

# Maipu Профиль Компании 2018

*Make IT Intelligent*

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История компании

2

Продуктовая линейка маршрутизаторов

3

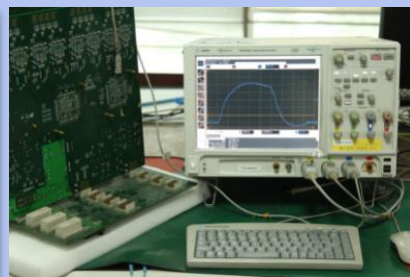
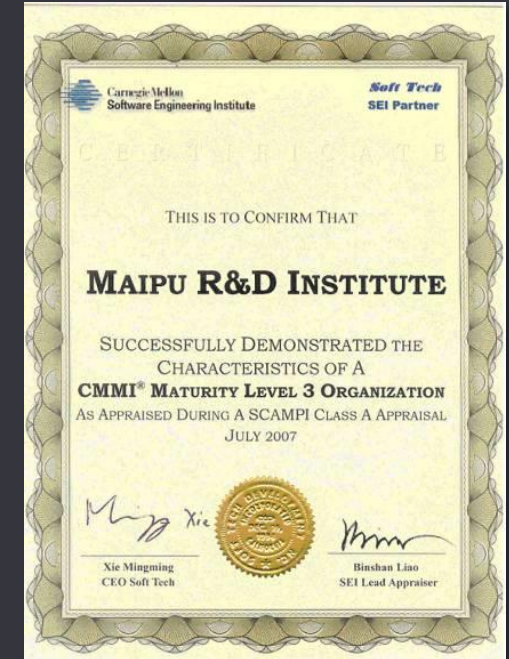
Продуктовая линейка коммутаторов



## Маіру История КОМПАНИИ

- Создана в 1993
- Сфокусирована на инновационных решениях в области передачи данных
- Более 1500 сотрудников, 800 инженеров разработчиков
- 5 продуктовых линеек:  
Маршрутизаторы/Коммутаторы/Беспроводные и облачные решения.
- Региональные представительства/сервисные центры в СНГ, Швейцарии, Малайзии, Нигерии и Индии.
- Продукты, применяемые в более чем 40 странах,  
Национальные дистрибьюторы в 10 странах + Украина

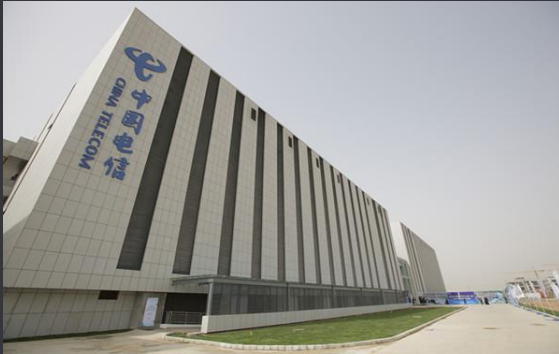
- **CMMI<sup>®</sup>** MATURITY LEVEL 3 ORGANIZATION
- **800** R&D Professionals with **60%** masters or above
- Annual research funding accounts for more than **10%** of the total sales revenue
- over **600** patents, **92** registered software products, and **125** registered software copyrights



- Построена в 2001г, площадь **17,000** метров кв., приспособлена для 400 сотрудников
- Годовая производственная мощность 2 000 000 единиц.
- **5** высокоскоростных производственных линий Samsung SMT.
- Сертификации: ISO14001:2004 GB/T 24001-2004  
ISO9001:2000 GB/T 19001-2000.







- Маіру в 2015г выигрывает крупную долю рынка L2/L3 коммутаторов доступа для China Mobile, крупнейшего оператора в Китае, более 20 000 единиц в год.
- Доля рынка Маіру в 2015г в телекоммуникационном секторе составляет 5,3%, рейтинг топ 5 (HW 33,5%, Cisco 22,6%, HP 16,6%, ZTE 10,1%, Маіру - 5,3%)
- Маіру является одним из основных поставщиков маршрутизаторов доступа для China Telecom и China Mobile.

