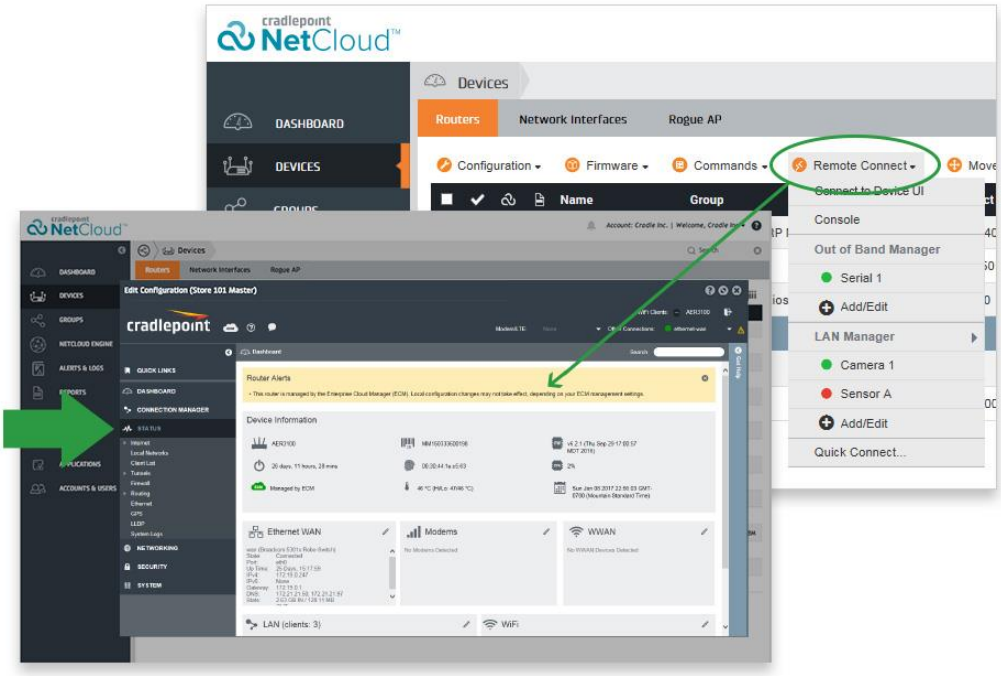
- Cloud console access to manage any serial devices (Routers, Switches, Firewalls, etc.) as if physical connected on-site
- Eliminate costly truck rolls
- Minimize mean-time-to-repair
- Leverage existing WAN connection.

Real-Time On-Demand Device Status

PRIME ENTERPRISE

NEW - We've made troubleshooting Cradlepoint routers easy with an on-demand connection from the cloud directly to the NetCloud OS (v6.2 and higher) over any network architecture. Visibility into hundreds of real-time status and configurations available from anywhere, over a secure connection with no additional setup, static IP, or SSH required.

Note: Requires NetCloud SSO Account (Upgrade from legacy NCM account). Admin, Full Access, Diagnostics Users. NetCloud OS 6.2 or greater.

