Managed Services – Customer Premises Equipment (CPE)

Empowering Service Providers to Simplify SIP Trunking and Business Voice Service Offerings for Enterprise Customers by Delivering a Secure, Reliable and Flexible CPE Solution

Sonus enables service providers to elevate their Managed Service Offerings – including Session Initiation Protocol (SIP) Trunking and Business Voice Services – with a Customer Premises Equipment (CPE) Solution that provides them with opportunities to drive new revenue streams, become a trusted advisor and improve customer intimacy.

Enterprise customers looking to deploy Voice only or Unified Communication (UC) Services can find the process to be a complicated endeavor. They can quickly become overwhelmed as they search for a solution that delivers:

- **Performance:** high quality of service
- **Reliability:** high availability
- **Interoperability:** third-party vendor interworking
- **Security:** Distributed Denial of Service (DDoS)/Denial of Service (DoS) protection, toll fraud prevention, topology hiding and encryption
- **Investment Protection:** seamless integration with existing multi-vendor equipment, including PBXs, analog fax and Dual Tone Multi-Frequency (DTMF)/Integrated Voice Response (IVR) solutions
- **Network Management:** identify network issues early by enabling troubleshooting/issue resolution to avoid the network being adversely affected

Service providers (SPs) can step in and simplify a customer's deployment. Today, most SPs offer a breadth of capabilities from SIP Trunking and Business Voice to complete Managed Services including UC.

Advantages for the Service Provider

- **Improved Customer Experience:** better customer service and service quality for the end customer, with capabilities such as integration with Lync/Skype for Business presence feature functionality
- **Drive Revenue with Value Added Services:** provide the infrastructure and interworking needed to deliver and capitalize on a breadth of services, including analog and TDM to SIP interworking and multi-media UC Interworking
- **Reduced Troubleshooting Complexity:** a single point of demarcation and greater control over the CPE device
- **Standardization:** reduce management and maintenance complexity; quickly and easily push software updates onto the CPE device

Advantages for the End Customer

- **Single Point of Demarcation:** reduced complexity; simplicity in managing the network
- **Security:** provide an added layer of protection by hiding your network topology from unauthorized users
- **Reliability:** guarantee that legacy equipment (including analog fax and PBXs) will work with new service offerings
- **Reduced Costs:** controlled and predictable operational expenses; reduce capital expenses by avoiding an in-house buildout of your UC network

Sonus Managed Services CPE Solutions

Sonus Managed Services CPE solutions make it easy for service providers to create more secure and flexible solutions that today's businesses and enterprises demand:

- SIP Trunking and Access Managed Services
- UC Managed Services, Hybrid and Branch Survivability
- Voice Managed Services

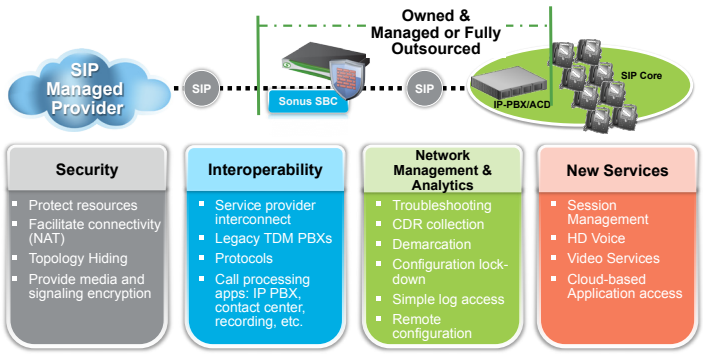

Figure 1: Sonus SBCs sit at the border of each managed network, acting as a firewall and traffic cop.

Sonus' Managed Services CPE Solution Offerings

Platform	Benefits

Sonus SBC 5000 Sonus SBC 7000 Sonus SBC SWe	**SIP Trunking and Access Managed Services**
	• SBC 5000 Series, SBC 7000, SBC SWe
	  • SIP centralization and termination
	  • Transcoding
	  • Traffic management
	  • DDoS/DoS attack prevention
	  • Topology hiding
	  • Skype for Business integration

Sonus SBC 1000 Sonus SBC 2000	**UC Managed Services**
	• SBC 1000, SBC 2000
	  • SIP and Time Division Multiplexing (TDM) termination/interworking
	  • Signal interworking
	  • SBA & RBA features
	  • DDoS/DoS attack prevention
	  • Topology hiding
	  • Skype for Business integration
	  • Analog fax integration

	Voice Managed Services
	• Tenor Series
	  • Integration of analog voice infrastructures with Voice over IP (VoIP) networks
	  • Any-to-any connectivity between analog, H.323 and SIP devices
	  • Support for higher capacity analog ports integration (i.e., fax, analog lobby phones, etc.)

About Sonus Networks

Sonus brings intelligence and security to real-time communications. By helping the world embrace the next generation of Cloud-based SIP and 4G/LTE solutions, Sonus enables and secures latency-sensitive, mission-critical traffic for VoIP, video, instant messaging and online collaboration. With Sonus, enterprises can give priority to real-time communications based on smart business rules, while service providers can offer reliable, comprehensive and secure on-demand network services to their customers. With solutions deployed in more than 100 countries and nearly two decades of experience, Sonus offers a complete portfolio of hardware-based and virtualized Session Border Controllers (SBCs), Diameter Signaling Controllers (DSCs), Network-as-a-Service (NaaS) capabilities, policy/routing servers, and media and signaling gateways.

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