

Rackmount.IT vs. Palo Alto

Palo Alto Rack mount kit comparison

SKU	Vendor	Compatible appliances	MSRP
PAN-ION-1200-C5G-RACKTRAY	Palo Alto	ION-1200-5G	€ 96,-
PAN-ION-1200-C-RACKTRAY	Palo Alto	ION-1200-LTE	€ 96,-
PAN-ION-1200-RACKTRAY	Palo Alto	ION-1200	€ 96,-
RM-PA-T11	Rackmount.IT	ION-1200 series	€ 129,-
PAN-ION-RACKTRAY-1200-S-C	Palo Alto	ION-1200-S series	€ 192,-
PAN-ION-RACKTRAY-1200-S-C5G	Palo Alto	ION-1200-S series	€ 192,-
RM-PA-T12	Rackmount.IT	ION-1200-S series	€ 129,-
PAN-PA-400-RACKTRAY	Palo Alto	PA-440/450/460 (Single and dual)	€ 201,-
RM-PA-T7	Rackmount.IT	PA-440/450/460 (Single)	€ 129,-
RM-PA-T10	Rackmount.IT	PA-440/450/460 (Dual)	€ 169,-
PAN-PA-400-POE-RACKTRAY	Palo Alto	PA-415 / PA-445	€ 201,-
PAN-PA-5G-RACKTRAY-ANT-CABLE	Palo Alto	PA-415-5G (Antenna cables included)	€ 287,-
PAN-1RU-SMALL-RACK4	Palo Alto	PA-450R / PA-455	€ 192,-
RM-PA-T8	Rackmount.IT	PA-415	€ 129,-
RM-PA-T9	Rackmount.IT	PA-445 / ION-3200*	€ 129,-
RM-PA-T14	Rackmount.IT	PA-450R / PA-455*	€ 139,-
RM-PA-T6	Rackmount.it	PA-410	€ 129,-

*Compatibility to be verified soon.

Apart from the price, there are a couple of advantages that we provide, compared to the SonicWall version:

Rackmount.IT	Palo Alto
2 Post	4 Post – most customers may not want 4 post.
Easy 3-minute installation	Hard and heavy installation
Light weight +/- 1 – 1,5 kg	Heavy +/- 4kg
Clean / smooth powder coated metal	Sharp edges
Custom cut-outs for ventilation	Ventilation not taken into consideration
Custom fit for appliance	One size fits all (not that well)
Tightly secured power supply	Power supply still loose after securing
Push-out for SMA-cables and easy fixation	Difficult fixation method
Clean / smooth front plate	Open front with appliance visible
Full PA portfolio coverage	Partial portfolio coverage
Compact shipping dimensions	Bigger shipping dimensions
High margins	No margins
Customizable for large projects	Off the shelve only



Figure 1: RM-PA-T11



Figure 2: RM-PA-T7

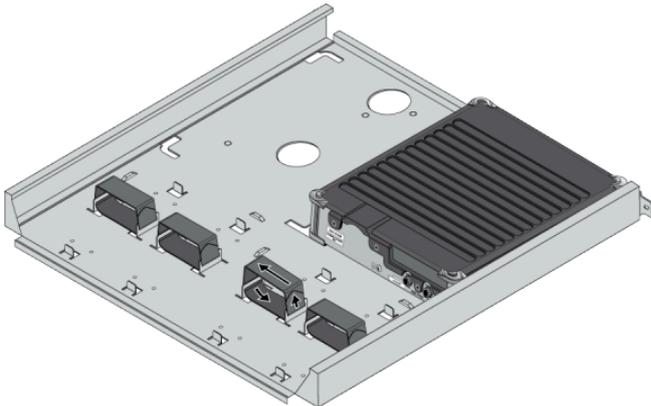


Figure 3: PAN-PA-400-RACKTRAY

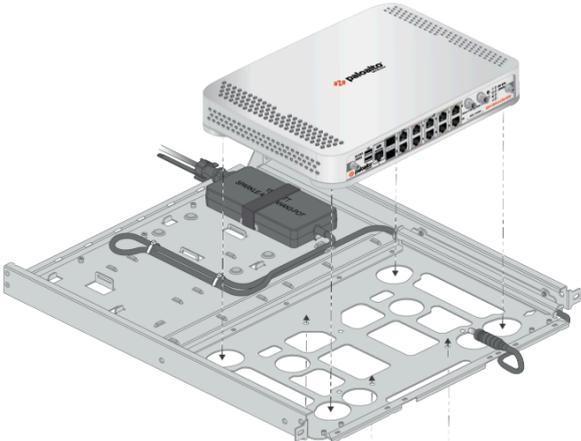


Figure 4: PAN-IRU-SMALL-RACK4