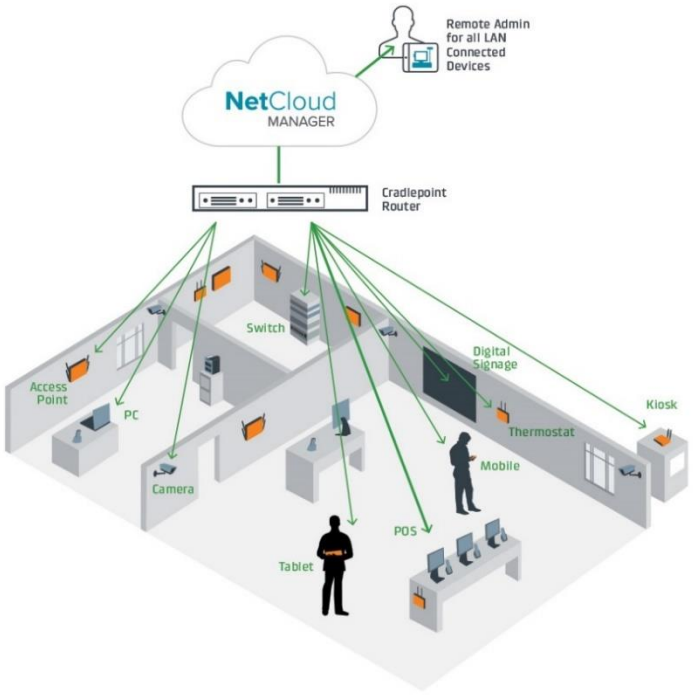


LAN Manager

PRIME ENTERPRISE

NEW - Manage more through the cloud! LAN connected 3rd party devices can now be securely cloud-managed without additional setup or configuration. LAN Manager allows users to access the device's native UI for the best management experience. Like Out-of-Band Manager, LAN Manager requires no static IP, no SSH, no port forwarding, and requires no additional hardware.

- Device examples: Access Points, Switches, Firewall Appliances, IP Cameras, VoIP Phones, PC/Mac/Server, Mobile Devices, Point of Sale, Kiosks, Digital Signs, Sensors.

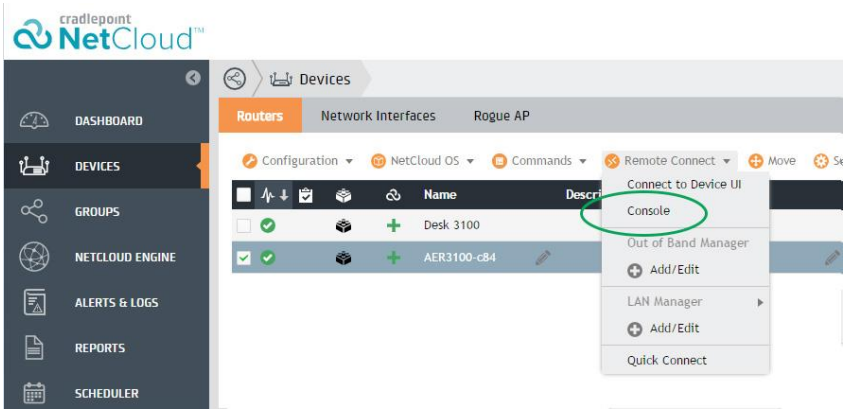


Console

PRIME ENTERPRISE

NetCloud Manager allows secure access to the command line interface (CLI) for troubleshooting with no setup in any network architecture.

- Advanced user troubleshooting
- SSH hop to other 3rd party serial devices to manage more.



1.4.4 Wireless LAN Network Services and Management — Enables network administrators to quickly plan, configure and deploy a wireless network, as well as provide additional WLAN services. Some examples include wireless security, asset tracking, and location services. Capabilities should include:

- Provide for redundancy and automatic failover
- Historical trend and real time performance reporting is supported
- Management access to wireless network components is secured
- SNMPv3 enabled
- RFC 1213 compliant
- Automatically discover wireless network components
- Capability to alert for outages and utilization threshold exceptions
- Capability to support Apple's Bonjour Protocol / mDNS
- QoS / Application identification capability

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Manager

NetCloud Manager

Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

(SEE ALSO 1.4.3 above)

1.4.5 Cloud-based services for Access Points — Cloud-based management of campus-wide WiFi deployments and distributed multi-site networks. Capabilities include:

- Zero-touch access point provisioning
- Network-wide visibility and control
- RF optimization,
- Firmware updates

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Manager

NetCloud Manager

Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

(SEE ALSO 1.4.3 above)

1.4.6 Mobile Device Management (MDM) — MDM technology utilized to allow employees to bring personally owned mobile devices (laptops, tablets, and smart phones) to their workplace, and use those devices to access privileged government information and applications in a secure manner. Capabilities should include:

- Ability to apply corporate policy to new devices accessing the network resources, whether wired or wireless
- Provide user and devices authentication to the network
- Provide secure remote access capability
- Support 802.1x
- Network optimization for performance, scalability, and user experience

Cradlepoint Response:

Recommended Cradlepoint Product: NetCloud Manager

NetCloud Manager

Rapidly deploy and dynamically manage networks at geographically distributed locations with NetCloud Manager, Cradlepoint's network management service within the Cradlepoint NetCloud platform. Improve productivity, reduce costs, and enhance the intelligence of your network and business operations.