## Application Coverage



**Продукты Маіру используются более чем в 40 странах по всему миру.**

Local Service





Maipu  
Distributor



Mexico



Bolivia



Niger



Czech



Poland



Swaziland



Украина



Russia



Pakistan



India



Malaysia



Thailand



Indonesia

## Telecom &amp; ISP



Cybernet in Pakistan



Viettel in Vietnam



VNPT in Vietnam



WebSurfer in Nepal



Sonitel in Niger



Tulip Telecom in India



Fiberlink in Pakistan



Rostelecom in Russia



ER-telecom in Russia



Megafon in Russia



Vega Telecom in Ukraine

- Продукты Маиру успешно внедряются на рынке Telecom и ISP по всему миру.
- Во Вьетнаме Маиру является основным поставщиком коммутаторов FTTH Ethernet;
- Более 20 000 коммутаторов развернуты в сети оператора Viettel.
- В СНГ, Маиру предоставляет коммутаторы доступа ведущим телекоммуникационным компаниям для покрытия последней мили: Ростелеком Мегафон, работает с ЭР-Телеком по внедрению **Wi-Fi Hotspot** сервисов по всей стране; Уже развернуты тысячи точек доступа.
- В настоящее время Маиру участвует в проектах FTTH с Sonitel (Нигерия телеком) провайдер обслуживает более **500тыс. абонентов**.

1

История компании

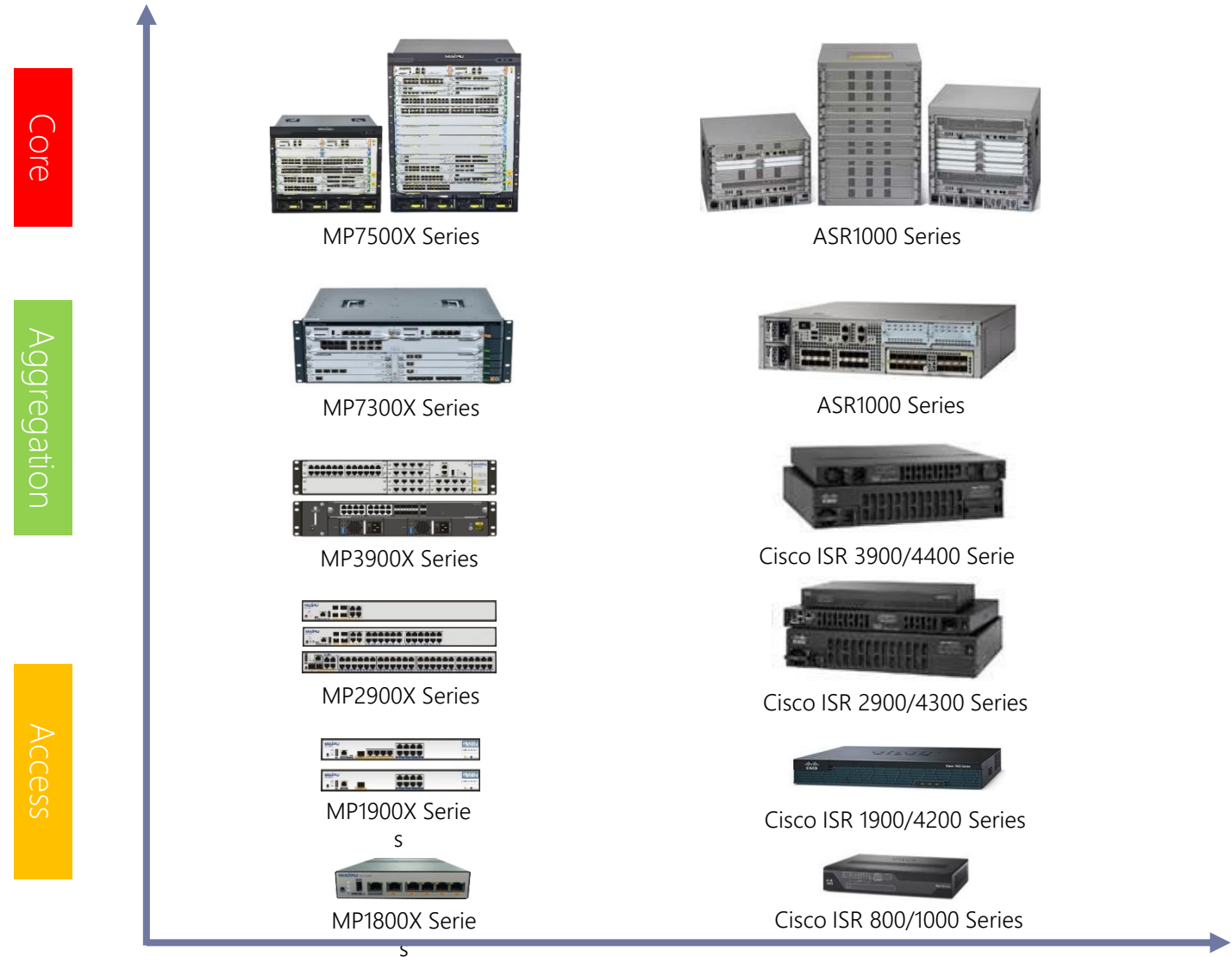
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Продуктовая линейка маршрутизаторов

