Patton and Cablecom Deliver Business VoIP and Data Service for Euro-ISDN Customers

Switzerland's largest triple-play and cable-network service provider was expanding. With residential TV, Internet and telephony services in place, Cablecom wanted to increase their subscriber base and grow their business by offering business-class VoIP and data service for small to medium

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enterprises (SMEs). With the vast majority of Swiss businesses substantially invested in classic ISDN PBX systems, Cablecom needed a VoIP solution that would enable the operator to deliver ISDN BRIs to the customer premise over the existing copper and fiber network-access lines.

The challenge. Very few manufacturers offer a working, stable VoIP CPE solution with ISDN BRI interfaces and SIP signaling support. For Cablecom (as with any provider) CPE cost is the primary expense driver in rolling out a service. So price/performance was a key factor in the business case.

Deciding factors. Cablecom had already installed backbone routers from another leading U.S. network-equipment manufacturer and deployed their CPEs for SME data service. So Cablecom initially considered BRI VoIP CPE solutions from that vendor. However, the cost-per-unit—not including the manufacturer's required paid support contracts—was too high to support the business model. Furthermore, the alternate supplier (whose products carry 80% of the world's network traffic) only

SmartNode™ Business VoIP Solution for Cablecom's connect PBX Service
Zero-Cost Inter-office Calling that Leverages Existing ISDN PBX Phone Systems

Cablecom Credentials

◆ Largest Swiss triple-play provider for residential TV, Internet and telephony

◆ Number One Swiss Cable TV provider

◆ Number Two Swiss Carrier

◆ A UPC member company

cablecom business

offers BRI gateways in modular form factors—too bulky and cumbersome for deployment on SME premises.

"Partnering with Patton-Inalp enabled us to establish our voice service at the highest level of quality."
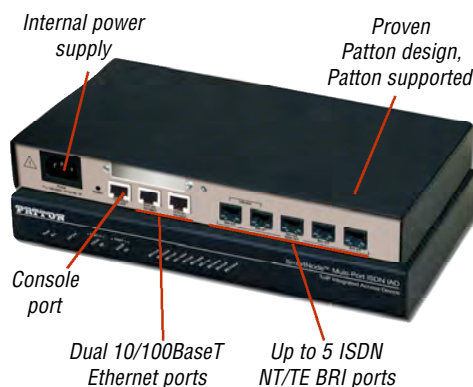**Sascha Jooss, Product Manager, Cablecom**

In contrast, Patton, offers outstanding price-performance, with time-tested stability, and interoperability in a compact standalone form factor—the SmartNode™ 4630 4-to-8 call BRI VoIP Gateway. SmartNode also features touchless deployment, secure IPSEC-encrypted voice and data, plus dial-backup and IP Link redundancy for survivable business communications. Finally, Patton includes lifetime technical support free with every product purchased.

Smooth. "The evaluation and rollout went very smoothly," according to Sascha Jooss, Voice Product Manager for Cablecom. Apparently, the ten years Patton has invested in continuously developing SmartNode technology have resulted in a stable product. As Mr. Jooss puts it, "the products are working so reliably that the management never hears from them—that is a good sign."

No worries. As Patton's customers often say, once you've configured it and it's up and running, no one has to touch a SmartNode CPE ever again. That level of reliability means Cablecom can focus on promoting their VoIP service, and

SmartNode™ Model 4630 Series 3 or 5-Port BRI So Gateway Router

The award-winning Model SN4630 delivers voice quality so clear it satisfies the demanding standards of business-class ISDN users!

Internal power supply — Proven Patton design, Patton supported

Console port

Dual 10/100BaseT Ethernet ports — Up to 5 ISDN NT/TE BRI ports

SmartNode™ Feature Highlights

✔ Rich ISDN feature set includes AOC, CLIP, CLIR, UD64, MSN, DID and overlap dialing

✔ High performance T.38 FAX

✔ Secure VoIP-over-VPN encrypted voice & data with IPSec 256-bit AES/DES Strong encryption

✔ IKE for automatic key management

✔ Dynamic IP addressing with DHCP & DynDNS

✔ NAT, Firewall and PPPoE

"As a businesss service provider we require innovative technology with the highest level of reliability, and Patton's SmartNode hits both targets."
Sascha Jooss, Product Manager, Cablecom

developing new services for their business customers.

The future is now. By providing classic legacy interfaces and protocols as well as state-of-the-art and emerging technologies—along with outstanding price-performance—SmartNode enables Cablecom to provide full investment protection for their business customers' existing ISDN telephony systems, while offering the economic and technical advantages of IP-based next-generation communication—now and in the future.