

## Frequently Asked Questions

# HP ProCurve Open Network Ecosystem (ONE)

### Benefits

#### Does ProCurve ONE offer environmental, energy, or so-called “green” benefits?

The use of standard modules that can run multiple applications allows for reuse of modules when applications change, reducing waste and costs. Integration of modules into an existing switch chassis allows better use of physical space. Also, the use of fewer power-supply units helps to improve power-supply efficiency and reduces cooling needs.

#### How does ProCurve ONE reduce costs or improve TCO?

The use of HP ProCurve Manager Plus (PCM+) to provide access to manage applications can simplify the task of managing multiple applications. Applications that have been HP ProCurve ONE Solution Certified also provide additional peace of mind that the solutions have been pre-tested and documented within a typical ProCurve network deployment. The HP ProCurve Lifetime Warranty\* also eliminates the need to maintain a separate hardware replacement contract with the alliance vendor (although a software/support contract may still be needed). Also see the question about environmental benefits.

#### How is a ProCurve ONE solution better than simply using open-standards for interoperability?

Open standards provide a way of communicating between two systems using an agreed standard (which isn't owned by just one company), and they form the foundation for many ProCurve networking products. But open standards alone cannot ensure interoperability because there are often options within standards or different ways to implement the standards. HP ProCurve ONE Solution Certification takes an application and integrates it into a typical network deployment, then runs a series of tests to ensure the application works as intended. Once the application is certified, HP ProCurve will provide a Test Report and Application Integration guide to assist the customer or channel partner in duplicating that pre-tested configuration.

\* For as long as you own the product, with next-business-day advance replacement (available in most countries). The following hardware products and their related series modules have a one-year hardware warranty with extensions available: ProCurve Routing Switch 9300m series, ProCurve Switch 8100fi series, and ProCurve Network Access Controller 800. The following hardware mobility products have a one-year hardware warranty with extensions available: HP ProCurve M111 Client Bridge, HP ProCurve MSM3xx-R Access Points, HP ProCurve MSM7xx Mobility and Access Controllers, HP ProCurve RF Manager IDS/IPS Systems, HP ProCurve MSM Power Supplies, and HP ProCurve 1 Port Power Injector. Disk drives in the HP ProCurve ONE Services zl modules have a five year hardware warranty. Standalone software, upgrades, or licenses may have a different warranty duration. For details, refer to the ProCurve Software License, Warranty, and Support booklet at [www.procurve.com/warranty](http://www.procurve.com/warranty).

### **Who is the typical user that will benefit most from this new solutions approach?**

All sorts of companies across all industries can benefit from ProCurve ONE-based solutions. The smallest chassis that supports the HP ProCurve ONE Services zl Module is the 6-slot HP ProCurve Switch 5406zl, which could be populated with a services module, two 24-port Gig Ethernet modules, and a wireless controller to create an all-in-one solution for a small to midsize business, with extra capacity for expansion.

### **You are offering competing applications from different alliance partners, some of which even compete with your own products. How should I choose one over the other?**

HP ProCurve's Open Network Ecosystem (ProCurve ONE) gives customers a choice of best-in-class applications and services that integrate into their network. No one application meets the needs of every customer from small to large, across regions and verticals; and HP ProCurve believes that to get the most business value from a network, you must have a choice of the best solutions. We provide extensive information on our Web site to allow you to select the best solution for your needs, using the information provided by both HP ProCurve and our Alliance Partners, in addition to the information provided by other users (through reviews and product ratings).

### **What are your key differentiators?**

HP ProCurve is the first networking vendor with an open applications platform integrated into LAN switches that address core, data center, edge, and wireless deployments. As a business unit of HP, ProCurve has built partnerships with many market-leading application vendors and is committed to extending those relationships. HP and ProCurve have been leaders in driving and implementing open-standards-based solutions for more than 20 years. ProCurve's secure, unified wired and wireless network foundation allows users to manage the entire network, including partner applications, from one system.

### **How do I buy the application and the HP ProCurve ONE Services zl Module?**

HP ProCurve has an extensive reseller network that provides the ProCurve network and HP ProCurve ONE Services zl Modules. Where these resellers are also a reseller of the Alliance Partner, they are able to pre-load the application software onto the module. Alternatively, the HP ProCurve ONE Services zl Module and the applications can be purchased separately and integrated by the customer. Some application images may also be downloadable from the ProCurve ONE Web site (although you'll still need a license key from the Alliance Partner).

