

# REALITY CHECK

application solutions for your world

## Patton SmartNode™ Delivers IP Telephony for Middle-East Royalty

### His Royal Highness,

the Crown Prince of Abu Dhabi recently purchased a portion of the Queen's royal gardens in a secluded corner of the United Kingdom. The Middle-Eastern Sheik would develop the property into a private country residence to serve as a setting for his royal duties and diplomatic events. At the entrance of the expansive gardens an old gatehouse would serve the staff. At the far end, the Prince commissioned a new residence. As construction neared completion, the Prince made plans to visit his new country residence and meet with international dignitaries.

### Critical Connection.

With kitchens in each building, and a five-minute walk between, the domestic staff would depend on constant communication by phone. For a successful house warming, phone service between the two buildings was a must. The systems integrator installed a Private Branch Exchanges (PBX), in each building. Phones were up and running at the old gate house where the local provider

had previously installed Public Switched Telephone Network (PSTN) service. The challenge would be delivering service to the new residence--before the clock ran out.

*When the Crown Prince of Abu Dhabi needed a communications link at his country residence, Patton's SmartNode came to the rescue with an Inter-PBX trunk solution.*

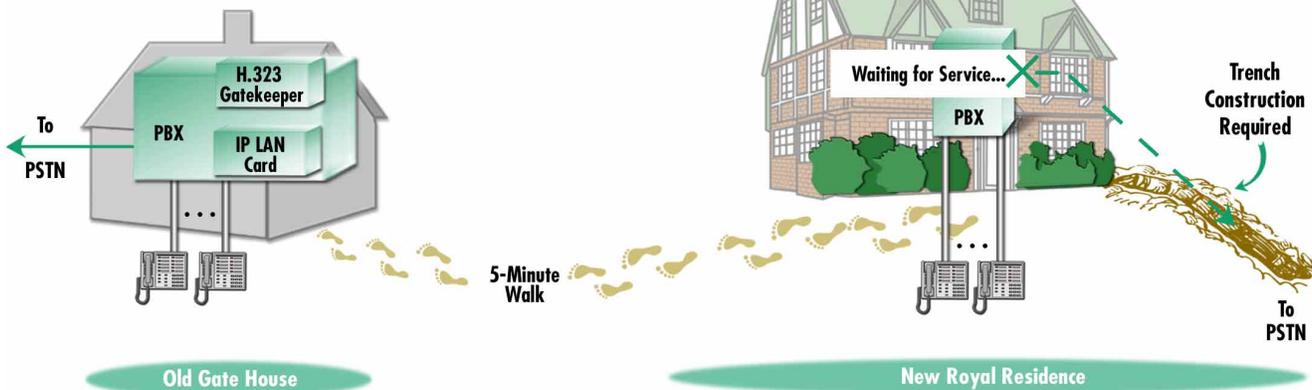
### Still Waiting...

Intending to link the PBXs through the PSTN, the integrator had long since ordered the required ISDN 2e BRI service. Now, with just five days until the Prince's arrival, the integrator anxiously waited for the service provider to deliver. A trench would also be necessary to install the new Telco cables. Yet as time ticked away, the integrator observed that the installation team had not even shown up yet, much less begun breaking ground. Needing a speedy solution, the integrator called for help. So Chris Gray at Ozone Networks rushed to the rescue.

### Quick Fix.

Working fast, Chris installed a wireless IP LAN between the two buildings establishing an effective, low-cost communications link. Fortunately, the gate-house

## Before Patton Solution



## Key Benefits of IP Telephony with Patton SmartNode

### ✓ Lower Your Costs

- Eliminate Telco Installation Costs
- Remove Recurring Monthly Line Charges
- No More Long Distance Charges
- Leverage Existing Infrastructure

### ✓ Quick & Easy Deployment

- Avoid Waiting for Service Provider Installations
- Simple & Flexible Configuration
- Compatible with ANY Broadband Technology (Cable, DSL, Wireless, Frame Relay, PPP, etc.)

### ✓ Interoperable & Standards Compliant

- Connect to Any ISDN or Analog POTS Network--Worldwide
- H.323 Compliant Gateway
- Interoperable with H.323 Gateway
- Standard SNMP Support

### ✓ Retain Control of Your Network

- Lets You Leverage Your Legacy Voice Equipment
- Set up Your Own QOS

PBX came equipped with an IP LAN card. However, as it turned out, the PBX at the new residence did not. So how would Chris complete the **Telephony-over-IP** connection? With all other systems in place, and the big day fast approaching, the pressure mounted to a dizzying peak.

### SmartNode to the Rescue.

Quickly, Chris took mental inventory of his stock. As he visualized one of the Patton SmartNode 1400 Multi-Port BRI VoIP/ToIP Media Gateways ready and waiting on his shelf, Chris realized his problem was solved. Because it offers both IP LAN *and* ISDN trunk connections, the SmartNode could easily integrate legacy PBX technology with state-of-the-art IP communications.

