



Introduction

BroadWorks VoIP communications application server enables service providers to offer a comprehensive portfolio of business communications applications and value added applications from a common network platform. BroadWorks delivers communication solutions that integrate video, fax, voice and email communications for businesses worldwide whether through IP PBX/Centrex, Mobile PBX, Business Line, and Trunking.

BroadWorks goes beyond connecting an IP pipe to a user. Its advanced calling features allow service providers the ability to offer innovative, compelling, revenue-generating solutions to businesses. For example BroadWorks offers service providers the power to provide their customers with the ability to dial to and from anywhere in the world without worrying about high-cost long distance charges.

Yet every VoIP Service Provider faces challenges as a complete overhaul of business's existing telephony infrastructure may not initially be the most desirable approach; there may be concerns over the initial capital necessary for purchasing new VoIP equipment, or, there may be concerns with trusting a new unfamiliar VoIP service provider, or even reliability concerns regarding the data connectivity necessary for VoIP calling.

Utilizing Patton's SmartNode Gateways gives you the ability to leverage your existing telephony equipment that would normally be incompatible in an IP environment. By installing a SmartNode Gateway, small and medium businesses around the world are adding benefits of a VoIP while continuing to use their existing legacy phone equipment and in many cases by keeping their trusted POTS lines for fallback.

The following sections contain strategies for VoIP Service Providers to implement a Patton SmartNode Gateway into BroadWorks VoIP applications.

SIP Trunking with a Legacy PBX

As the world moves to the cost-savings and added functionality of VoIP, many businesses are left behind because they are financially tied to their existing legacy equipment. Whether it's the cost of a new IP PBX and IP phones or simply the cost of not realizing their investment in their existing legacy PBX, many businesses cannot justify the investment necessary to be able to benefit from VoIP telephony.

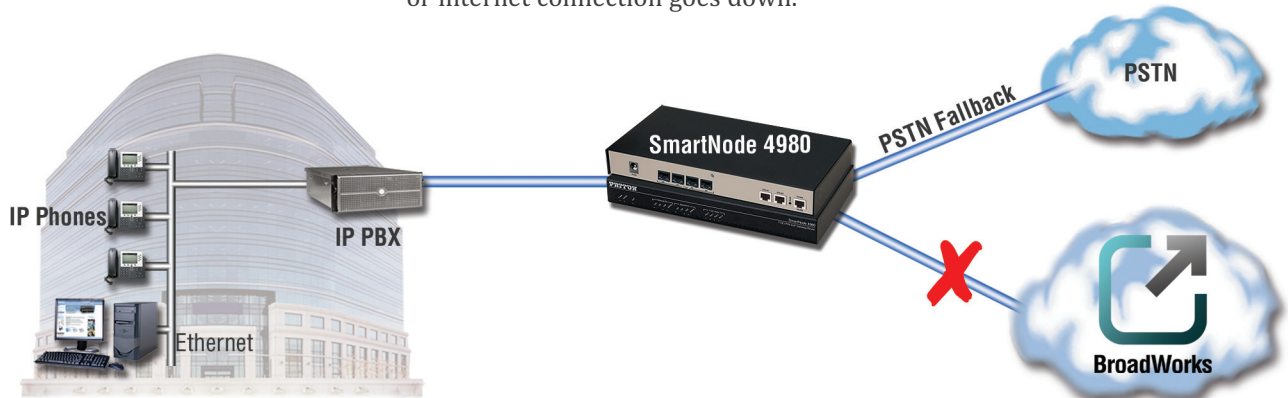


Fortunately there is a solution. Using a SmartNode Gateway you can provide the cost savings and added functionality of SIP Trunking to your existing Legacy PBX. As businesses transition, the Gateway also enables businesses to implement a hybrid solution with both a legacy PBX and an IP PBX so that businesses can transition to all-IP at their own pace.



