

[simplified]  
**Interworking**

[maximize]  
**Investments**

[enhanced]  
**Security**

[unmatched]  
**Reliability**



 **Sonus**<sup>®</sup>

 **Skype for Business**

Millions of users are currently using Microsoft Skype For Business and Lync on-premise deployments for Unified Communications (UC) - traditionally the Instant Messaging and Presence (IM&P) and collaboration capabilities have drawn enterprises into the Microsoft Unified Communications and Collaboration world. Voice is becoming an increasingly important part of Skype For Business and Lync deployments - Microsoft UC deployment consultants have recently stated that more than 50% of their new business includes Enterprise Voice. With the support for hybrid Enterprise Voice in Skype For Business this number is rapidly increasing.

Whether inside or outside the four walls of the enterprise, Microsoft Skype for Business enables users to communicate securely and stay connected with colleagues and customers, from virtually wherever they choose.

**Stay in touch anywhere. Use the device you want. Communicate in the right way. Extend Skype for Business meetings outside your organization.**



## Maximizing Enterprise Voice Deployments

When it comes to cutting-edge Unified Communications technology from Microsoft, your choice of session border controller (SBC) may dictate whether that software will help optimize productivity or become a constant source of frustration.

These powerful network devices are critical in securing, controlling, maximizing QoS, and enabling services (like SIP trunking and E911) in a Microsoft Skype for Business Enterprise Voice deployment.

While SBC adoption rates continue to illustrate the value of this technology, not all SBCs are created equal. As a Microsoft Gold Communications Partner, Sonus helps enterprises optimize Enterprise Voice deployments by securing SIP trunking services at the network border and providing a more seamless flow of SIP-based multi-vendor media for UC.

## Wide-Ranging Media Support

Sonus SBCs provide a wide range of support for different media types because they don't rely on off-the-shelf solutions for media processing. Instead, Sonus creates its own firmware, which allows Sonus to responsively add additional media types as needed, without waiting for a vendor to come along with a solution.

[maximize] Investments

## Multi-vendor Interoperability

Sonus SBCs are deployed throughout the world in a variety of environments, supporting Enterprise Voice with Microsoft and a wide range of IP-PBXs and legacy TDM-PBX systems in different configurations. Sonus

has a broad range of compatibility and interoperability in the industry. No matter what your legacy situation is or how you're transitioning to Skype for Business, Sonus has you covered.

## Centralized Policy Management

Sonus SBCs can be centrally managed. Whether an enterprise (or service provider) needs two SBCs or 20, a single set of policies and configurations can be established one time and sent to all locations with one action, which means lower expenses for IT and better/faster results for users.

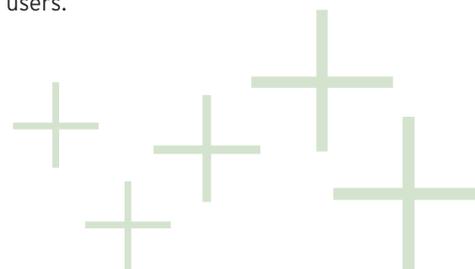
[simplified] Interworking

## Exceptional Transcoding Performance

Often voice calls aren't in the same codec. Sonus SBCs have a separate processing architecture of media transcoding and transrating, so the overall performance of the SBC doesn't take a "hit" when high volumes of

processor-intensive transcoding are happening.

Whatever the transcoding load, the encryption/security and the routing modules are unaffected. Additionally, this functionally separated architecture makes it easier and less expensive to add more processing power for a specific function, without requiring the enterprise or service provider to upgrade other parts of the SBC that are adequately provisioned.



## Cloud Connector Edition (CCE) for Cloud PBX

Microsoft Cloud PBX requires the deployment of the Microsoft Cloud Connector Edition to connect SIP services into Cloud PBX for Enterprise Voice. For many small to mid-size customers, deploying and maintaining Microsoft CCE can require significant engineering effort. Sonus SBC 1000 and SBC 2000 models offer an optional on-board Cloud Connector Edition (running on an integrated Application Services Module), alleviating the need for customers to supply a Hyper-V Virtual Server and providing a Graphical User Interface to vastly reduce the complexity of deployment, maintenance, and operation.

[enhanced]  
**Security**

### Maximized Resiliency and Protection

Keeping the “lights on” is important in any network environment. In an Enterprise Voice environment, it’s critical. Sonus SBCs are designed to provide high availability, enabling calls to be

completed even under peak conditions.