3

Продуктовая линейка коммутаторов

# Maipu MSR Router Series Vs. Cisco Router Series







MP1800X



## High Performance

- High Performance, >300kpps throughput
- Four new models for different application
- Higher Specification: 512M Memory, 512M Flash

## Rich Models for different environment

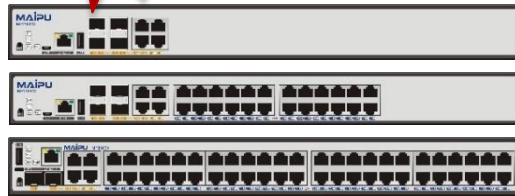
- MP1800X-40  
1\*GE WAN+4\*GE LAN+Dual\*SIM Slots(One 4G Modem)
- MP1800-40W  
1\*GE WAN+4\*GE LAN+Wi-Fi+Dual\*SIM Slots(One 4G Modem)
- MP1800-40E  
1\*GE WAN+4\*GE LAN+Dual\*SIM Slots(Two 4G Modem)
- MP1800-50  
5\*GE WAN

## Rich Features

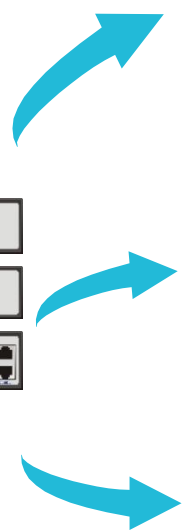
- Routing Protocols: Static/RIP/OSPF/BGP/PBR/VRRP
- QoS: PQ/FQ/CQ/CBWFQ/LLQ/RED/WRED
- Security: ACL/NAT/IPSec/L2TP/GRE/MPLS/VPLS
- WAN: PPPOE
- LAN: 802.1x/VLAN/ARP/Spanning-Tree/LACP

## Unified IOS

- All features in one IOS
- IPv4&IPv6



MP2900X



## High Performance and Modular Design

- Higher Performance, >2Mpps throughput
- Higher Specification: 1G Memory, 512M Flash
- Interface Density Increasing

## Rich Models for different environment

- MP2900X-04/04D-AC  
4GE Combo + 4\*Slots + One/Dual AC Power
- MP2900X-14/14D-AC  
4GE Combo+4\*Slots + 24GE LAN + One/Dual AC Power
- MP2900X-14P-AC  
4GE Combo+4\*Slots + 24GE LAN(8\*PoE Port) + One AC Power
- MP2900X-24/24D-AC  
2GE Combo+2GET+4\*Slots+48GE LAN + One/Dual AC Power

## Rich Features

- Routing Protocols: Static/RIP/OSPF/BGP/PBR/VRRP
- QoS: PQ/FQ/CQ/CBWFQ/LLQ/RED/WRED
- Security: ACL/NAT/IPSec/L2TP/GRE/MPLS/VPLS
- WAN: PPP/PPPOE/FR/HDLC

## Unified IOS

- All features in one IOS
- IPv4&IPv6



## High Performance and Modular Design

- Higher Performance, 8-15Mpps throughput
- Higher Specification: 2G Memory, 8G Flash
- 6 RM2B slots and 2 RM3E slots
- 16GET WAN + 8GEF WAN + Dual power slots

