

# SONUS PRODUCT AND SERVICES BULLETIN

## External Announcement

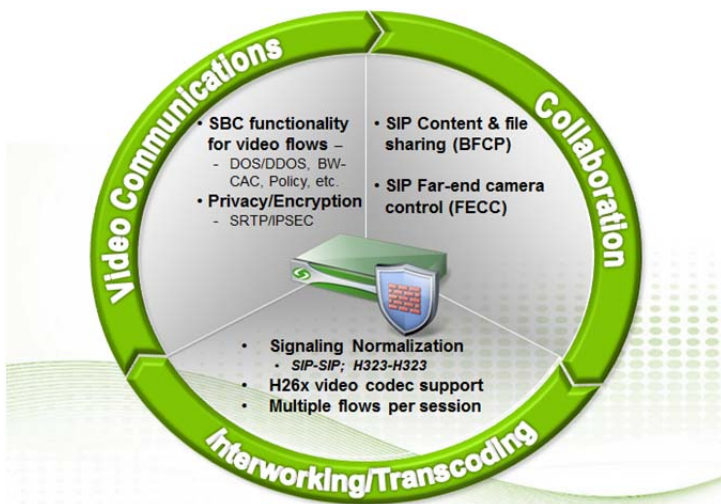


ISSUED: 26 September 2013

### Release 4.0 of the Sonus SBC 5000 Session Border Controller Series

**Relevant to:** Sonus Partner Assure Select Distributors and Select Direct Partners Sales, Finance, Order Admin, Global Services and Marketing

Sonus Networks is introducing Release 4.0 of the SBC 5000 Session Border Controller Series, inclusive of new software and hardware enhancements. **This material is being provided under NDA until November 6, 2013; the confidentiality of this material remains in place beyond the NDA lift date.**



With this release, Sonus is delivering the industry's first true multi-media SBC, with support for voice, video and collaboration.

The new features and functionality of this release significantly expand market opportunities for Sonus and its partners, enabling Sonus to strongly compete and win in areas not previously addressable. With Release 4.0, Sonus addresses customer requirements today while driving innovation for the future; it is a clear demonstration of Sonus' continued leadership in market vision and strategic execution. Release 4.0 will be available on the Sonus SBC 5110, SBC 5100, SBC 5210 and SBC 5200 Session Border Controllers.

#### Key Dates:

| Date                      | Event   | Description  |
|---------------------------|---|--|
| <b>September 26, 2013</b> | Briefing packets available for Select Distributors and Select Direct Partners under NDA | Release 4.0 overview, SKUs, pricing, how to order, etc.                                  |
|                           | Sonus SMEs available for one-on-one NDA discussions                                     | Informational session to address questions from Distributors and Partners                |
| <b>October 30, 2013</b>   | NDA webinar for Partner Assure Select Distributors and Select Partners                  | Informational webinar for Partner Assure Select Partners to learn more about Release 4.0 |
|                           | Partner bulletins distributed   | Bulletins are distributed to Partner Assure Select Partners                              |
| <b>November 6, 2013</b>   | External partner and customer facing launch   | Webinar for customers and partners   |
|                           | Release 4.0 SKUs available in the Partner   | Channel partners can use the systems to pre-   |

|                          |                                     |  |
|--------------------------|-------------------------------------|--|
|                          | Configurator                        | order Release 4.0 ahead of general availability  |
| <b>November 25, 2013</b> | General availability of Release 4.0 | Shipment of orders begins; software downloadable |

### Key Release 4.0 Enhancements

| Feature  | Why it Matters   |
|--|--|
| <b>Video Support</b>                                   | <p>Open new market opportunities with video; true multi-point</p> <ul style="list-style-type: none"> <li>• Hosted/OTT video services</li> <li>• Peering – interconnect for video</li> <li>• Enterprise SIP trunking and Unified Communications</li> </ul>  |
| <b>Lync 2013 Qualification</b>                         | <ul style="list-style-type: none"> <li>• SBC and Lync qualification testing is essential for support from Microsoft</li> </ul>   |
| <b>Increased IP Multimedia Subsystem (IMS) Support</b> | <p>Continued enhancements for access SBC; bridging endpoints into the IMS core. Features include:</p> <ul style="list-style-type: none"> <li>• Authentication <ul style="list-style-type: none"> <li>– Support for GPRS-IMS-Bundled Authentication</li> </ul> </li> <li>• Support for Outbound Procedures</li> <li>• Support for MMTel Supplementary Services <ul style="list-style-type: none"> <li>– Transparency for headers and message-body</li> </ul> </li> <li>• RCS Enablers (Phase 1) <ul style="list-style-type: none"> <li>– Enhanced Address Book</li> <li>– RCS-e</li> <li>– Support for multiple contacts per AoR</li> </ul> </li> </ul>   |
| <b>Security Enhancements / JITC Certification</b>      | <p>JITC certification is a requirement to sell into the U.S. DOD and is an enabler of sales into other U.S. Federal Government Departments. Application level security hardening features are being added to the SBC 5000 Series that will benefit all customers. Enhancements include:</p> <ul style="list-style-type: none"> <li>• Password complexity, aging</li> <li>• Session timeout</li> <li>• SNMPv3</li> <li>• Capability to generate RSA key pairs and certificate requests</li> <li>• Support for OCSP (Online Certificate Status Protocol)</li> <li>• Event Logs</li> <li>• Last Login times</li> <li>• Defend against brute-force OAM password guessing attempts</li> <li>• Ignore Neighbor Discover Redirect for IPv6</li> </ul> |
| <b>Embedded PSX (ePSX)</b>                             | <p>Full PSX capabilities embedded on the 5000 Series hardware platforms. The ePSX is the Sonus PSX software deployed within the Sonus SBC 5000 series hardware platform. The pairing of ePSX within Sonus' industry-leading SBC 5000 series platform further differentiates the SBC in the market by providing significantly advanced policy functionality which is deployed in the same platform as the SBC 5000 – lowering operational costs dramatically versus other SBC solutions.</p> <ul style="list-style-type: none"> <li>• Accelerates application integration</li> <li>• Operational efficiencies: Lowers CapEx and OpEx</li> </ul>   |
| <b>Serviceability and Supportability enhancements</b>  | <ul style="list-style-type: none"> <li>• Improve customer experience and reduce operational costs</li> <li>• Save time and effort in determining where problems are, reducing MTTR</li> </ul>  |

