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What's New at 3Com|ON

Newly Enhanced, State-of-the-Art 3Com|ON Testing Center Opens

3Com®, a leader in global networking and telephony, recently opened their newly enhanced, state-of -the-art 3Com|ON™ (Open Network) Program Testing Center at its corporate offices in Marlborough, Massachusetts. The previous ON Testing Center, also located at 3Com's Marlborough headquarters, was no longer able to accommodate the growing numbers of ON Members who wanted to take advantage of the solution testing benefit offered to Premium and Optimum ON Members.

What is the 3Com|ON Testing Center?

The 3Com|ON Testing Center is where ON Members have the opportunity to work one on one with their own designated 3Com Test Engineer to validate their solutions with a variety of 3Com products for Telephony, Switching/Routing, and Security, to name a few.

Most ON Members use the 3Com|ON Testing Center to validate their products remotely, prior to coming on-site to run through formal testing. Some ON Members just rely on the Center for remote testing since they find it inconvenient to travel to Massachusetts based on their location or other extenuating circumstances.

Whereas it was formerly one large space, the Testing Center is now separated into two sections -- the "Testing Section" and the "Static Section."

Testing vs. Static

What's the difference?

The Testing Section is used in several instances. This is where ON Member solutions are kept while they are waiting to be completed, are under evaluation, or are currently under test. The Testing Section is also where connectivity is maintained for use in solution validation before on-site or remote testing can take place.

The Static Section is where ON Member solutions are moved to once they've completed all the relevant documentation, including application notes and a test plan. Once a completed solution has moved to the Static Section, the 3Com|ON Program requires that the ON Member provide the 3Com Test Team with a fully licensed version of their solution on a permanent basis. At any time thereafter, this completed solution is available to any 3Com employee for review.

Why Use the Testing Center?

The benefits are numerous. It makes life easier for 3Com and ON Members since the Testing Center mitigates the need for ON Members to purchase 3Com products for test purposes. But more importantly, it provides flexibility and shortens the time it takes to validate a solution from our 3Com ON Members. In addition, the Static Section of the Testing Center provides ON Members connectivity into the 3Com Corporate Executive Briefing Center. Says Ciaran O'Shaughnessy, On Program Technical Manager, "Moving our Testing Center gave us the added opportunity to tweak the layout so that now we can provide other internal 3Com teams with access to ON Member products."

The 3Com Corporate Executive Briefing Center

The Executive Briefing Center is where 3Com showcases 3Com products to potential 3Com customers. But, this is also the place where 3Com showcases specific ON Members' products. Not only does this increase the visibility of an ON Member's solution, but it also offers an incredible opportunity for the sales of an ON Member's solution as well.

Testing Availability

The Testing Center is available to all Premium and Optimum ON Program Members. They may schedule time to perform testing at any time, 24/7, based on availability with certain logistics and after-hours restrictions. As part of their ON Membership offerings, Premium and Optimum ON Members are allocated up to three days of testing at no expense whatsoever.

Staying Ahead of the Competition

Keeping up with technology can be daunting without some assistance. The 3Com|ON Program provides ON Members with the experience, knowledge and technology of recognized experts, helping them to stay far ahead of the competition.

For more information about the 3Com|On Program and the Testing Center, contact us at 1-866-709-1989, or email 3comon@3com.com.

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