



## 2009 Channel Contenders: Data Networking

It isn't easy to go up against the San Jose big dog, aka Cisco Systems, but a handful of data networking vendors are seen as true contenders for a bigger slice of the networking pie, according to findings in the 2009 CRN Channel Contenders survey. The research sought to identify the top vendors that solution providers choose as alternatives to market leaders. 3Com ranks high among the top 10 alternative networking vendors according to solution providers.

### 3Com

Say what you want about 3Com, but no one can say the Marlborough, Mass.-based company isn't consistent. After ditching its enterprise focus years ago and working down market, 3Com made a return to form earlier this year, bringing its once Asia-only H3C line into the U.S. and hitting the ground running with a new roster of products, including a massive data center switch, a network management platform and a line of fixed-configuration Gigabit and 10 Gigabit Ethernet switches. 3Com's new strategy has H3C focusing on large enterprise and the data center, 3Com focusing on the SME and SMB market and TippingPoint locking down network security. Channel Contenders respondents believe 3Com has all its bases covered to be a true Cisco alternative.

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