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Reseller Sales Aid Kit





Sweat Assets Save Money and Meet Eco Goals

Prolonging the use of working assets makes good operational and financial sense. It helps minimise operational downtime, stretch budgets, and help companies meet business sustainability goals.

Supplying a huge range of Transceivers that have been made EOL by OEMs, AddOn Transceivers can help businesses extend asset lifetime and delay the replacement of existing infrastructures.

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Looking To Get More Out of Existing Infrastructures? Talk To Us!

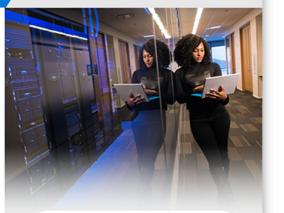
Maximise the payback from IT investments, while keeping pace with changing technology and evolving business requirements. AddOn offer legacy, cutting edge, and custom Transceivers to help keep assets of all ages in service and running efficiently.

Prolonging the use of working assets makes good functional and financial sense. It helps to minimise operational downtime, stretch limited budgets, and help companies meet business sustainability goals by investing in circular IT initiatives.

Supplying a huge range of Transceivers that have been made EOL by OEMs, AddOn Transceivers can help businesses extend asset lifetime and delay the replacement of existing infrastructures. Can't find an OEM Transceiver? Contact your Hypertec Account Manager now to see how AddOn can

Get the peace of mind you'd expect from a new infrastructure, without the hefty price tag. AddOn uniquely test every transceiver to the exact specifications of the customers environment with a reliability rating of 99.98%. Additionally, all their Transceivers come with a Lifetime Warranty and 24/7/365 around the clock support, with field engineers located globally to help tackle the most complex issues. Offering high quality products that are competitively priced, delivering up to 70% cost savings compared with the leading OEM.

To learn more about how Hypertec can help sweat assets, or for more information about AddOn Transceivers, contact your Hypertec Account Manager today.





▶ OEM Matched Transceivers



► OEM Matched DAC/ AOC



▶ Addon® Compatibility



▶ About AddOn

Facing Project Disruptions? Get in touch today!

Get support when navigating project delays. Our team of Sales and Product Managers work with you to help minimise bottlenecks, providing a trusted service for both you and your customers.

Our 100% OEM compatible solutions, offer high performance at a much lower cost. Seamlessly integrating into infrastructures without voiding warranties or causing delays.

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Facing Disruptions to IT Projects Due to OEM Shortages? Talk to us!

Help minimise delays on mission critical projects due to supplier disruptions and constraints, speak to your Hypertec Account Manager to see if we can help.* AddOn® Transceivers and Hypertec Memory can be seamlessly integrated into existing network infrastructures - offering 100% OEM compatible solutions, at a much lower cost, without voiding warranties, or causing delays.

Optimise and extend the life of existing infrastructures whilst keeping upgrades simple and cost effective. AddOn OEM compatible optics are available in a wide range of form factors, speeds, wavelengths, and reach, ready for easy integration.

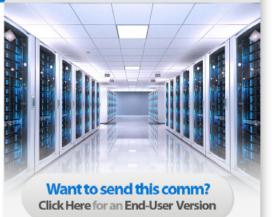
Protect businesses from future disruptions, Hypertec Memory is available with a whole host of additional services that instil confidence and peace of mind. From Evaluation and Audits, to On-site Spairs and Installation, Hypertec offers exceptional quality, choice and supply flexible to user requirements.

Benefits of Hypertec Memory and AddOn Transceivers

- ✓ Save on cost with 100% OEM compatible solutions
- Does not void existing warranties
- ✓ Free UK based pre and post-sales support
- Extensively tested Memory and Transceivers
- ✓ Lifetime warranty
- ✓ Next day delivery

For more information about AddOn Transceivers and Hypertec Memory upgrades, contact your Hypertec Account Manager

Hypertec cannot guarantee to elevate delays/constraints on main OEM switch device. Hypertec are offering an alternative solution on the memory and SFP modules only.





AddOn Reseller Pack



▶ Memory Supply Proposal





About Addon







▶ Hypertec Memory Services

Navigate Shortages Prevent Project Delays with AddOn

Minimise the effects of OEM server component shortages and extend the life of existing network infrastructures.

This document highlights how AddOn can help reduce project delays due to supply shortages by providing readily available OEM compatible optics, ready for integration into existing infrastructures.

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Network IT Projects Stalled Due to OEM Supply Shortages?

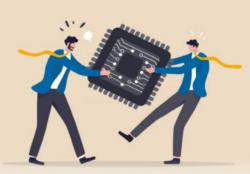
Prevent supply chain woes from stalling mission-critical projects. Receive optics within days - not weeks or months. 95% of AddOn orders are fulfilled same day, shipping from the U.S. or U.K.