### **How do I get the software and load it onto the module?**

The application software image can be obtained from the Alliance Partner or its reseller. Some applications may also be downloadable from the ProCurve ONE Web site. The application is then transferred to the HP ProCurve ONE Services zl Module by FTP or USB key.

### **Can I buy these new ProCurve ONE solutions from my current HP sales rep?**

HP ProCurve ONE-based solutions are available from ProCurve's existing extensive network of channel partners. For those customers who have a direct sales relationship with HP, your HP Enterprise Account Manager should be able to provide a ProCurve ONE-based solution, in conjunction with applications from some of our Alliance Partners.

### **Can I buy these new solutions from my current EDS sales representative?**

EDS will be offering managed services based on ProCurve networks and applications from some of our Alliance Partners in 2009. Your EDS representative will be happy to discuss your needs.

### **Can I buy these ProCurve ONE solutions from my existing Alliance Partner channel partner?**

ProCurve network equipment can be purchased from any HP reseller, although ProCurve-focused resellers (Master, Expert, Professional, Select) may be able to provide a better solution than a non-specialized reseller. Please check the ProCurve Web site for a list of joint channel partners for each solution; there's also a link to find ProCurve only or Alliance Partner only resellers in your area.

### **Can I buy these ProCurve ONE solutions from my existing ProCurve channel partner?**

All ProCurve channel partners can provide the ProCurve network and a blank services module. To acquire the application software, you will need a channel partner who is authorized to sell on behalf of that alliance partner. Please check the ProCurve Web site for a list of joint channel partners for each solution; there's also a link to find ProCurve only or Alliance Partner only resellers in your area.

## **Applications**

### **Can I install any application or operating system onto the module?**

No. The ProCurve ONE Services zI Module incorporates security to ensure that only tested applications can be loaded onto the module. This assures the application meets HP ProCurve's robust quality and reliability and helps to reduce the risk of security problems on your network.

### **Do you plan to allow more than one application on a module?**

We are investigating support for a "virtualized" environment, in part to enable multiple applications to run on a blade, and conversely to enable the pooling of multiple blades to run one application.

### **How does the performance a ProCurve ONE Integrated product compare to that same product on an appliance?**

Please refer to the Alliance Partner for detailed comparisons for their application across their portfolio.

### **If I have a custom alliance vendor load, will that work in your module?**

No. Only the ProCurve ONE Integrated version will have been tested and validated to run on the module.

### **If I have an appliance-based solution from an Alliance Partner currently installed, can I migrate from my existing configuration to the new HP ProCurve ONE Services zI Module?**

This should be possible. However, the specific details will be different for each Alliance Partner's application. Please contact ProCurve (via your usual contact, or on the request link for the Alliance Partner's page on the ProCurve Web site) or the Alliance Partner to discuss your needs further.

### **If I want to develop my own application for the module, how can I get access to the SDK?**

At the launch of HP ProCurve ONE, access to the SDK is limited to selected leading vendors who have entered into an Alliance Partner relationship with HP ProCurve. ProCurve is investigating the possibility of opening the module up to allow more companies and individual customers to develop applications for the module. However, this will take some time. If you would like to be notified when these plans become public, or to express your interest, please e-mail [procurveone@hp.com](mailto:procurveone@hp.com) with an overview of your application or idea.

### **When do you plan to port other HP ProCurve applications such as PCM+, PMM, IDM, NIM, and NAC to the module?**

HP ProCurve has no current plans to port these applications to the module.

### **If I have an appliance and want to use the HP ProCurve ONE Services zI Module as backup in a chassis, can I make that work?**

Application-specific questions should be addressed to the Alliance Partners.

## **Alliance**

### **Can I share my HP ProCurve-provided network design with Alliance Partner and vice versa?**

If the network has been provided to you with no confidentiality restrictions, then you're free to use it as you see fit. If it contains mention of future HP ProCurve products that haven't yet been announced, it should not be shared with anyone (Alliance Partner or other).

### **I have a multi-year contract with an alliance vendor of yours. Can you help negotiate a better deal?**

No. Your contract is between the Alliance Partner and yourself. ProCurve does not enter into negotiations on behalf of customers.

### **If I have a CDA or NDA with ProCurve, does that cover the Alliance Partner as well?**

No. ProCurve's CDA is a confidentiality document that protects information disclosed between ProCurve and either a channel partner or a customer. As such, it only covers what we can say about ProCurve's hardware, software, and solutions.