## Rich Modules for different environment

- 1/2-Port Series Module
- 1-Port E1/CE1 Module
- 4-Port E1/CE1 Module
- 1-Port GE Combo Module
- 4-Port Gigabit Ethernet/Fiber Module
- 24-Port Gigabit Ethernet Module
- 1-Port OC3 POS Module
- 1-Port OC3 CPOS Module
- 1-Port OC12 POS Module
- 4G LTE Module

## Rich Features

- Routing Protocols: Static/RIP/OSPF/BGP/PBR/VRRP
- QoS: PQ/FQ/CQ/CBWFQ/LLQ/RED/WRED
- Security: ACL/NAT/IPSec/L2TP/GRE/MPLS/VPLS
- WAN: PPP/PPPOE/FR/HDLC

## Unified IOS

- All features in one IOS
- IPv4&IPv6



MP7300X-08

## High Performance and Modular Design

- High Performance, More than 15-30Mpps throughput
- Modular Design, eight Service slots
- Two Control Engine Slots, One Switching Engine Slot
- Two Kinds of Switching Engine Modules

## Rich Modules for different environment

- 1/2-Port OC3 CPOS Module
- 1/4-Port OC3 POS Module
- 1-Port OC12 POS Module
- 8-Port E1/CE1 Module
- 4-Port Series Module
- 8/20-Port Gigabit Ethernet Module
- 1-Port 10Gigabit Ethernet Module

## Rich Features

- Routing Protocols: Static/RIP/OSPF/BGP/IS-IS/PBR/VRRP
- QoS: PQ/FQ/CQ/CBWFQ/LLQ/RED/WRED/H-QoS
- Security: ACL/NAT/IPSec/L2TP/GRE/MPLS/VPLS
- Multicast: IGMP/PIM-DM/PIM-SM
- WAN: PPP/PPPOE/FR/HDLC

## Unified IOS

- All features in one IOS
- IPv4&IPv6



1

История компании

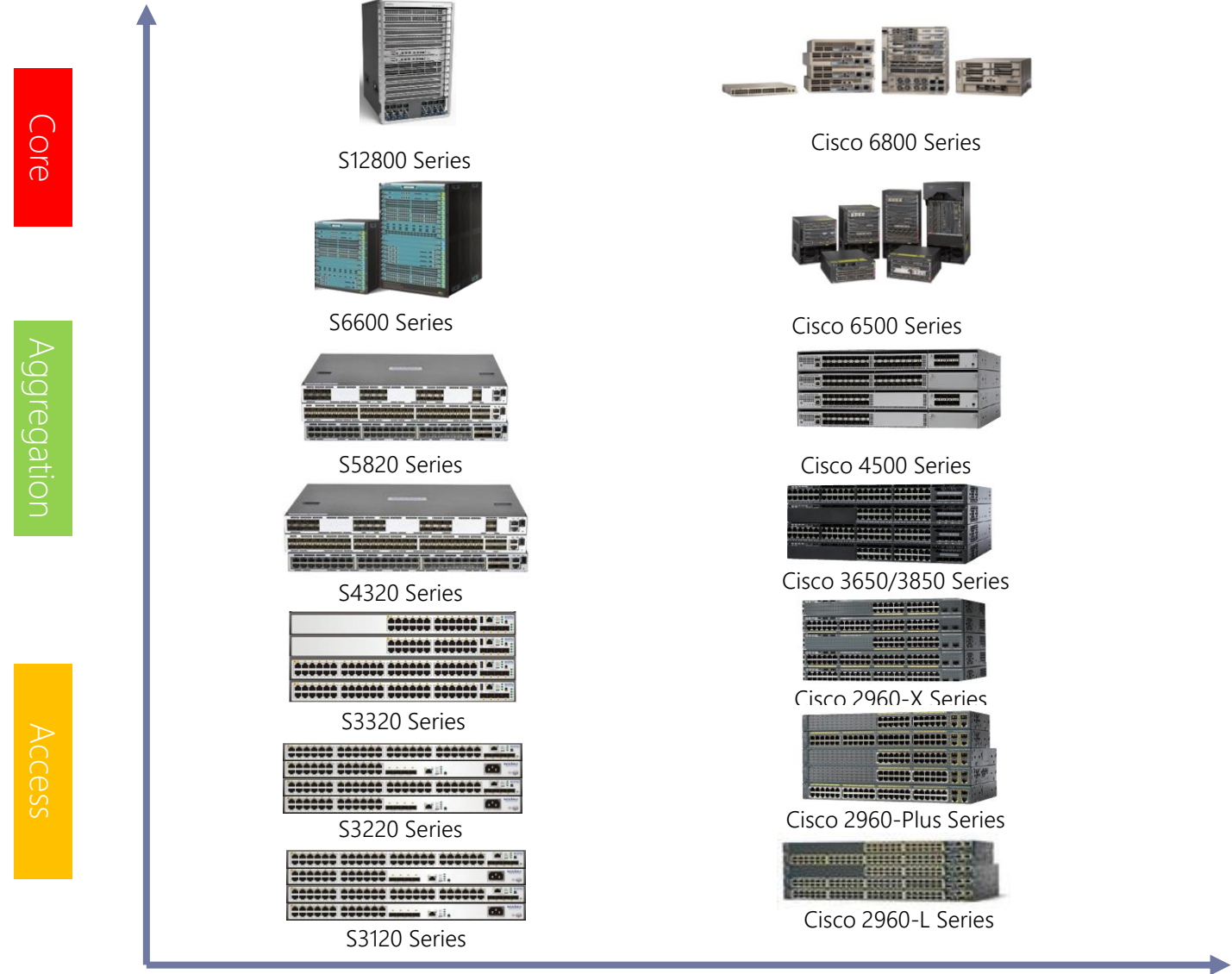
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Продуктовая линейка маршрутизаторов