With the pandemic spurring digital transformation and data demand, network operators are under pressure to meet rising business and consumer demands. But strategies and long-awaited plans to overhaul network IT equipment are continuing to be stalled due to shortages. Customer's now face the decision to either wait for OEM supply problems to pass, or to seek alternative solutions.

Replacing OEM systems with new ones can be an effective strategy to overhaul legacy infrastructure, but it can also be complex and expensive. Optimise existing infrastructures whilst keeping upgrades simple and affordable; AddOn OEM compatible optics are available in a wide range of form factors, speeds, wavelengths, and reach, ready to be easily integrated with existing network infrastructures.

Extend the life of existing infrastructure and alleviate network bottlenecks for bandwidth and speed. Providing a broad range of in-stock, ready to ship, 100% OEM compatible solutions, AddOn Networks offers both legacy and cutting-edge TAA compliant products designed to scale existing networks.

For more information about how to avoid project delays due to supply shortages, or to learn more about AddOn Solutions, contact your Hypertec Account Manager today.





▶ OEM Matched Transceivers



► OEM Matched DAC/AOC



Reliability and Trust



Depend on AddOn Benefits without Compromise

Support the daily operations off offices and projects with a Network you can depend on. Readily available with Pre and Post-Sale Engineering Support and guaranteed Lifetime Warranty, AddOn fully certified Optics provide a full range of benefits.

View and share this document with customers to highlight the huge number of benefits available from AddOn.

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Network reliability is essential to the day-to-day operation of offices and projects. Ensure you have a Network you can depend on with AddOn® fully certified Optics, readily available Engineering Support, and guaranteed Lifetime Warranty.



TAA-Compliant Optics

Connect with confidence. Upgrade to AddOn's fully tested TAA-compliant transceivers, DACs and AOCs today.



Guaranteed Connectivity

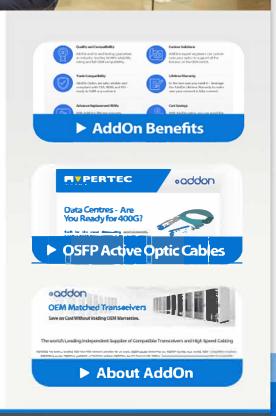
Leverage long reach ITEMP Optics to guarantee countywide and nationwide organisational connectivity.



Expert Engineering Support

Take advantage of AddOn's pre-sale and post-sale 24/7 expert Engineering Support along with a Lifetime Warranty.

For more information about AddOn® Networks, or to learn more about the full range of AddOn Services, contact your Hypertec Account Manager today.



Upgrading for Innovation Education Focus

Provide Universities and Schools with the networking environments needed to foster innovation. AddOn Optics come complete with a range of features and services to support dependable network infrastructures.

Download and share this document to demonstrate the value of incorporating AddOn's OEM compatible solutions into Education network infrastructures.

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Empower Educators with Seamless Connectivity

Video streaming to campus security, educational institutions need seamless and reliable connectivity for students both onsite and working remotely. AddOn Networking Solutions can help provide Schools and Universities with quality equipment to create the optimal student experience.



Cost Effective Optics

Capitalize on the full breadth of compatible Transceivers and Network cabling without the OEM markup.



100%Tested

Leverage the fully tested transceivers and cabling to foster the research projects of tomorrow



Enable Low-Latency Remote Labs

Capitalize on industry leading < 0.02% failure rate to maintain efficient remote labs.



Classrooms

experiences while reducing CAPEX.

For more information about AddOn® Networks Transceivers or to learn more about the full AddOn range, contact your Hypertec Account Manager today.





Guaranteed **Lifetime Warranty**

Connect confidently with a Lifetime Warranty for every AddOn



Upgrade Existing Architectures

Maximize campus networks with AddOn cutting edge Fibre Optics.



Deliver A+ Virtual

Provide upgraded online educational





OEM Matched Transceivers



▶ OEM Matched DAC/ AOC



► About AddOn®



Maximise Office Networks Welcoming Back Employees

As the popularity of remote, agile and hybrid working continues to grow, so does the demands for bandwidth to support on and offsite employees.

Complete with links to the AddOn Vendor Page and additional resources, this document is ideal for highlighting how AddOn Transceivers can help how deliver the performance and bandwidth required to support organisations.

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Is your Office Ready for Workers to Return?

Optimally coordinate the return of office workers, and prepare to get back to work with Infrastructure and Peripheral upgrades from AddOn, PORT and Hypertec.