### **Several of your existing Alliance Partners are not providing applications on the module. Does this mean that they are going to be dropped from the program?**

No. Some applications are more suited to running on the module than others, which might require specific hardware (ASICs) for high-performance operation. The HP ProCurve Open Network Ecosystem (ONE) encompasses Alliance Partners with complementary solutions delivered as integrated software, or standalone appliances.

### **What happens to the original ProCurve Alliance program?**

The ProCurve ONE Alliance program will replace the previous ProCurve Alliance program, and it integrates all of the existing Alliance Partners.

## **Licensing**

### **How can I try one of the applications before making the decision to purchase?**

First, contact your ProCurve reseller to see if they have units pre-loaded with the application you're interested in available for loan. If this is not available, ProCurve can provide a loan of equipment for evaluation purposes (typically up to 90 days), with the option to purchase or return the loan equipment at the end of the period. If you take one of these loans, or already have an unused HP ProCurve ONE Services zl Module, demonstration software will be available from the applications page on the ProCurve ONE Web site. The process of downloading the demonstration software will also generate a 30-day activation key. (Some applications require additional demo-licensing from the Alliance Partner in addition to the ProCurve activation key.)

### **Why do I need to register the software with the application vendor and activate the software through the ProCurve Web site?**

ProCurve's activation process ensures that the application is tied to the module on which it is installed, and allows you to record that registration information on your my.procurve.com account. When the application is purchased separately from one of our Alliance Partners, they may require an additional step to unlock their software. This 2-step process helps to ensure that only supported applications are installed, enhancing the security of the network platform. It also allows ProCurve to validate that the module you're trying to install the application on fully supports the particular application being installed. In this way, both the application vendor and ProCurve can be confident that the application has reached the module as intended.

## **Security**

### **Why do you require that applications are signed?**

Signing applications allows ProCurve to validate that the application downloaded to the module is the same application that has been tested (and obtained the HP ProCurve ONE Integrated certification). It ensures that the application hasn't been tampered with, and helps to assure that the application doesn't degrade switch security or performance or otherwise damage the switch. In this way, both the application vendor and ProCurve can be confident that the application has reached the module as intended.

## **Management**

### **What capabilities do you provide to simplify the management of network and applications?**

HP ProCurve Manager Plus (PCM+) provides the ability to reach through to the applications on the module (through CLI or Web interface) for direct management. PCM's CIP (Configurable Integration Platform) capabilities also allow you to integrate SNMP traps from the applications, and then to run subsequent actions through PCM+. Applications should also be manageable from the alliance vendor's own centralized management applications.

## **Module**

### **Do you plan to offer performance upgrades that can be retrofitted to existing modules?**

Not at this time; however, other variants of the HP ProCurve ONE Services zl Module are under investigation.

### **Do you plan to offer upgraded versions of the services module in the future?**

Yes. We are investigating different form factors and capabilities.

### **Does the module provide hardware diagnostics, independent of the application or application OS?**

Yes. The module can be booted into a Service OS, which provides a set of diagnostic tests to check the field-replaceable components of the module (HDD/CF/Carrier Card).

### **How many HP ProCurve ONE Services zl Modules can reside in either an HP ProCurve Switch 5400zl series or an HP ProCurve Switch 8212zl?**

You may operate up to four HP ProCurve ONE Services zl Modules in either the ProCurve Switch 5400zl series or Switch 8212zl.

### **What are the benefits of running an application on the HP ProCurve ONE Services zl Module vs a blade-center system?**

Applications deployed within the network can be distributed throughout the network where data is captured or needed, whether this is in the data center, the core of the network, the edge, or the branch office. This allows the application to process the data locally, rather than having to back-haul it to a data center, increasing efficiency and reducing latency.

### **What are your key technical differentiators?**

Every HP ProCurve Intelligent Edge switch contains a ProVision ASIC connected to each Gig port at the edge of the network, with an element of programmability. On the ProCurve ONE Services zl Module itself, a ProVision ASIC also provides 10G connectivity into the switch fabric. Together, these ProVision ASICs hold the potential for developers to tap into the capabilities in the ASIC, such as filtering for greater performance, and to make configuration changes on the switch based on the needs of the application. This capability is not available during first release.

### **Which operating system is supported on the module?**

The required operating system is packaged with the application and could be different for each application.