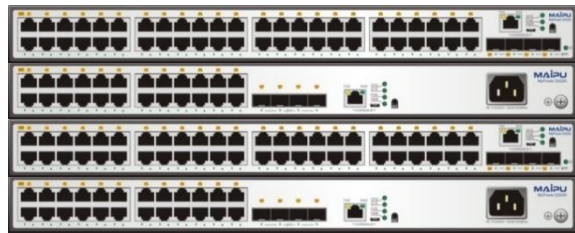
3

Продуктовая линейка коммутаторов

# Maipu Switch Series Vs. Cisco Switch Series



- ❑ High-Density of 100M electric interfaces in 1U height
- ❑ PoE&PoE+



SM3120 Series

## Carrier-class architecture, High stability and reliability

- Wire speed Design

## High-density interface, Making network simple

- 24-Port line-speed 100 Megabit interfaces (S3120-28XX)
- 48-Port line-speed 100 Megabit interfaces (S3120-52XX)
- 4-Port 1G SFP interfaces expansion
- PoE&PoE+ available

## Redundancy for key components, Saving OPEX

- Variable speed Fans
- Dual IOS and Bootrom

## Routing Protocol

- Static Routing

# New S4320 Series Gigabit L3 Aggregation Switch

- ❑ High-Density of 1G electric or fiber interfaces in 1U height
- ❑ Stackable (Maipu Virtual Stacking Technology)
- ❑ Fixed 10G SFP+ uplink and dual Power Module
- ❑ PoE&PoE+

2018  
Q2



NEW SM4320 Series

## Carrier-class architecture, High stability and reliability

- Fixed port design
- Stackable (Maipu Virtual Stacking Technology)

## High-density interface, Making network simple

- 24-Port line-speed 1 Gigabit interfaces (S4320-28XX)
- 48-Port line-speed 1 Gigabit interfaces (S4320-52XX)
- 4-Port 10G SFP+ interfaces expansion
- PoE&PoE+ available

## Redundancy for key components, Saving OPEX

- Power supply 1+1 redundancy
- Variable speed Fans
- Power modules support hot swappable
- Dual IOS and Bootrom