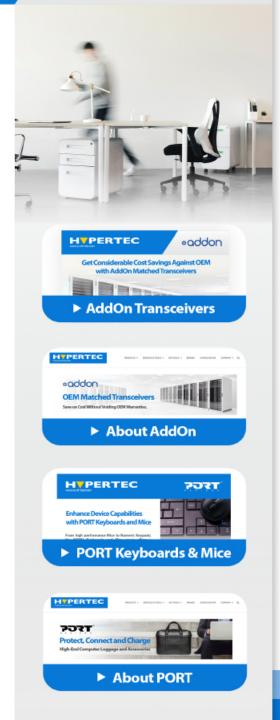
After over a year of remote working due to COVID-19, many organisations are starting to reopen their offices again. To keep operations running whilst minimising the risk to employees, refresh your Infrastructure and Peripherals to smooth the transition to new ways of working.

Your network is a key element in delivering the best service for your customers, so the added pressure to deliver the bandwidth required to support on and offsite employees, could prove costly. Maximise your office network, minimise downtime and build a robust connectivity solution with AddOn OEM Matched Transceivers. Seamlessly upgrade your existing networks with AddOn fully tested and compatible Optics to get the bandwidth required to enable fast data collection, storage and analysis.

Welcome back employees to the ultimate working environment, PORT's comprehensive range of peripherals are perfect for upgrading desk set-ups into productive workspaces. From Keyboards and Mice, to Headsets and Webcams you can find everything needed to support employees as they return to the office with PORT Accessories.

Looking for a safer way to integrate workers back into the office? Implement a bring your own peripherals system, encouraging workers to bring in their own keyboards and mice to limit the spread of infection in shared workspaces. Need help deploying peripheral bundles? Simply contact your Hypertec Account Manager for help and support.

For more information about Infrastructure and Peripheral upgrade, or to learn more about AddOn and PORT, contact your Hypertec Account Manager today.



Build a Complete 400G Solution To Meet the Demands of Consumers

Ensure Data Centres are ready for 400G with AddOn OSFP Active Optical Cables. View and share this com with your relevant customers to engage and start the conversation about how we can help grow their business with new and emerging technology.

This document highlights the features and benefits of using OSFP Active Optical Cables, and provides access to the full AddOn Sales Kit and Brand Page.

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Data Centres - Are You Ready for 400G?

Built for the most demanding environments, AddOn® OSFP Active Optical Cables build strong 400G foundations, helping to provide better system performance, flexibility and capacity in Data Centres.

Meet the Increased Demands of Consumers

The rising demand from remote working and cloud-hosted services throughout the COVID-19 Pandemic has accelerated the need for Data Centres to evolve into the next level of technology. The increased shift in performing data exchanges online means supporting Fibre Networks need updating to fulfil the elevated asynchronous data demands of consumers.

Laying a scalable yet streamlined foundation on high density OSFP optics and cabling has never been more critical for tomorrow's leading data centres.

Build a Complete 400G Solution

Create a complete out the box 400G Networking Solution with AddOn® and Hypertec. Our Specialist Product Advisors work with you to determine the correct products for your needs.

For more information about AddOn® OSFP Active Optical Cables, or to learn more about the full AddOn range, contact your Hypertec Account Manager today.



Features and Benefits:

- ✓ Cost Advantages over OEM Alternatives without Compromising on Performance
- ✓ Seamless Compatibility within Arista Environments (MSA also available)
- ✓ The Perfect fit for Any Data Centre Rack
- ✓ Available in Lengths from 1m to 30m.
- ✓ Tested Reliable High Density AOCs
- ✓ Lifetime Warranty

▶ View Product



▶ About AddOn®

Reduce Spending With OEM Matched Transceivers

Complete with a full range of benefits and features that ensure long term durability and performance; From Free Sales Support and Lifetime Warranties, to full Testing and Coding. Addon Transceivers offer quality that exceeds the OEM.

Use this document to discover and share the features of AddOn Transceivers, and explore the AddOn UK Facility via the video link.

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Need Transceivers? Think Hypertec!



Reduce spending without compromising on quality or performance, Addon® Transceivers offer quality that exceeds the OEM, at a much lower price. Seamlessly scaling any network and expanding reach, AddOn Matched Transceivers can help reduce costs whilst improving network performance.

Why choose Hypertec & AddOn?

- ✓ First Class Quality & Service
- ✓ Lifetime Warranty
- ✓ Free UK Based Pre and Post Sales Support
- ✓ Every Transceiver is 100% Tested in it's Intended Environment
- ✓ Every Transceiver is Coded in Addon's State-of-the-art Lab
- ✓ Every Transceiver is Tested Beyond Standard Specifications
- ✓ Addon Transceivers Do not Void Existing Warranties

Quickly and easily find compatible Transceivers, Hypertec partcodes are the same as their OEM counterparts; simply search via OEM partcode on the Hypertec Product Configurator to find the perfect match.