### **Why is running an application in the module on the switch better than running the same application on a dedicated appliance?**

Applications deployed on the HP ProCurve ONE Services zl Module have two direct connections into the fabric of the switch through a pair of dedicated 10G interfaces. These connections remove the need to purchase optical modules, or extra interfaces to make the very high-speed connection, and allow the lowest latency between the application and your network. The use of a module within an existing switch also allows you to make use of the power supply (or redundant power supplies) contained within that switch, rather than deploying a new one in an appliance, thus increasing overall power-supply efficiency and reducing wasted power or cooling capacity. This integration also ensures optimal use of rack space, ideal in space-constrained wiring closets or branch offices.

## **Services**

### **Does HP offer services for any of the ProCurve ONE solutions?**

HP Services offers a comprehensive, multivendor network lifecycle services portfolio, including longstanding partnerships that include Microsoft®, Riverbed, Avaya, and other networking and application leaders.

## **Support**

### **How do you plan to provide support for HP ProCurve ONE solutions?**

ProCurve ONE resellers who are qualified in both ProCurve and Alliance Partner products will provide both pre-sales and post-sales support services for your ProCurve ONE solution. In addition, the ProCurve ONE Online Web site provides self-help information, a support knowledge base, and contact information for both ProCurve and Alliance Partners. ProCurve's free telephone support provides a single point of contact to help determine the cause of any issue and then to transfer to the Alliance Partner's support for



### **Is the system secure?**

Yes. First, Ekahau offers WPA2 encryption for data passing along the Wi-Fi infrastructure. But the information from the tags only includes the location information and the tag's MAC address. Even without encryption, no sensitive information is available through "packet sniffing" or other methods.

### **What installation and configuration support is available from Ekahau?**

The key to accurate location is an initial one-time calibration of the entire Wi-Fi environment. This is a simple task for an IT team to execute once a customer understands the fundamentals of Ekahau location services. However, Ekahau personnel are available for consulting.

## **InMon**

### **Do I need both PCM+ and InMon Traffic Sentinel to manage my network? Why?**

ProCurve Manager Plus and Traffic Sentinel provide distinct capabilities in optimizing the network. ProCurve Manager Plus provides device management, configuration management, device discovery, and other management functions. Traffic Sentinel brings complementary capabilities for capacity management, historical trend analysis, security, and performance optimization.

## **.vantronix**

### **Is the .vantronix ZL1 a software- or hardware-based firewall?**

The .vantronix Firewall ZL1 is a software-based solution that is integrated with and optimized for the HP ProCurve ONE Services zl Module. Software-based firewalls provide greater flexibility and in-depth security, and they can be easily adapted to the latest security threats with software updates. Additionally, the embedded ProCurve ONE Services zl Module provides sufficient computing power and integrated 10-Gigabit Ethernet for excellent firewall performance.

### **Is the .vantronix ZL1 another Linux-based firewall or based on a proprietary operating system?**

The .vantronix firewall operating system is neither based on Linux nor fully proprietary. It is powered by OpenBSD, a 4.4BSD-based UNIX<sup>®</sup>-like operating system with a focus on portability, standardization, correctness, proactive security, and integrated cryptography. OpenBSD is also known and trusted as one of the world's most secure operating systems.

### **What are the benefits of an integrated switch firewall module?**

The main benefits of the .vantronix ZL1 module over a traditional standalone device are the physical form factor, optimization, and software integration. The module is a very powerful device with compact dimensions; two dual 10G firewalls can fit into 1U of an existing switch chassis. The ZL1 module directly communicates with the ProCurve switch over a 2x10G backplane connection for extended integration such as dynamic VLAN handling, switch control, and special functionality provided by the ProCurve ONE zl platform. .vantronix also provides integration into the HP ProCurve Manager Plus (PCM+).

### **What is the performance of the ZL1 running on the HP ProCurve ONE Services zl Module?**

The solution uses two internal 10-Gigabit Ethernet interfaces directly connected to the switch backplane. The ZL1 firewall can statefully filter up to 3–4 Gbps net data rate. The firewall can handle hundreds of thousands of concurrent connections and provides enough power by utilizing a multi-core CPU and 4 GB of memory.



Network of Choice

## For more information

To learn more about HP ProCurve Networking, please visit [ProCurve.com](http://ProCurve.com)

Discover the latest ProCurve ONE apps available from market-leading vendors at [www.procurve.com/one](http://www.procurve.com/one)

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