## Routing Protocol

- Static Routing
- RIP/OSPF/BGP Routing



# New S5820 Series 10 Gigabit L3 Aggregation Switch

- ❑ High-Density of 10G interfaces in 1U height
- ❑ 6\*40G Uplink
- ❑ Stackable (Maipu Virtual Stacking Technology)
- ❑ Modular Design of Fan and Power supply

2018 Q2



NEW SM5820 Series



## Carrier-class architecture, High stability and reliability

- Modular Design
- Terabit backplane
- Stackable (Maipu Virtual Stacking Technology)

## High-density interface, Making network simple

- 24-Port line-speed 10 Gigabit SFP+ Ports (S5820-30XF)
- 48-Port line-speed 10 Gigabit SFP+ Ports (S5820-54XF)
- 6-Port 40G QSFP interfaces (S5820-30XF)
- 6-Port 40G QSFP interfaces (S5820-54XF)

## Redundancy for key components, Saving OPEX

- Power supply 1+1 redundancy
- Fan and Power modules support hot swappable
- Dual IOS and Bootrom

## Routing Protocol

- Static Routing
- RIP/OSPF/BGP Routing
- MPLS-BGP

- ❑ ASIC+NP Architecture
- ❑ Stackable (Maipu Virtual Stacking Technology)
- ❑ Control engine and Switching fabric Redundant & Separation design



SM6600 Series

## Carrier-class architecture, High stability and reliability

- Gigabit passive backplane
- Control engine and Switching fabric separated
- Stackable (Maipu Virtual Stacking Technology)

## High-density interface, Making network simple

- 48-Port line-speed Gigabit interfaces per slot
- Up to 384 Gigabit interfaces for whole chassis(08 model)
- 8-Port 10G SFP+ and 2-Port 40G QSFP interfaces per slot
- Up to 64x10G SFP+ and 16-Port 40G QSFP interfaces for whole chassis(08 model)

## Redundancy for key components, Saving OPEX

- Dual control engine backup
- Switching fabric 1+1 redundancy
- Power supply N+M redundancy
- All modules support hot swappable
- Dual IOS and Bootrom

- ❑ ASIC+NP Architecture
- ❑ Stackable (Maipu Virtual Stacking Technology)
- ❑ Support M-VST (up to 4:1) & H-VST(up to 128)
- ❑ Control engine and Switching fabric Redundant & Separation design
- ❑ High Density Line Card

2018  
Q2



SM8900E Series

## Carrier-class architecture, High stability and reliability

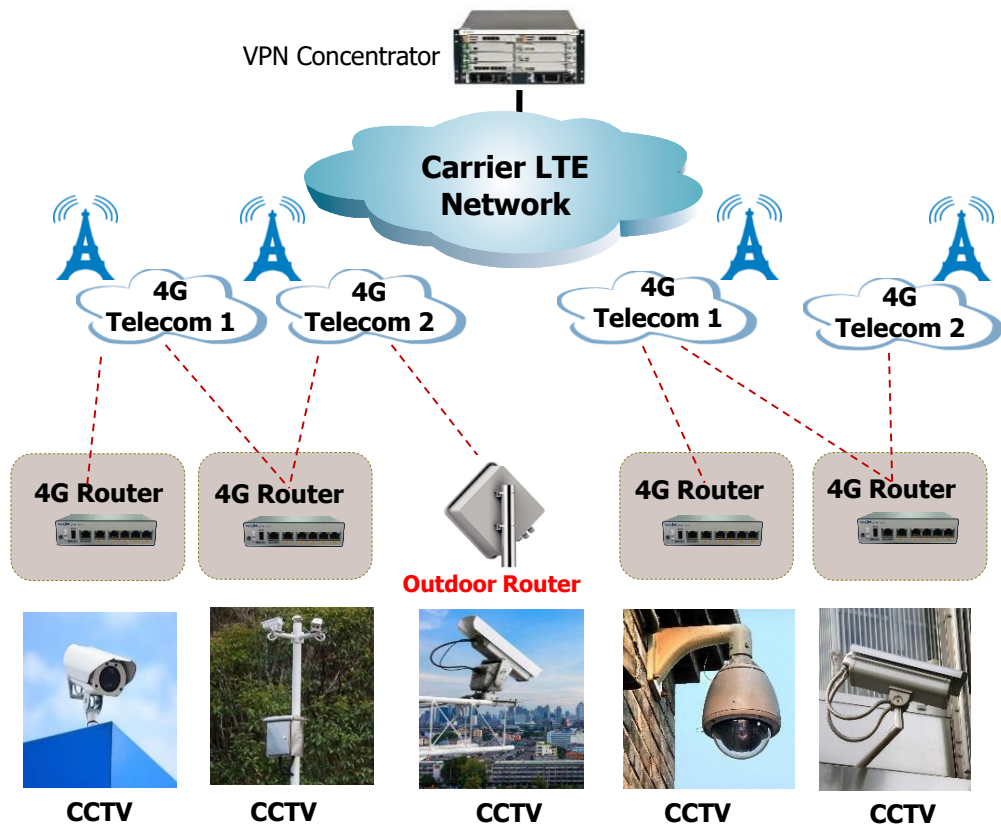
- Gigabit passive backplane
- Control engine and Switching fabric separated
- Stackable (Maipu Virtual Stacking Technology)

