



Who is Portwell, Inc.?

Portwell, Inc. founded in 1993, committed to advanced design and engineering expertise in electronics and mechanical with manufacturing integration capability. The effort to adhere to the world-class criteria in every aspect qualified Portwell as an Intel Applied Computing Platform Provider. With streamline access to the latest Intel technology, we deliver cutting-edge solutions to meet and exceed the demanding needs of market. Based on 815E and E7500/E7501 chipset, Portwell designed two Intel Proof of Concept appliance platforms. For more detailed information, please visit the web pages as follows:

<http://developer.intel.com/platforms/applied/eiacomm/value2/value2.htm>

<http://developer.intel.com/platforms/applied/eiacomm/perform3/perform3.htm>

Portwell provides system integration development experience, proven expertise in CPU board, chassis, thermal, power, and packaging, to create quality appliance platform with industry grade components for both ISVs and OEM customers.

Why Partner with Portwell?

Portwell offers industry-leading Communication Appliance platform solutions. They're easy to install and affordable, but also flexible and scalable to accommodate the future changes of your application. Portwell has great confidence to be the world number one in providing Communication Appliance Server platform based on the following facts...

- Provide full range of superior off-the-shelf appliance server solutions for one-stop source
- Design dedicated system for not only ultimate computing and communication performance but also ease of installation.
- Meet the target of time-to-market so as to reduce your sales cycle and also cost of doing business
- Increase the success of market penetration by highly flexible and scalable appliance platform
- Enhance your brand-name awareness through private-label branding service
- Focus on core competencies on embedded H/W technology and listen to your request

Why Portwell Communication Appliance?

- Allow ISV entering the market with shorter time-to-market and lowest cost for a complete platform
- Allow ISV offering end-users with Plug-and-Play solution.
- Allow ISV promoting solutions with own brand image exposure.
- Allow ISV concentrating on software development without hardware headaches.
- Allow ISV providing preloaded complete system instead of software only solution.

What is the design concept?

Portwell's Communication Appliances are robust hardware embedded platforms with Intel open architecture that enable the porting of a variety of security and management applications. Portwell appliance server architecture is designed to supply consistent, high-stability, and 24-hour continuous operation. The product family ranges from desktop appliance perfect for remote and branch office to high-performance rack-mountable appliances for enterprise and data center.

Benefits to Our Customers

- **Faster time-to-market**
Customer can port/develop their software to/on our ready-to-ship solution for time-to-market.
- **Better products scalability and coverage**
Select from our wide range of solutions to scale your products. Portwell not only provides board level solutions but system and peripheral level solutions as well.
- **Leading edge hardware innovation**
You can always trust the most leading-edge products from Portwell because of our dedication to hardware platform development.
- **Free of inventory and manufacturing hassle**
Independent software vendors can team up with Portwell to provide solutions to system integrators or end-users without manufacturing and inventory hassles.

Product Differential Analysis

Item	Portwell	IPC vendor	Motherboard vendor
Design concept	Communication Appliance	General IA application	General commercial
Components used	Industry/Server Grade	Vary	Volume for consumer
Flexible Ethernet Ports (2 - 10)	Dedicated Ethernet card	PCI add-on card	PCI add-on card
Front-side access Ethernet ports	Yes	Vary	No
Ethernet performance	Optimized	Poor	Poor
Embedded storage (DOM/CF)	Yes	Vary	No
Headless console	Yes	Vary	Not available
Typical length	11" ~ 15" (depth)	>16" (depth)	>22" (depth)
Friendly LCD with keypad interface	Yes	Vary	Vary
Safety and EMC report	System available	Vary	Vary
Tailor-designed I/O ports	Yes	No	No
Embedded Linux support	Yes	Vary	Vary
Branding service	Yes (small volume)	Vary	Need big volume order
Thermal/Ventilation design	Yes (neat cabling)	Vary	Vary

What Value-added services will Portwell offer?

- Hardware platform development**
- Scalable and flexible appliance platform easy for Build-to-order business demand
 - The minimum 3-year H/W lifecycle maintenance
 - Dedicated and embedded system design for not only reliability but also ergonomic advantage
 - Advanced thermal design to assure product stability
 - Provide HDD, CF, and DOM storage solution
 - Watchdog timer prevents the software lockup
 - Redirect to console BIOS allows user to operate system through serial port
 - Validated with embedded Linux and FreeBSD
 - Load factory-default mechanism
 - Multiple listing available on CE, FCC, and UL
- Manufacturing**
- In-house design, engineering, manufacturing, system integration to assure comprehensive quality and revision control
 - ISO 9001 certified manufacturing facility
 - Flexible to accept low- to high-volume requirement
 - Manufacturing guide to flaw-less assurance
 - Integration service for OS loading
- Private-label branding**
- Custom BIOS splash screen
 - Chassis desired color and Private-logo bezel printing
 - Private branded packaging
 - Data label with production number control , EMC and Safety mark
 - Drop-shipment for global logistic service