(SEE ALSO 1.4.3 above)

All Cradlepoint NetCloud Solution Packages come with NetCloud Manager and complimentary, industry leading 24x7 support

Support

Industry-Leading

Phone: 24-hour weekdays & emergency-only weekends
Web: 24x7 online case management, 24x5 Chat & 24x7 Knowledge Base
Limited lifetime warranty for hardware

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
Branch Networking				
Routers - Essentials				
BD1-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 1-yr	$1,998.00	25%	$1,498.50
BD3-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 3-yr	$2,628.00	25%	$1,971.00
BD5-425P-00N	NetCloud Essentials for Branch Routers (Prime) with CR4250 (no modem), 5-yr	$3,258.00	25%	$2,443.50
Advanced Upgrade				
BD1-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 1-yr	$360.00	25%	$270.00
BD3-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 3-yr	$720.00	25%	$540.00
BD5-NCADV	NetCloud Advanced for Branch Routers (Enterprise) for CR4250, 5-yr	$1,080.00	25%	$810.00
Branch Networking				
Routers - Essentials				
BA1-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 1-yr	$1,129.00	25%	$846.75
BA3-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 3-yr	$1,379.00	25%	$1,034.25
BA5-2200600M-NNN	NetCloud Essentials for Branch Routers (Prime) with AER2200-600M, 5-yr	$1,639.00	25%	$1,229.25
BA1-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 1-yr	$889.00	25%	$666.75
BA3-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 3-yr	$1,139.00	25%	$854.25
BA5-1600LP6I-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP6, 5-yr	$1,399.00	25%	$1,049.25
BA1-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 1-yr	$789.00	25%	$591.75
BA3-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 3-yr	$1,039.00	25%	$779.25
BA5-1600LP4-NNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LP4, 5-yr	$1,299.00	25%	$974.25
BA1-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 1-yr	$889.00	25%	$666.75
BA3-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 3-yr	$1,139.00	25%	$854.25

