

Business Collaboration for SME's

SMEs want unified, simplified communications that will enable them to be competitive and serve their customers better, but they want these capabilities implemented in a solution that's flexible, does not have costly administrative / training requirements and fits inside tight, risk-averse capital budgets. Adding Avaya networking solutions to an IP Office deployment can simplify operations, while at the same time; provide the reliable, scalable, energy efficient infrastructure needed for cost-effective, seamless communications.

Business Collaboration for SMEs Checklist:

- Connect and collaborate 24x7 – Are you interesting in improving application availability?**
SME's are looking for advanced communications features to enable them to be more productive and improve their ability to serve customers. Having 24x7 access to these applications starts with a reliable networking infrastructure. Avaya networking products excel in the most demanding converged environments. With innovations such as the resilient Avaya Stackable Chassis Architecture, SMEs can deploy simple resiliency mechanisms without breaking the bank.
- Certified plug and play edge operations – Are you interesting in reducing manual provisioning?**
With limited IT resources, SME's require communications solutions that are easy to manage. Adding Avaya networking to an IP Office deployment simplifies ongoing adds, moves and changes to IP phones. 3rd party testing conducted by Miercom showed that when an Avaya IP phone is connected to an Avaya Ethernet Switch, the phone is operational in just over a minute through auto provisioning capabilities for both the IP phone and the attached Ethernet port. Furthermore, in a stack of Ethernet switches, out of the box units can be replaced and brought on line with the appropriate software and configuration within 2 mins without impacting traffic and without requiring any user intervention. All this ensures less time is spent on manual tasks at the edge.
- Enterprise features at SME prices – Are you interested in getting more for less?**
Many of the competitive SME Ethernet Switches offer slimmed down features and functionality. One of the values of Avaya networking is that critical functionality such as Avaya Stackable Chassis will be enabled on SME edge products; offering SME customers levels of operational simplicity, resiliency and scale not available with competitive offerings at similar price points.
- Control costs and save money – Are you interested in solutions that will save money in the long term?**
Avaya Networking offers a range of features to allow SMEs to control costs and ultimately save money. Our Ethernet edge switches are up to 50% more energy efficient than competitive solutions. This combined with features to simplify edge operations, a lifetime warranty offer, and the most cost effective support services in the industry ensure costs are kept low for the life of the product. Avaya unified branch solutions can further reduce costs by offering integrated functionality such as survivable voice gateway, security and routing functions within in a single device.
- Purpose-built solutions for SME – Are you interested in a custom solution that can grow as you grow?**
With a range of solutions in the Avaya Networking portfolio, SMEs of different sizes can deploy cost-effective networks that make sense for their business. The ability for certain Ethernet switch models to operate without a fan, enables deployment in open environments such as hotels, classrooms and retail shops – where quiet operation is a must. To ensure the network can grow with the business, Avaya's Stackable Chassis Architecture offers the ability to add ports and scale bandwidth at the network edge quickly and easily.

Plan for Success with Avaya's Business Collaboration Solution for SMEs

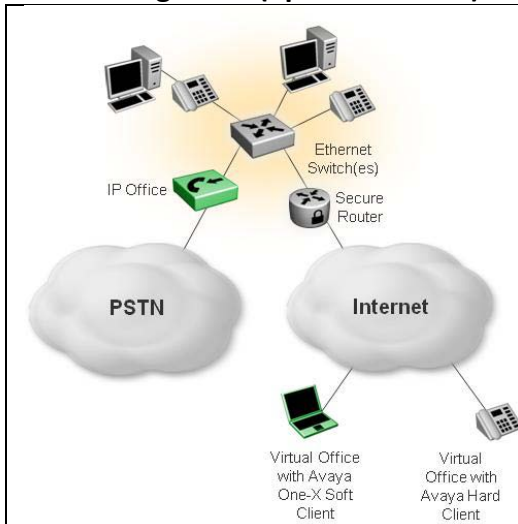
Avaya networking offers functionality unparalleled in third party devices to complement your IP Office Sale. Make sure that your customer has the right foundation to enable simplified, unified communications with solutions that are reliable, secure, efficient, scalable and cost effective.

Did You Know?