For larger deployments, Sonus SBCs can be deployed in pairs (in what’s called Active-Active mode) to provide load balancing and even high availability. Sonus SBCs can additionally balance the call load across multiple mediation servers, to keep the network up no matter what. Resiliency can really come into play when a network is compromised by a Denial of Service (DoS) attack. Such an attack can cripple an enterprise’s voice services by simply overloading servers with malicious incoming IP traffic.

Sonus SBCs offer sophisticated real-time firewalling and the use of techniques such as Virtual LAN (VLAN) tagging, which drops the malicious packets and allows legitimate traffic to continue on to the network unimpeded. So the enterprise stays online and productive!

### Encrypted Communications

Keeping sensitive enterprise conversations away from eavesdroppers is the role of encryption in an Enterprise Voice deployment. The SIP standard itself uses plain text signaling, so nefarious parties on the Web may be able to intercept a SIP-based call.

With a Sonus SBC and its support for AES encryption (128-bit), potential eavesdroppers aren’t able to make heads or tails of a conversation they might be able to otherwise listen in on. And Sonus’ SBC architecture – which separates encryption processing tasks to their own processor architecture within the SBC – allows real-time encryption processing to take place without causing slow-downs in other SBC functions, such as call routing or media processing.

[unmatched]  
**Reliability**

### Rapid Recovery

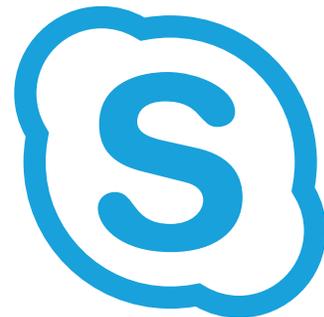
Outages happen. Hopefully (and in most cases) not very often, but in real life they do happen. Sonus SBCs are built to make the disruption of an outage a minor rather than a major event. For example, Sonus SBCs typically include redundant power supplies,

so a failure of a power supply can be handled without a hitch. And if something external to the SBC causes the outage (such as an outage of the enterprise WAN connection), Sonus SBCs are ready.

Sonus SBCs continually monitor the health of the network, “pinging” other nodes in the network to ensure that links are up and running. If a failure occurs, the Sonus SBC automatically attempts to find alternate routes to complete calls without the end-user ever knowing that there’s a problem. In branch sites, the Sonus SBC can automatically reroute calls to the PSTN (or even to a mobile network) when the IP network goes down, giving the user the service she needs without disruption.

### Survivability for Branch Sites

It’s the role of the Survivable Branch Appliance (SBA) to provide resiliency and survivability for Skype for Business Enterprise Voice branch sites. When a branch’s communications are provided through a Skype for Business server in the central site, the loss of Wide Area Network (WAN) connectivity can leave branch offices with neither internal nor external communications capabilities. Whether you need branch office survivability through a PSTN or 3G/4G connection, Sonus has you covered.



Skype  
for Business

# Industry's Broadest Portfolio of Microsoft Qualified SBCs

Since 2011, Sonus has experienced an unprecedented growth trajectory for our industry. Our focused execution on SIP-based solutions has further enhanced our market position, resulting in the industry's fastest growing and broadest portfolio of Session Border Controllers.

## Unmatched Breadth of Services and Support

Your network needs to be operational when you need it, even on the weekends and outside of normal business hours. Not all vendors can do that. But Sonus knows how vital your network is to the success of your business. Whether you need a little help or a lot, onsite support or remote assistance, count on Sonus Global Services to be there for you. We offer flexible SBC Implementation and Support Services to help you get more from your SBCs in less time – when you need it most.

Feature	SBC SWe	SBC 7000	SBC 5210	SBC 5110	SBC 2000	SBC 1000
Session count (max)	Unlimited	150,000	64,000	10,000	600	192
Independent performance verified						
Microsoft Skype for Business qualified	✓	✓	✓	✓	✓	✓
Encryption (TLS, SRTP, IPsec)	✓	✓	✓	✓	✓	✓
DoS/DDoS protection	✓	✓	✓	✓	✓	✓
SIP interworking	✓	✓	✓	✓	✓	✓
H.323 interworking	✓	✓	✓	✓	✗	✗
TDM interworking	✗	✗	✗	✗	✓	✓
PBX interop	✓	✓	✓	✓	✓	✓
Media transcoding	✓	✓	✓	✓	✓	✓
Embedded routing engine	✓	✓	✓	✓	✓	✓
Centralized policy enforcement	✓	✓	✓	✓	✓	✓
Integrated Cloud Connector Edition Appliance	✗	✗	✗	✗	✓	✓

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