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
BA5-1600LPE-VNN	NetCloud Essentials for Branch Routers (Prime) with AER1600LPE, 5-yr	$1,399.00	25%	$1,049.25
BA1-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 1-yr	$589.00	25%	$441.75
BA3-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 3-yr	$839.00	25%	$629.25
BA5-1600NM-0NN	NetCloud Essentials for Branch Routers (Prime) with AER1600, 5-yr	$1,099.00	25%	$824.25
BA1-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 1-yr	$789.00	25%	$591.75
BA3-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 3-yr	$1,039.00	25%	$779.25
BA5-1650LP6I-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP6, 5-yr	$1,299.00	25%	$974.25
BA1-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 1-yr	$689.00	25%	$516.75
BA3-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 3-yr	$939.00	25%	$704.25
BA5-1650LP4-N0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LP4, 5-yr	$1,199.00	25%	$899.25
BA1-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 1-yr	$789.00	25%	$591.75
BA3-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 3-yr	$1,039.00	25%	$779.25
BA5-1650LPE-V0N	NetCloud Essentials for Branch Routers (Prime) with AER1650LPE, 5-yr	$1,299.00	25%	$974.25
BA1-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 1-yr	$489.00	25%	$366.75
BA3-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 3-yr	$739.00	25%	$554.25
BA5-1650NM-00N	NetCloud Essentials for Branch Routers (Prime) with AER1650, 5-yr	$999.00	25%	$749.25
Advanced Upgrade				
BA1-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 1-yr	$120.00	25%	$90.00
BA3-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 3-yr	$288.00	25%	$216.00
BA5-NCADV	NetCloud Advanced for Branch Routers (Enterprise), 5-yr	$450.00	25%	$337.50
Access Points - Essentials				
BC1-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 1-yr	$369.00	25%	$276.75
BC3-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 3-yr	$453.00	25%	$339.75
BC5-0A22-0U0	NetCloud Essentials for Branch Access Points (Prime) with AP22, 5-yr	$537.00	25%	$402.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
LTE Adapters - Essentials				
BB1-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 1-yr	$579.00	25%	$434.25
BB3-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 3-yr	$669.00	25%	$501.75
BB5-0850LP6-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP6, 5-yr	$749.00	25%	$561.75
BB1-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 1-yr	$479.00	25%	$359.25
BB3-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 3-yr	$569.00	25%	$426.75
BB5-0850LP4-N0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LP4, 5-yr	$649.00	25%	$486.75
BB1-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 1-yr	$579.00	25%	$434.25
BB3-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 3-yr	$669.00	25%	$501.75
BB5-0850LPE-V0N	NetCloud Essentials for Branch LTE Adapters (Standard) with CBA850LPE, 5-yr	$749.00	25%	$561.75
Advanced Upgrade				
BB1-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 1-yr	$60.00	25%	$45.00
BB3-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 3-yr	$144.00	25%	$108.00
BB5-NCADV	NetCloud Advanced for Branch LTE Adapters (Prime) , 5-yr	$210.00	25%	$157.50
FIPS Branch Router - Essentials				
BA1-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 1-yr	$1,349.00	25%	$1,011.75
BA3-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 3-yr	$1,767.00	25%	$1,325.25
BA5-220F600M-XFN	NetCloud Essentials for Branch Routers (Enterprise) with FIPS AER2200-600M, 5-yr	$2,189.00	25%	$1,641.75
Mobile Networking - Essentials				
Routers				
MA1-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 1-yr	$1,299.00	25%	$974.25
MA3-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 3-yr	$1,549.00	25%	$1,161.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
MA5-1700600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR1700-600M, 5-yr	$1,809.00	25%	$1,356.75
MA1-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 1-yr	$869.00	25%	$651.75
MA3-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 3-yr	$1,119.00	25%	$839.25
MA5-0900600M-NNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900-600M-NPS, 5-yr	$1,379.00	25%	$1,034.25
MA1-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 1-yr	$869.00	25%	$651.75
MA3-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 3-yr	$1,119.00	25%	$839.25
MA5-0900LPE-VNA	NetCloud Essentials for Mobile Routers (Prime) with IBR900LPE, 5-yr	$1,379.00	25%	$1,034.25
MA1-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 1-yr	$549.00	25%	$411.75
MA3-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 3-yr	$799.00	25%	$599.25
MA5-0900NM-0NA	NetCloud Essentials for Mobile Routers (Prime) with IBR900, 5-yr	$1,059.00	25%	$794.25
Advanced Upgrade				
MA1-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 1-yr	$120.00	25%	$90.00
MA3-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 3-yr	$288.00	25%	$216.00
MA5-NCADV	NetCloud Advanced for Mobile Routers (Enterprise), 5-yr	$450.00	25%	$337.50
FIPS Mobile Routers - Essentials				
MA1-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 1-yr	$1,519.00	25%	$1,139.25
MA3-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 3-yr	$1,937.00	25%	$1,452.75
MA5-170F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR1700-600M-NPS, 5-yr	$2,359.00	25%	$1,769.25
MA1-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 1-yr	$1,089.00	25%	$816.75
MA3-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 3-yr	$1,507.00	25%	$1,130.25
MA5-900F600M-XFA	NetCloud Essentials for Mobile Routers (Enterprise) with FIPS IBR900-600M-NPS, 5-yr	$1,929.00	25%	$1,446.75
FIPS Bundles Skus				

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
F900LP6-NPS-1	1-yr IBR900 FIPS includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,049.99	25%	$787.49
F900LP6-NPS-3	3-yr FIPS bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,199.99	25%	$899.99
F900LP6-NPS-5	5-yr FIPS bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - CradleCare	$1,299.99	25%	$974.99
F900LP6-NPS-NP-1	1-yr IBR900 FIPS PRIME includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,149.99	25%	$862.49
F900LP6-NPS-NP-3	3-yr FIPS PRIME bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,349.99	25%	$1,012.49
F900LP6-NPS-NP-5	5-yr FIPS PRIME bundle, includes: - FIPS 140-2 Inside IBR900P6-NA with power/GPIO cable only (no WiFi or cellular antennas, no AC power supply) - NetCloud Manager PRIME - CradleCare	$1,599.99	25%	$1,199.99