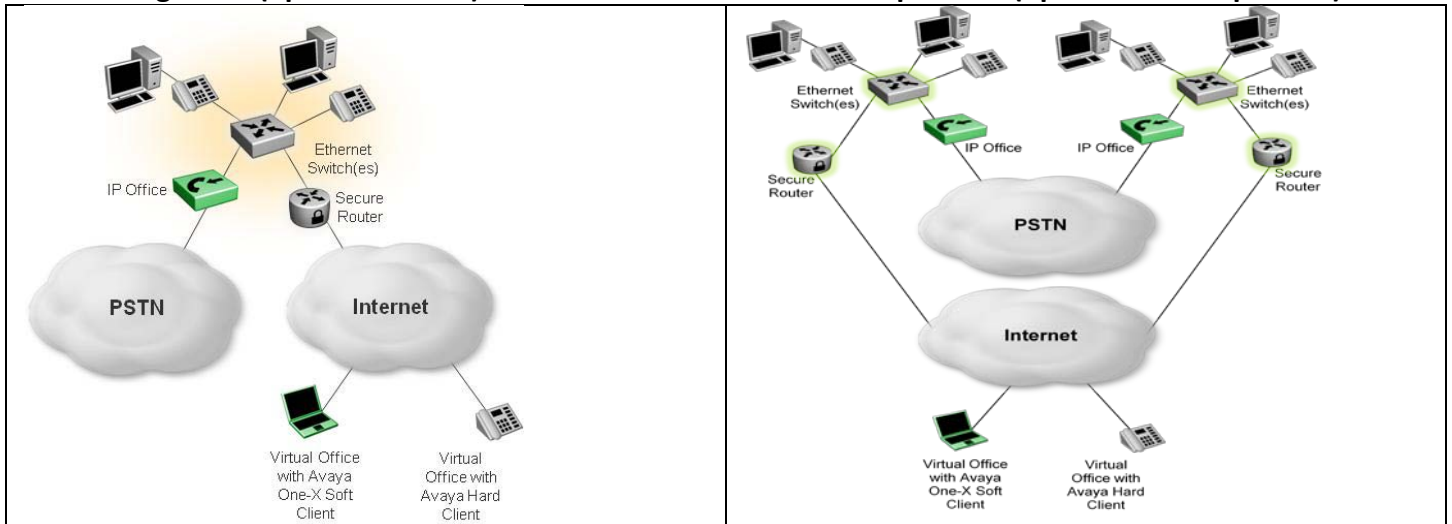
- Avaya was the first vendor to bring true resiliency to Ethernet networks. We were the first to market with true resilient stacking and we were the first to market with a "Spanning Tree" free resiliency mechanism called Switch Clustering which offers 20 millisecond recovery from failures without any blocked ports.
- Avaya Ethernet Routing Switches (ERS) offer 'certified' plug n' play that simplifies connectivity of Avaya 9600 IP phones and other wired devices. IP phones are operational within a minute of being plugged in.
- Avaya networking products provide better performance and up 50% lower TCO than competitive solutions.
- The Secure Router can consolidate wide-area network access, IP routing, SIP gateway, IPSec VPN and stateful firewall in a single cost-effective device.

Reference Architectures

Single site (up to 100 users)



Multiple sites (up to 100 users per site)



Networking Products

Switching (common options listed)

5-100 users FE connectivity	ERS 3526T ERS 3526T-PWR+	AL3500?01-E6 AL3500?11-E6
5-100 users GE connectivity	ERS 3510GT ERS 3510-GT-PWR+ ERS 3524GT ERS 3524GT-PWR+	AL3500?04-E6 AL3500?14-E6 AL3500?05-E6 AL3500?15-E6
48-ports or <100 users GE connectivity	ERS 4548GT ERS 4548GT-PWR	AL4500?04-E6 AL4500?14-E6
48-ports or <100 users GE connectivity (SFP+ for Gig to 10 Gig migration)	ERS 4850GTS ERS 4850GTS-PWR+	AL4580?78-E6 AL4800?88-E6

Routing (common options listed)

No VPN requirement	SR 1001 SR 1002 (non VPN)	SR2101E001E5 SR2101007E5
VPN requirement	SR 1002 (VPN) SR 2330 - IPSec Module - ADSL2+ Module - 1 x T1/E1 Small Module	SR2101011E5 SR0002E03E5 SR0004055E6 SR0004060E6 SR0000005E5