



**Champion sells both the identical modules shipped by today's leading OEMs and our own compatible line.**

### **Buy From C1...Reduce Infrastructure Costs**

Why should you pay full price for upgrades that can be purchased for less? We offer the identical modules your OEM buys and specifies (approved vendor/vendor qualified solutions) but sell it for less. Use the extra discount to save money on your network upgrade; increasing your gross margin on a sale or spending the savings on more Network Hardware from your OEM. Champion also offers 100% compatible memory products that we design.

### **Quality Processes Means *No Worries***

All of our Champion ONE memory modules and cards come in factory sealed ESD packages and are individually inspected and tested. We track each OEM's product to make sure you get the appropriate module.

### **Pricing and Evaluation**

Champion ONE's memory prices are up to 90% less than the OEM list price and we have volume purchase plans available. Champion offers a 20-day "Try Before You Buy" program which means you can install the memory, get your router, switch, server, or PC up and running and test it for free. We know that installing networks and testing throughput or Multi-Protocol performance is complicated, so we make it easy to test our products in your environment.

### **Warranty**

Champion ONE's memory products come with a limited lifetime warranty, not 90 days like many OEMs. If your hardware is covered under a maintenance agreement like Cisco's Smartnet, *you are still able to use our products*. To read about 3rd Party Products and Smartnet, visit Cisco's website at:

[www.cisco.com/en/US/products/prod\\_warranties\\_item09186a00800b5594.html](http://www.cisco.com/en/US/products/prod_warranties_item09186a00800b5594.html)

**COMET:** We provide an online cross-reference tool to cross an OEM's part number to C1's: [www.championone.net/solutions.htm](http://www.championone.net/solutions.htm)

Champion began manufacturing memory upgrade products in 1992 selling to VARs and Integrators through the United States. In early 1996 Champion won a design competition to support a global service provider's upgrade needs for DRAM and Flash memory. This effort was completed with zero failures and 100% reliability... saving the customer \$1.25 million.

After successfully upgrading more than 2000 routers for this customer, Champion began to develop and engineer a line of memory solutions for DataComm hardware.

### **About Memory**

Memory is solid-state storage that offers benefits such as speed, small footprint, and size compared with other storage such as the magnetic media in hard drives. Memory is a required component for all Network Hardware incorporating a Microprocessor. All manufacturers have their own specifications and tolerances for memory components and only approve certain vendors' parts because the tolerance of these devices is much more severe than standard PCs. C1 provides two types of memory:

1. Flash Memory. OEMs design Flash memory into their hardware to store binaries of their OS images. It is non-volatile which means it does not need a constant supply of power. It accesses and transfers data relatively slowly compared to DRAM since it is limited by Read/Write constraints. Flash comes in a number of different form factors such as 80 pin SIMMs (Single Inline Memory Module), PC Cards, Flash Disks, and Compact Flash cards.
2. DRAM (Dynamic Random Access Memory). DRAM accesses and transfers data very quickly but requires constant power. DRAM is used to store commonly used data so the processor can access it without waiting. Some Network Hardware devices use sections of DRAM to store things like IP tables. There are many different form factors such as DIMMs (Dual Inline Memory Modules), RIMM, or SIMM. There are also variants within each form factor. DIMMs, for example, can have 72, 100, 144, 168, 184 or 200 pins. These can then be split into different access methods: 168 Pin DIMMs can be EDO, FPM, and SDRAM. These technologies are further enhanced with buffering or error correcting (ECC). Finally, the memory controllers in the Microprocessors can require the memory to be built in banks or configurations.



[www.championone.net](http://www.championone.net)

**Memory Product Line**

**Champion ONE**

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**Supported Network OEM Matrix**

<b>CISCO</b>							
800 Series	1000 Series	LS 1010	1600 Series	1700 Series	1800 Series	2500 Series	2600 Series
2600XM	2650 Series	2800 Series	3600 Series	3700 Series	3800 Series	MC 3810	4000 Series
4500 Series	4700 Series	7000 Series	7100 Series	7200 Series	7500 Series	7600 Series	7750 Series
10000 Series	12000 Series	AS 5200	AS 5300	AS 5400	Catalyst 3000	Catalyst 4000x	Catalyst 5000x
Catalyst 6000x	Catalyst 8540	PIX Firewall					
<b>NORTEL/BAY</b>							
AN/ANH	ASN/SN	ARN	BN/BCN	FRE	Passport		

**Sales and Information**

Champion Computer Technologies' memory products cost substantially less than the OEM's list price. Using our products, you can increase the overall savings on your network installation but not sacrifice quality. Volume purchase and private label opportunities are available. Contact your Champion Account Manager for a quotation on our memory products, our compatible and original GBICs, cables, and wireless solutions at 800-860-7466.

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