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
IoT Networking				
Routers / Gateways - Essentials				
TA1-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 1-yr	$479.00	25%	$359.25
TA3-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 3-yr	$539.00	25%	$404.25
TA5-600BLP4-NNN	NetCloud Essentials for IoT Routers (Standard) with IBR600B-LP4, 5-yr	$599.00	25%	$449.25
TA1-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-VNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for VZ, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-BNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for AT, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-SNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for SP, 5-yr	$759.00	25%	$569.25
TA1-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 1-yr	$639.00	25%	$479.25
TA3-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 3-yr	$699.00	25%	$524.25
TA5-600CLPE-GNN	NetCloud Essentials for IoT Routers (Standard) with IBR600C-LPE for GN, 5-yr	$759.00	25%	$569.25
TA1-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ 1-yr	$279.00	25%	$209.25
TA3-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ, 3-yr	$339.00	25%	$254.25
TA5-020010M-VNN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for VZ, 5-yr	$399.00	25%	$299.25
TA1-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 1-yr	$279.00	25%	$209.25
TA3-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 3-yr	$339.00	25%	$254.25
TA5-020010M-ANN	NetCloud Essentials for IoT Gateways (Standard) with IBR200-10M for AT & GN, 5-yr	$399.00	25%	$299.25
TA1-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 1-yr	$429.00	25%	$321.75
TA3-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 3-yr	$489.00	25%	$366.75
TA5-650BLP4-N0N	NetCloud Essentials for IoT Routers (Standard) with IBR650B-LP4, 5-yr	$549.00	25%	$411.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
TA1-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-V0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for VZ, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-B0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for AT, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-S0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for SP, 5-yr	$709.00	25%	$531.75
TA1-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 1-yr	$589.00	25%	$441.75
TA3-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 3-yr	$649.00	25%	$486.75
TA5-650CLPE-G0N	NetCloud Essentials for IoT Routers (Standard) with IBR650C-LPE for GN, 5-yr	$709.00	25%	$531.75
Advanced Upgrade				
TA1-NCADV	NetCloud Advanced for IoT Routers (Prime), 1-yr	$60.00	25%	$45.00
TA3-NCADV	NetCloud Advanced for IoT Routers (Prime), 3-yr	$144.00	25%	$108.00
TA5-NCADV	NetCloud Advanced for IoT Routers (Prime), 5-yr	$210.00	25%	$157.50
NCE-CLNPRM-CCNCE-1YR	1-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-1YR - CradleCare NetCloud Client, CCNCE-CLN-1YR	$36.00	25%	$27.00
NCE-CLNPRM-CCNCE-3YR	3-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-3YR - CradleCare NetCloud Client, CCNCE-CLN-3YR	$90.00	25%	$67.50
NCE-CLNPRM-CCNCE-5YR	5-yr NetCloud Client PRIME + CradleCare NetCloud Client, includes: - NetCloud Client PRM, NCE-CLNPRM-5YR - CradleCare NetCloud Client, CCNCE-CLN-5YR	$150.00	25%	$112.50

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
CPTM-1YR	1-yr subscription for on-box Threat Management	$150.00	25%	$112.50
CPTM-3YR	3-yr subscription for on-box Threat Management	$450.00	25%	$337.50
ZSCL-1YR	1-yr subscription per router for Zscaler Internet Security	$240.00	25%	$180.00
ZSCL-3YR	3-yr subscription per router for Zscaler Internet Security	$720.00	25%	$540.00
EEL-1YR	1-yr subscription for advanced routing features	$50.00	25%	$37.50
EEL-3YR	3-yr subscription for advanced routing features	$100.00	25%	$75.00
EEL-5YR	5-yr subscription for advanced routing features	$150.00	25%	$112.50
EEL-LOAD	Factory EEL Key File load and drop-ship	$32.00	25%	$24.00
Modem				
MC400LP4	Cat 4 LTE modem (for AER series, ARC CBA850, and COR series products with dock)	$279.99	25%	$209.99
MC400L2	Band 14 LTE modem for FirstNet (public safety)	$999.00	25%	$749.25
MC400LP6	LTE Advanced (Cat 6) modem (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-VZ	Multi-band modem for Verizon (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-AT	Multi-band modem for AT&T (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-SP	Multi-band modem for Sprint (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400LPE-GN	Multi-band modem for Generic (for AER1600/1650, 2100, AER3100/3150, CBA850, and COR series products with dock)	$449.99	25%	$337.49
MC400-600M-C-AT	LTE Advanced (600Mbps) modem for AT&T/FirstNet	$549.00	25%	$411.75