## High-density interface, Making network simple

- 48-Port line-speed Gigabit interfaces per slot
- Up to 384 Gigabit interfaces for whole chassis(08 model)
- 16-Port 10G SFP+ and 4-Port 40G QSFP interfaces per slot
- Up to 128x10G SFP+ and 32-Port 40G QSFP interfaces for whole chassis

## Redundancy for key components, Saving OPEX

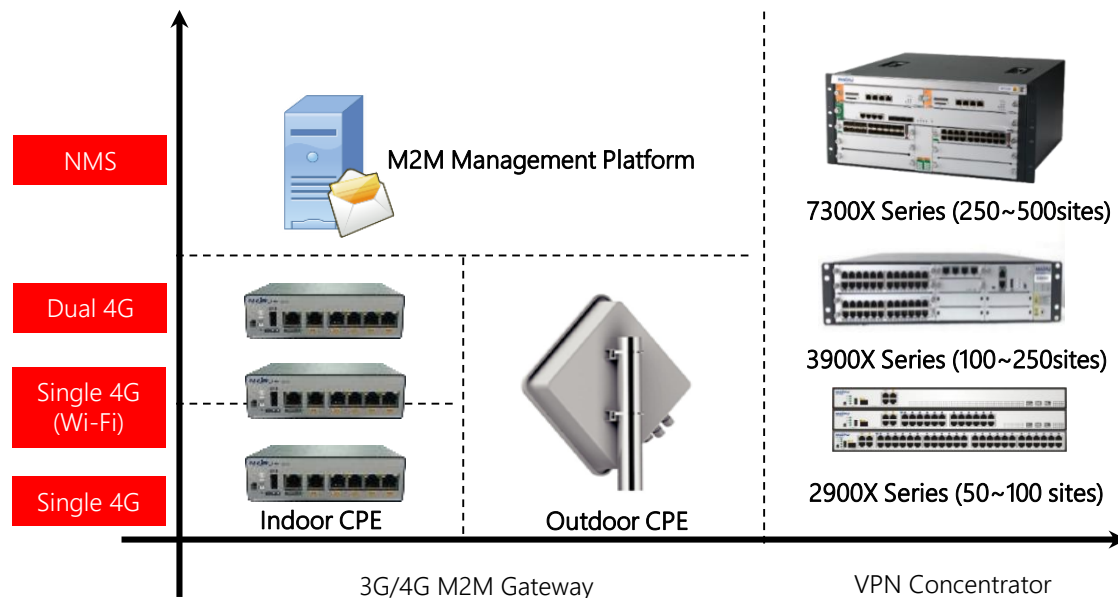
- Dual control engine backup
- Switching fabric 1+1 redundancy
- Power supply N+M redundancy
- All modules support hot swappable
- Dual IOS and Bootrom



## Solution Introduction

3G/4G M2M solution is the best choice for those sites which are scattered and difficult to get the fiber links, 3G/4G link is more flexible and cost effective connection mode.

## Related Products



*We are confident that our high cost-effective solutions and sincere service will provide you with better network communication.*

Make IT Intelligent

Спасибо за внимание!