Avocent® High Performance KVM Systems

Gives users access and control to computers over distance, without compromise to video and mouse performance.

Pain Points

1. Need to access multiple computers from a single remote point

2. Keep computers in a clean, conditioned and secure environment

3. Need to operate with high efficiency and effectiveness to support critical operations

4. Must have high quality video without distance limitations

5. Must have many to many connections

6. Need for a fully redundant system with auto failover

Discovery Questions

1. How do you manage servers and workstations that are remote from the user position?

2. What type of security, control and performance do you require?

3. Do you have a "many-to-many" (users to connections) requirement?

4. What type of specialized equipment is used to support your operations and how are these shared?

5. If a critical system fails, how long does it take to restore the operation the system supported?

6. Are you able to maintain high quality video over lengthy distances?

Persona and Problems
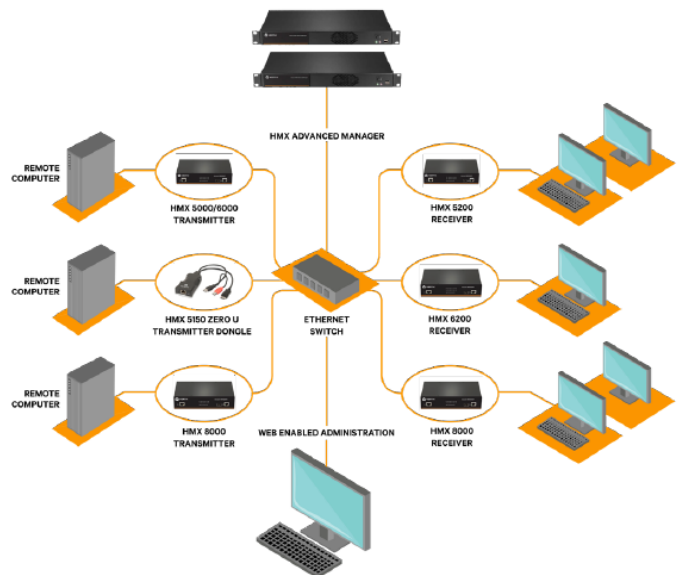
Vertical Markets

- Control Rooms
  - Airport
  - Govt Agencies
  - 911 Centers
  - Broadcast
  - TV
  - Radio
- Sports Venues
  - Arenas
  - Stadiums
- Post Production

Job titles

- Control Room Manager
- NOC Manager
- IT Managers
- Chief Engineers

Users who work in:

- Control rooms
  - Classroom settings
  - Airports

Avocent® High Performance KVM Systems

Gives users access and control to computers over distance, without compromise to video and mouse performance.

HMX SYSTEM FEATURES	HP-KVM COMPATIBILITY		WHAT IS THE VALUE TO THE CUSTOMER
	HMX	MATRIX	
Many-to-Many matrix configuration	✔	✔	Flexibility to access any target from any access point in the environment
Less than a second switching between target computers	✔	✔	Save time via quick access to critical machines
Zero-U transmitters require no rack space or power	✔		Limit the need for rack space.
Remote access capability via VNC (Virtual Network Connection)	✔	✔	Interaction with systems from anywhere – not locked into one place or access point
Scalable infrastructure via extendable architecture	✔	✔	Reduce operating expenses based on the ability to grow and expand without extra licensing or software
Fan-less and ventless cooling	✔	✔	Improve work efficiency through reduced external noise
Access to RESTful APIs	✔	✔	Improve customized control for speed and efficiency
Fastest USB 2.0 single line speed on the market	✔	✔	Save time through full file transfer speeds.

Vertiv.com | **Vertiv Headquarters,** 1050 Dearborn Drive, Columbus, OH, 43085, USA

VERTIV™

THIS DOCUMENT IS INTERNAL AND CONFIDENTIAL