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
Modem Dock/Cable				
170700-000	COR extensibility dock for IBR600B/IBR650B and IBR900/IBR950 series routers	$179.99	25%	$134.99
170712-000	Demo 2x10 GPIO cable for COR Extensibility Dock	$49.99	25%	$37.49
Rack-Mount Bracket				
170749-000	Rack-mount kit for AER2200 (includes 2 wing brackets and 8 M4 screws)	$34.99	25%	$26.24
170750-000	Rack-mount kit for IBR1700 (includes 2 wing brackets and 4 M4 screws)	$34.99	25%	$26.24
170669-000	LTE MIMO 2x2 antenna, indoor/outdoor	$149.99	25%	$112.49
170588-000	10.5dBi 700 MHz - 2700 MHz wide band directional antenna (Yagi/Log- Periodic) for outside mounting	$99.99	25%	$74.99
170668-000	Omni directional antenna, indoor/outdoor	$149.99	25%	$112.49
170605-000	12” mag-mount antenna with SMA male connector, 12.5 foot cable	$44.99	25%	$33.74
170606-000	4” Mini mag-mount antennas with SMA male connector, 12.5 foot cable	$29.99	25%	$22.49
170651-000	GPS-GLONASS screw mount antenna with 3M cable	$99.99	25%	$74.99
170652-000	GPS-GLONASS mag-mount antenna with 3M cable	$34.99	25%	$26.24
170653-000	3-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) screw mount antenna with 3M cables	$374.99	25%	$281.24
170653-001	3-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) adhesive mount antenna with 2M cables	$179.99	25%	$134.99
170654-000	5-in-1 GPS-GLONASS & two cellular (3G/4G/LTE) & two WiFi 2.4/5GHz WiFi screw mount antenna with 3M cables	$399.99	25%	$299.99
170654-001	Low profile 5-in-1 MIMO LTE, MIMO WiFi (2.4/5Ghz), & GPS screw mount antenna with 5M cables	$399.99	25%	$299.99
170555-000	2dBi antenna with SMA connector for MC100E, IBR6x0E, IBR6x0P (2x)	$24.99	25%	$18.74
170597-000	2dBi antenna with SMA connector for MC200LE, IBR600LE (2x)	$29.99	25%	$22.49
170598-000	2dBi antenna with SMA connector for MC200LP, IBR600LP (2x)	$29.99	25%	$22.49
170649-000	Black, universal 3G/4G/LTE 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x)	$14.99	25%	$11.24

