

REALITY CHECK

application solutions for your world

SmartNode™ Delivers VoIP-over-VPN Network with Secure, Encrypted Voice for 1200-Site Retail Chain

Patton adapts cost-effective network solution for German retailer in only a month.

When one of the world's largest information technology companies started to design the network for an established German retailer, they knew the challenges that lay ahead. The requirements were straightforward, yet time was limited and competition for the bid was heating up. The German retailer wanted to connect over 1100 stores to the headquarters, while saving costs without sacrificing security. Patton had just the product – the dependable SmartNode™ – that could meet all terms for the customer.

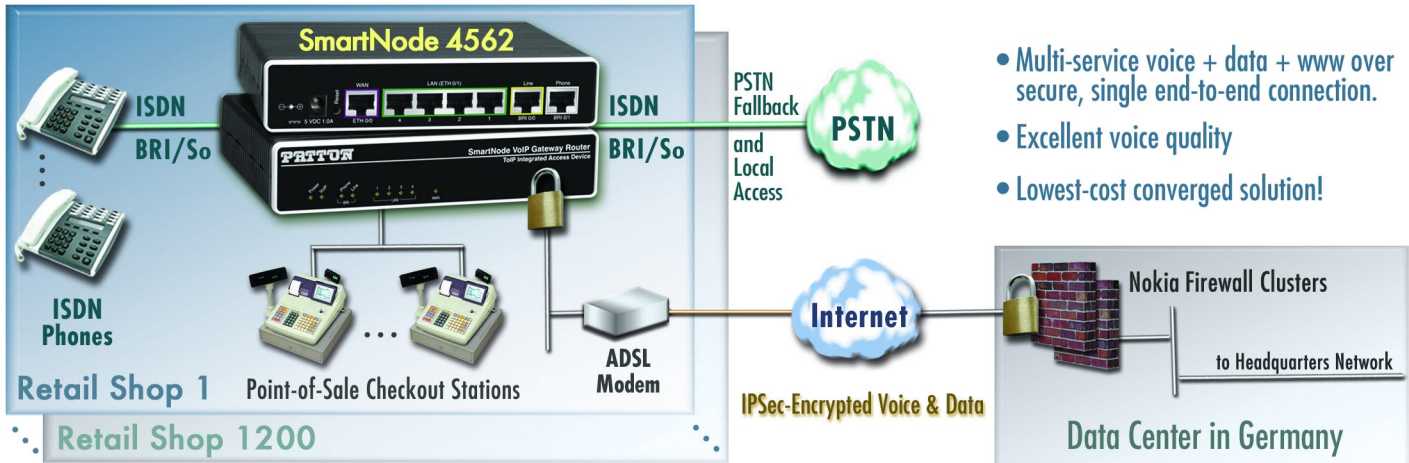
The network solution had to provide secure and reliable voice and data communication between all stores and the central administration sites. The network also had to provide intranet and Internet access, telephony and point-of-sale connectivity. Along with the technical requirements, the overall solution needed to optimize the total cost of ownership.

The critical component. Building on established industry leader and third party products, it became clear very quickly that one of the critical components in the design would be a CPE installed in each store. The CPE needed to have:

- Dependability
- Feature-rich VoIP capabilities
- Voice quality of the highest standards
- ISDN interfaces for existing network and terminal connections
- Secure, encrypted Voice-over-VPN
- Interoperability with the selected softswitch and VPN server components – a Vocaltec SIP Server and a Nokia Checkpoint VPN Server.

SmartNode™ Enterprise Solution for German Retail Chain

Converged ISDN VoIP and Data Network with PSTN Breakout



- Multi-service voice + data + www over secure, single end-to-end connection.
- Excellent voice quality
- Lowest-cost converged solution!