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## Product Overview

### Sonus SBC 5200 and SBC 5210 Session Border Controller

The Sonus SBC 5200 and SBC 5210 provide customers with the best of both worlds: voice codecs, routing and call control in a simple 2U, easily managed solution. The SBC 5200 can be used in a variety of deployment scenarios – access (to provide SIP trunking), peering (between service providers) or as a very large enterprise premise SBC. It scales from 250 to 64,000 sessions and is available in a high availability (redundant) configuration. Unlike competitors' equipment, the SBC 5200 and SBC 5210 is a premium SBC with full hardware redundancy, advanced SIP Message Manipulation, and advanced Denial of Service protection built in.



### SBC 5200 and SBC 5210 Target Customer

Many enterprises want to converge their voice and data networks by migrating from leased TDM lines to SIP sessions to enable simplified network operations, improved ability to enable productivity applications and cost savings. However, enterprises are also reluctant to completely cut the cord on dependable connections and risk IP-based real-time session communications. The SBC 5200 and SBC 5210 is the perfect solution for medium to large corporations moving to SIP trunking and a real-time Unified Communications infrastructure (including video).

Service Providers have embraced SIP as their peering and access protocol. Tier 1 & 2 service providers with more than 10,000,000 subscribers are looking for a cost-effective, feature-rich and scalable platform. The SBC 5200 provides access and peering features at a scale that competitors cannot match. This leads to a short ROI timeframe and makes the SBC 5200 and SBC 5210 a valuable solution for this segment.



### Sonus SBC 5100 and SBC 5110 Session Border Controller

The Sonus SBC 5100 and SBC 5110 provide customers with the best of both worlds: voice codecs, routing and call control in a simple 2U, easily managed solution. The SBC 5100 and SBC 5110 can be used in a variety of deployment scenarios – access (to provide SIP trunking), peering (between service providers) or as a very large enterprise premise SBC. It can scale from 250 to 10,000 sessions and is available in a high availability (redundant) configuration.

Unlike competitors' equipment the SBC 5100 and SBC 5110 is a premium SBC with full hardware redundancy, advanced SIP Message Manipulation, and advanced Denial of Service protection built in.

### SBC 5100 and SBC 5110 Target Customer

Many enterprises are looking to converge their voice and data networks by migrating from leased TDM lines to SIP sessions to enable simplified network operations, improved ability to enable productivity applications and cost savings. However, enterprises are also reluctant to completely cut the cord on dependable connections and risk IP-based real-time session communications. The SBC 5100 and SBC 5110 is the perfect solution for medium to large corporations moving to SIP trunking and a real-time Unified Communications infrastructure (including video).

Service providers have embraced SIP as their peering and access protocol. Tier 2 & 3 service providers supporting 50,000 to 10,000,000 subscribers are looking for a cost-effective, feature-rich and scalable platform. The SBC 5100 and SBC 5110 provide access and peering features at a scale that competitors cannot match. This leads to a short ROI timeframe and makes the SBC 5100 and SBC 5110 a valuable solution for this segment.

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## Pricing and Licensing Overview

New SKU and pricing information is available in the Sonus Partner Assure Class C price list which may be obtained from your Sonus Channel Account Manager. Discounts are available for all Partner Assure Select Partners whether buying direct from Sonus or through our Select Distributors.

## Implementation & Maintenance

The existing SBC Implementation Services Packages (Basic, Advanced, Advanced with Project Management) are applicable to the Sonus SBC 5000 Series. Additionally, in conjunction with SBC Release 4.0, Sonus will introduce SBC ePSX Implementation Services Packages for Enterprise (HA Standalone, HA Replica, Standalone and Replica). For Service Description documentation, please refer to the SBC 5000 Series area of the Sonus Partner Portal.

Maintenance pricing will align to available SonusCare Maintenance programs. Please refer to the Services area of the Sonus Partner Portal for information on SonusCare.

## Training Services

Sonus Education Services will be offering Release 4.0 online training for the following courses. They are available on-demand and free of charge through the Sonus Partner Portal after November 6, 2013.

- **What is Video?:** This is an introductory course to video, its impact on today's networks and the unique requirements of video in enterprises.
- **SBC 5000 Series Licensing Structure:** This course explaining the licensing structure for the SBC 5000 Series has been updated for Release 4.0.
- **SBC 5000 Series Deployment Course:** This course, which examines deployment scenarios for the Sonus SBC 5000 product portfolio, has been updated for Release 4.0.
- **SBC 5000 Series Product Architecture Course:** This course, updated for Release 4.0, provides a technical overview of the Sonus SBC portfolio.

Sonus Education Services is designing online product focused content on the ePSX. The following courses also provide background on customer identification and qualification.

- **L100 PSX Product Training update:** This course provides foundational information about the Sonus PSX.
- **L200 Where to Sell Policy – Enterprise:** This course focuses on how to sell Sonus Policy solutions into the enterprise.

### For More Information Contact:

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