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
170659-001	White, universal 3G/4G/LTE 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x)	$14.99	25%	$11.24
170706-000	Black, universal LTE/4G/3G 2dBi/3dBi 5” antenna with SMA connector for all AER, ARC, COR and MC400 products (1x) (IBR600B/IBR650B replacement antenna)	$13.99	25%	$10.49
170704-001	Black, universal LTE/4G/3G 2dBi/3dBi antenna with SMA connector for all AER, ARC, COR and MC400 products (1x) (IBR900/IBR950 replacement antenna)	$13.99	25%	$10.49
170704-002	Mini black, LTE/4G/3G 4.5” 2/3 dBi antenna with SMA connector for all IBR900 Series and IBR600C Series products(1x)	$12.99	25%	$9.74
170548-000	2.4 GHz replacement WiFi antenna for MBR1400, IBR600 (single antenna)	$13.99	25%	$10.49
170446-000	Replacement wall power supply for MBR, CBR and CBA	$24.99	25%	$18.74
170452-000	Car charger for 12V product for CBA750B, CBA850, MBR1400 and MBR1200B	$24.99	25%	$18.74
170584-001	Replacement wall power supply for IBR350 and IBR600/IBR650 (all versions)	$24.99	25%	$18.74
170635-000	Vehicle power adapter for COR	$24.99	25%	$18.74
170677-000	Standard replacement 3A power supply for AER1600/AER1650	$29.99	25%	$22.49
170648-001	COR IBR1100/IBR1150 and IBR900/IBR950 extended temperature (-30C to 70C) power supply (line cord not included)	$69.99	25%	$52.49
170584-002	COR power supply (-20C to 60C for IBR600/IBR650; 0C to 40C for IBR350 and IBR1100/IBR1150) includes US, EU, UK, AU adapters	$24.99	25%	$18.74
170751-000	AER2200 high power supply for up to 4 ports of PoE+ .at (30W) power (120W PoE budget) (C14 line cord not included)	$149.99	25%	$112.49
170716-000	COR IBR900/IBR950 powers supply for North America	$24.99	25%	$18.74
170717-000	COR IBR900/IBR950 international power supply includes US, EU, UK, AU adapters	$24.99	25%	$18.74
170732-000	PoE Injector (powers AP22, CBA850) includes US line cord	$39.99	25%	$29.99
170636-000	1.5ft USB extension cable for IBR600/IBR650 (all versions)	$8.99	25%	$6.74
170585-000	2 meter power and GPIO cable (direct wire) for IBR1100/IBR1150, IBR600/IBR650 (all versions), IBR600B/IBR650B (all versions)	$14.49	25%	$10.87

Cradlepoint Mfg Part #	Product Description	MSRP	Discount	Ext. Price
170635-100	2 meter power and GPIO cable (direct wire) with filter for IBR6xx (all versions) (required for E-mark compliance)	$19.99	25%	$14.99
170680-000	9 wire GPIO cable for IBR6x0B and IBR900/IBR950. Adds 4 GPIO, 2nd ignition sense, redundant power	$49.99	25%	$37.49
170641-000	AER rack mount flexible cellular antenna lead for 2nd modem or active GPS (1x)	$19.99	25%	$14.99
170676-000	Serial DB9 to GPIO cable, 3 meters	$17.99	25%	$13.49
170663-000	RJ45 rollover serial console cable 7ft	$9.99	25%	$7.49
170663-001	RJ45 rollover serial console cable 14ft	$13.99	25%	$10.49
170712-000	Demo 2x10 GPIO cable for COR Extensibility Dock	$49.99	25%	$37.49
170758-000	OBD-II adapter kit for IBR1700 (includes one OBD-II adapter and one 15 foot Male/Male Null Modem DB9 serial cable)	$249.00	25%	$186.75
170751-000	AER2200 high power supply for up to 4 ports of PoE+ .at (30W) power (120W PoE budget) (line cord not included)	$149.99	25%	$112.49
170593-000	Replacement bracket for wall mounting, inside cabinet, etc.	$19.99	25%	$14.99
170645-000	Enclosure for installation of MC400 on ARC products (modem not included)	$29.99	25%	$22.49
184375-000	NEMA 4X enclosure, 12x10x6in, for ARC and COR	$224.99	25%	$168.74
170614-000	Steel backplane, 12x10in, for ARC and COR NEMA enclosure	$29.99	25%	$22.49
170615-000	Strain relief connector with nut, for enclosure, 0.375-0.5in	$19.99	25%	$14.99
170666-000	CBA850 wall / ceiling bracket	$44.99	25%	$33.74
170665-000	Barrel to 4-pin power adapter (for COR products)	$7.99	25%	$5.99
170662-000	Rollover adapter for RJ45 Ethernet Cable M/F	$11.99	25%	$8.99
170718-000	Mag mount kit for IBR11x0, IBR9x0, IBR6x0B, IBR350, IBR1100 Dual-Modem Dock, COR Extensibility Dock (includes 4 ring magnets, 4 M4 screws and 4 nuts)	$14.99	25%	$11.24