For more information about AddOn® Transceivers, or help finding the right solution for you, contact your Hypertec Account Manager today.



OEM Matched Transceivers



OEM Matched DAC/AOC



► AddOn UK Facility Tour



► About AddOn

Quality at Lower Price Saving Money with AddOn

Ensure users get the most out of their IT budgets, without effecting quality or performance. AddOn OEM Matched Transceivers are fully tested and coded for full compliance and compatibility, providing a cost-effective way to improve infrastructure.

Use this document to also access the AddOn Certificate of Compatibility and Facility Tour.

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Get Considerable Cost Savings Against OEM with AddOn Matched Transceivers



Reduce spending without compromising on quality or performance, Addon® Transceivers offer quality that exceeds the OEM at a much lower price. Seamlessly scaling any network and expanding reach, AddOn Matched Transceivers can help reduce costs whilst improving network performance.

Support reduced IT spending, without voiding OEM Warranties; each Transceiver is individually coded and tested to ensure full compliance and compatibility. Addon's quality checks and testing eliminate defective transceivers, reducing operational downtime in mission critical systems often caused by faulty transceivers. To learn more about Addon Network Transceiver Compatibility and Warranty, view and download the Addon Compatibility Certificate.

Save time and money, AddOn OEM Matched Transceiver partcodes are the same as their OEM counterparts. Simply search via OEM partcode on the Hypertec Product Configurator to quickly and easily find the perfect match.

For more information about AddOn® Network Transceivers, or to learn more about how we can help reduce operational expenditure, contact your Hypertec Account Manager today.



Provide Piece of Mind Certificate of Compatibility

Reassure Customers that AddOn Transceivers are fully supported by a range of manufacturers and will not validate warranty; this document provides a brief insight into testing procedures, compatibility and product warranty.

This document also includes a full list of all the manufacturers AddOn transceivers are 100% compatible with.

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Certificate of Compatibility

We compatibility test our transceivers with all switches and carry out regular testing according to the latest IOS/software releases.

Our product is designed and tested to conform to the MSA standard (Multi-Source Agreement) in accordance with physical dimensions, voltages, and lasers power (db budget). It is backed with a limited lifetime warranty offering reassurance to anyone that uses these products.

All parts are pre-tested measuring the laser eye on all transceivers ensuring a high standard of product is delivered. This specific test checks the product accurately sends and receives information as per the MSA sepcifications.

We can confirm we have been offering compatible solutions for all major switch manufacturers including Cisco for more than 10 years and now have over 3 million products in the field.

All AddOn transceivers are covered by a limited lifetime next business day advanced replacement warranty*.



AddOn certifies that its transceivers are 100% compatible with the following manufacturers:

* Next business day dependent on stock availability.

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Proven Interoperability Tested with the Latest OEM Equipment

AddOn world-class labs test transceivers with over 400 OEM switches. Every unit is quality tested for compatibility with the latest OEM Equipment.

This document includes a thorough list of the AddOn Test Bed Networking Equipment, that helps guaranty coding and testing is completed in the intended application and within the targeted switch environment.

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ADDON TEST BED



Last updated: February 5, 2020

E7-2 - 100-01773 (GPON-4)

E7-2 - 100-01949 (GE-24)

E7-2 - 10GE-4

3Com

3870-24

Baseline Switch 2928

ADTRAN

1287737G1 (TA-324E)

NetVanta 1534P

NetVanta 1638 1700471F1

NetVanta 8044M OPTi-6100

- 012TME
- 03TME3
- ETHM8EW'F
- OMM312V
- OMM48VE

- 1187025G1 (SM 2-10G)
- 1187031F1 (SM5 2-10G)
- 1187040F1 (SM40 4-10G)
- 1187501G1 (GPON 2.5G OLT)
- 1187503F1 (GPON OLT 8X)
- 1187550G2 (GE 4-PORT)
- 1187562F1 (ACTIVE E-24)

ADVA

FSP 150-GE114Pro

FSP 150CC XG210

FSP 150CC-GE114

FSP 150CC-GE201S

FSP 150CC-Test ESP 150CCf-815

ESP 3000

- 2TCA-PCN
- 5TCE-PCTN-10GU+10G
- OSCM-PN
- WCC-PCTN-10G-LN#DC FSP 3000R7 - 10TCF-PCN-

16GU+100G

Alcatel-Lucent

1850 TSS-3 3FE68788AA

3HE09881AA

7210 SAS-D ETR

Alcatel-Lucent continued...