Key Benefits of SmartNode™ Enterprise Solutions

Reduce Operating Expenses

- ✓ First-Line Stability and Reliability
- ✓ Rich set of business-class features
- ✓ Excellent voice quality over the Internet (comparable to ISDN)
- ✓ State-of-the-art Security

Powerful VoIP products

- ✓ Interface combinations to fit any network
- ✓ Call numbering that adapts to suit any customer
- ✓ Scalable solutions from 2 to 120 calls

Flexible VoIP Partner

- ✓ Open communication with Patton engineering & manufacturing
- ✓ Quick response to change requests and special features
- ✓ Free Tech Support in all phases... from design to refine

Adaptable, Flexible ... That's Patton.

Patton is always willing and able to adapt SmartWare and SmartNodes to meet customer needs, as in the case of the German retailer and Patton's SmartNode 4562.

ACHIEVEMENTS

FAST

Completed all changes and adapted the SmartNode 4562 in just one month

CAPABLE

Specially modified the SmartNode 4562 with hardware acceleration for encrypted voice and data with Voice-over-VPN

COMPETENT

Implemented complete Internet Key Exchange (IKE) functionality so that the SmartNode was fully interoperable with the Nokia VPN Server

RESPONSIVE

Accomplished the customer's initial goal in limited time, and also solved many little problems along the way to ensure that the complete solution

Conclusion. Overall, Patton won the bid against strong competition with two international networking companies. The large German retailer is now taking on SmartNodes as the primary product line for all VoIP gateway and routing applications. As a result of this success in Germany, Patton is working on several follow-up deals. Patton held up to the challenge and created a secure and viable solution for the large German retailer, while saving money and calming network security concerns. By selecting Patton's SmartNode™, the company now has reliable VoIP connectivity without having to worry about cost or security.

Beating Business Challenges

CHALLENGES

Retail is a tough business characterized by such challenges as:

- Fierce price competition puts pressure on gross margins
- Rent, wages and utilities can reduce actual profits
- Operating expenses often push profits down to single-digit territory

SOLUTION

A converged, state-of-the-art voice-and-data network cuts operating expenses:

- Eliminates tolls on inter-office calls
- Streamlines maintenance and reduces overhead

The VoIP CPE is critical. Since cost savings are multiplied by the number of stores, CPE is the key cost driver for the overall network design. Installing **Patton's low-cost SmartNode 4562 CPE** delivers highly reliable, secure networking with advanced quality-of-service (QoS) -- while dramatically cutting the total cost of communications.

SmartNode 4562

ISDN Voice-over-VPN Router

KEY FEATURES:

- Integrates seamlessly into the infrastructure of existing networks
- Encrypts voice, signaling and data traffic over IP networks with Patton's Voice-over-VPN technology
- SmartNode IKE delivers enhanced security and ease-of-use
- Uninterrupted toll-quality voice over IP networks
- Full SIP and T.38 fax support



About SmartNode™ VoIP Solutions

The SmartNode™ family of converged solutions offers VoIP gateways and IADs scaling from 2 to 120 analog or digital voice ports for carriers and enterprises. The SmartNode™ product line covers the complete range of industry-standard interfaces, and provides comprehensive security features including IPsec and voice encryption. All SmartNode™ models include standard upstream Quality of Service (QoS) combined with Patton's advanced DownStreamQoS™ to ensure clear, uninterrupted voice over best-effort bearer networks. For more information, go to www.patton.com/voip.

About Patton

Patton is a multi-national manufacturer of voice and data-communications equipment for carrier, enterprise, and industrial networks worldwide. Incorporated in 1984, Patton markets a catalog of more than 1,000 products including **SmartNode™ VoIP** solutions that support SIP, H.323, and MGCP for analog and ISDN telephony; **ForeFront™** multi-service access infrastructure solutions for TDM and IP service delivery (T1/E1, G.SHDSL, xDSL, dial-up); **IPLink™** CPE solutions for last-mile/local-loop access (WAN routers, modems, remote access servers, NTUs, CSU/DSUs); **Copperlink™** Ethernet Extenders; and a full range of network connectivity **Micro-Products** (interface converters, short-range modems, multiplexers, surge protectors).



For more information or to request a free catalog, please contact:

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