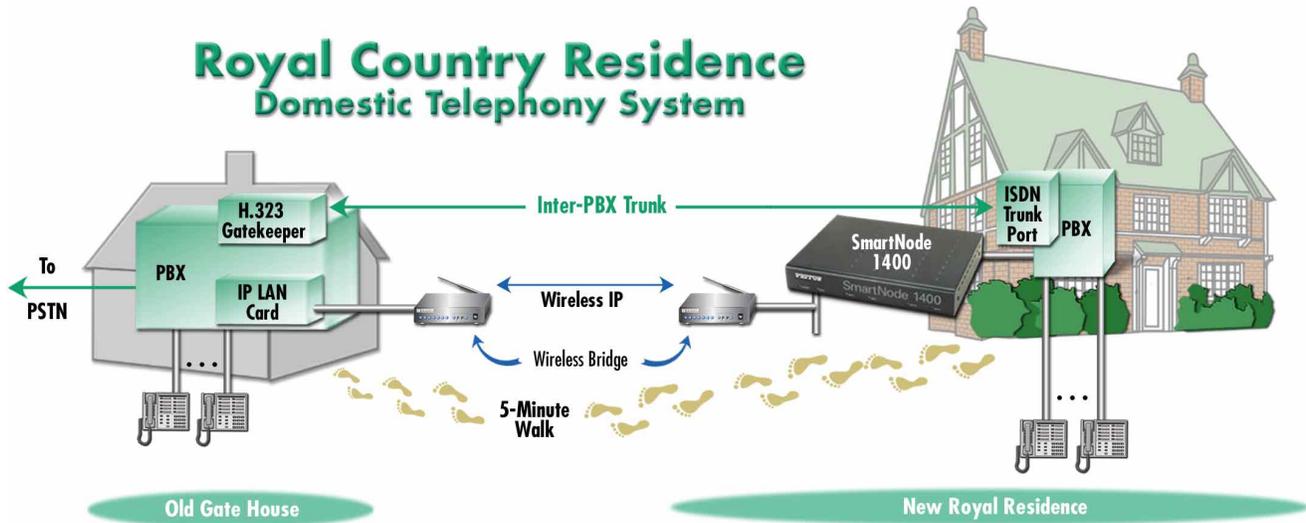
integrated calling capabilities among all phones on the property. SmartNode's flexibility and ease of configuration allowed Ozone Networks to practice out-of-the-box thinking, bypass the PSTN service provider and its long service delays, and implement a creative working solution---FAST.

*"When project deadlines depend on timely service delivery, all too often the integrator is at the mercy of the Telco provider. Without Patton's SmartNode, we would have missed the big day. SmartNode gave us a way to pass calls across a private trunk. SmartNode's advanced VoIP software, and multi-vendor support delivered a critical inter-PBX link, with almost no lead-time."*

*Chris Gray, Ozone Network*  
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### Epilogue.

On the scheduled day, the Prince arrived at his residence and met with his distinguished guests. On the agenda for diplomatic communications... the recently publicized "Road Map to Peace" for the Middle East. With regard to voice communications on the royal premises using IP Telephony... all the phones are working.



### Working Smart.

Chris installed the SmartNode at the Prince's new Residence, connecting an ISDN trunk port to the PBX and routing an IP port to the wireless LAN. To create the Inter-PBX link, Chris configured a logical connection between the SmartNode's H.323 IP telephony software and the H.323 IP PBX in the gate house. By defining the SmartNode's ISDN port as the master clock source, the SmartNode was able to provide an inter-PBX trunk over a private IP link — eliminating any need for the undelivered PSTN service. Finally, allocating a range of extension numbers to the SmartNode, Chris enabled

### SmartNode IP Telephony Products:



**SmartNode 4110/4520 Series**  
 Analog FAX/FXO VoIP/ToIP  
 Access Gateways & Gateway

**SmartNode 2300/2400**  
 Modular VoIP/ToIP Access  
 Gateways & Gateway  
 Routers



**SmartNode 1200/1400**  
 Digital BRI VoIP/ToIP Media  
 Gateway



### About Patton

Patton Electronics Company is a US manufacturer and marketer of data communications products, including IP Telephony (VoIP/ToIP) gateway and routers, Remote Access Products (V.92, V.90, K56Flex, V.34+, and ISDN dial-in), Last Mile/Local Loop Access Products (T1, E1, and xDSL modems, DACS, NTUs and CSU/DSUs), Multi-Service Access Products (Voice, Intranet, Extranet, and Frame Relay access), and Connectivity Products (interface converters, short range modems, multiplexers, and data line surge protectors). Patton Electronics is an ISO 9001 certified and BABT approved manufacturer. Patton products are CE marked.



Extending, Converting & Converging

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