7210 SAS-M 7210 SAS-S

7250 SAS

7360 ISAM FX4 FANT-F 7360 ISAM FX4 FGLT-A

(3FE66721AB)

7360 ISAM FX4 FGLT-B

(3FE68954AB)

7360 ISAM FX4 NGLT-A (3FE64279AA)

7705 SAR-H

7750 SR-7 - M1-10GB-XFP

7750 SR-7 - M10-1GB-SFP-B

7750 SR-7 - ME40-1GB-CSFP

7750 SR-7 - P6-10G-SEP

OS6850-U24X

OS6850E-P48X

Allied Telesis

AT-8000GS/48 Amer Networks

SS310GR24F

Arista Networks

DCS-7050Q-16 DCS-7050S-52 DCS-7050S-64

DCS-7060CX-32S DCS-7060DX4-32

DCS-7060SX2-48YC6

DCS-7124S

DCS-71505-24

DCS-7160-32CO

DCS-7280SE-64

DCS-7508 7500E-36O-LC DCS-7508 7500E-485-LC

DCS-7508 7500R-36CQ-LC

SS310GR24F

NC4000S3 (OA4344SG) DT4250N-50-00

Aruba Networks

Avaya

4826GTS

4826GTS-PWR+

VSP-7024XLS

VSP-7254XSQ

Broadcom

BCM57711

Brocade

200E

5100

6505

6510

BR-G620-24-F

Fastiron SuperX

ICX 6610-24F

ICX7250-48

ICX7750-48XGF

Netlron 20240

Turbolron 24X

VDX 6710

VDX 6740

VDX 6940

BTI

SA-805

CNA 1020

BR-MLXE-ENT-4-MR2

FastIron FCX624S-POE

MLX-8 BR-MLX-100GX2-X

MLX-8 NI-MLX-10GX2

MLX-8 NI-MLX-10GX8-M

MLX-8 MLX-2x100G-CFP2-X2

3810M (JL075A) 3810M - JL078A

3810M - JL083A

52500-24T-4X10G GPON-8 2

3930 3960 LE-310

Ciena

OME 6500

NTK513FA (OC-N/STM-N)

- NTK525CA (4x 10G MUX)

NTK529 HA(200G MUX)

NTK529AC (100G OCI) NTK529BAE5 (10x 10G MUX)

- NTK530NA (OTN MOTR)

NTK531VA (L2 MOTR)

 NTK532DA (OTN Flex MOTR) - NTK552BA (MLA C-Band)

NTK552JT (ESAM)

7604 7600+A2:A93-ES+2TG3CXL

7604 SPA-2X1GE

7604 WS-SUP720-3BXL

892F-K9

AIR-CT5520-K9

ASA 5510

ASR-920-4SZ-A

ASR9000v

ASR9006 - A9K-8T-L

A9K-MPA-1X40GE

- A9K-MPA-20X1GE

- A9K-MPA-2X10GE

- A9K-MPA-8X10GE

- A9K-RSP440-TR

C3500XL

C3850-NM-2-10G

CGR-2010/K9

CPT-50-44GE-48A

AddOn Launch Introducing AddOn Networks

Annoucing the partnership between AddOn and Hypertec, this document provides a brief introduction to the brand AddOn and their product offering.

View and share this document with customers to highlight the availability of AddOn OEM Matched Transceivers, and discover the cost savings, features and benefits.

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The Hypertec OEM Matched Portfolio just Got Bigger -You Can Now Come to Us for **OEM Matched Transceivers**

Hypertec has been a leading OEM Matched Memory provider for 30 years, continuously delivering high quality, cost saving OEM compatible solutions. Expanding the portfolio of Matched Solutions, Hypertec has partnered with Addon; the world's leading independent supplier of compatible Transceivers and High Speed Cabling, to deliver OEM Matched Transceivers.

Specialists in Transceivers, Addon® Network Transceivers seamlessly scale any network, whilst offering quality that exceeds the OEM; expanding reach, increasing bandwidth and improving network performance.

Save on cost without voiding OEM Warranties, Each Network Transceiver is individually coded and tested to ensure full compliance and compatibility. Addon quality checks and testing eliminate defective transceivers, reducing operational downtime in mission critical systems often caused by faulty Transceivers. To learn more about Addon Network Transceiver Compatibility and Warranty, view and download the Addon Compatibility Certificate.

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- ✓ Every Transceiver is Tested Beyond Standard Specifications
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OEM Matched Transceivers



OEM Matched DAC/ AOC