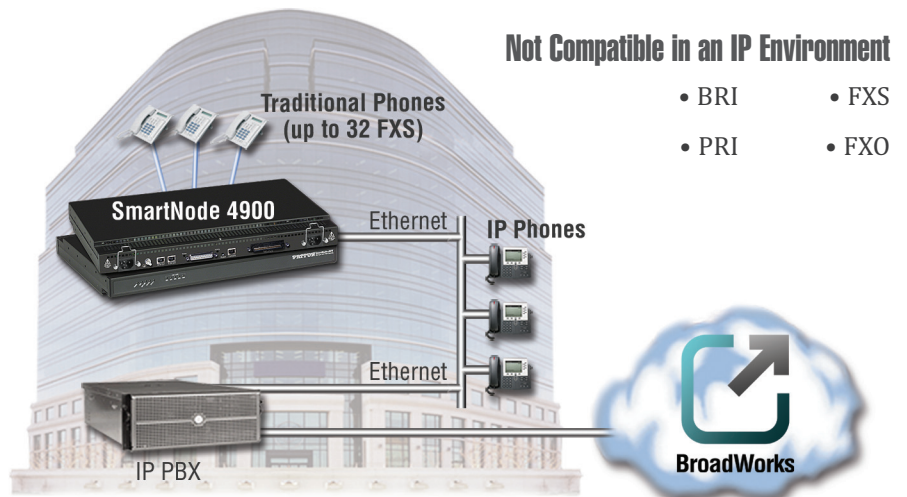
SIP Trunking with Fallback/Survivability

A SmartNode ensures business telephony continuity by setting their VoIP phone network up with survivability. A SmartNode VoIP Gateway can be used to fallback to the PSTN in cases where the Internet telephony service provider or internet connection goes down.



Connecting Incompatible Legacy Equipment

For many businesses, it may be advantageous to utilize legacy (analog or ISDN) telephones, fax machines, overhead paging speakers, etc. rather than replacing every single endpoint with a brand new IP device all at once. The SmartNode Gateway gives businesses the ability to connect this existing equipment to their IP environment.



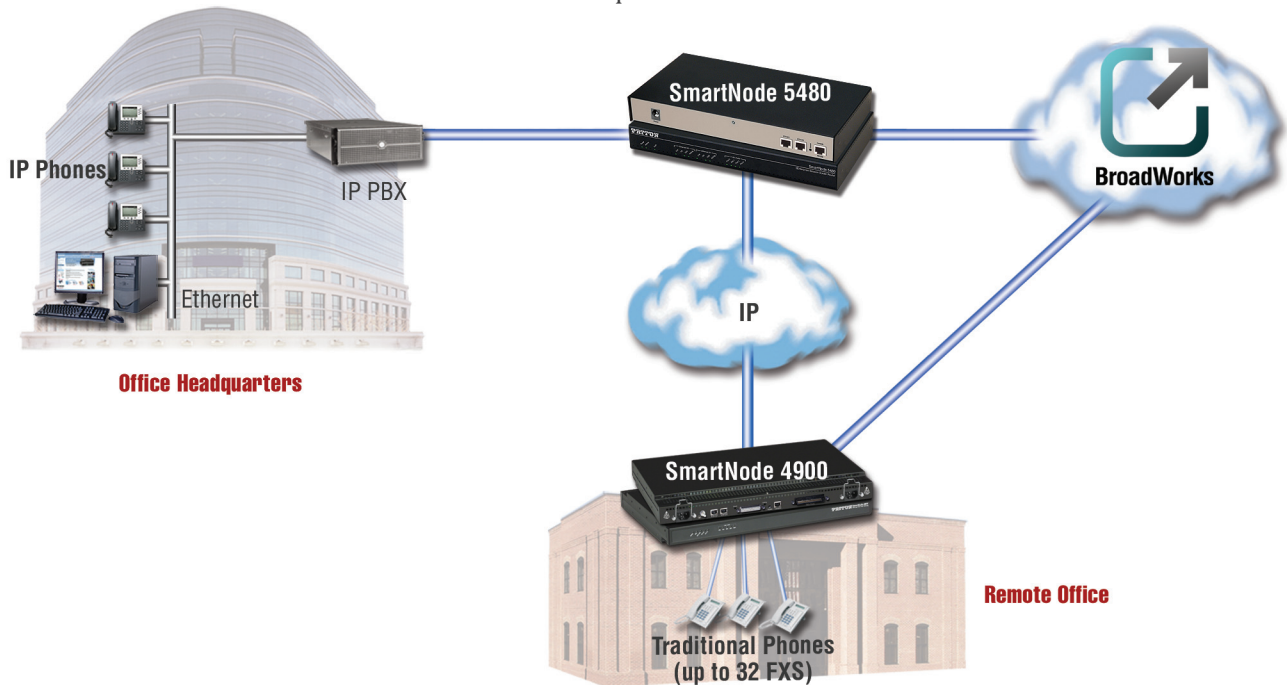
Not Compatible in an IP Environment

- BRI
- FXS
- PRI
- FXO

Connecting Remote Offices

The SmartNode Gateway can be used to connect analog, ISDN and IP telephony from a remote office to your IP PBX in your headquarters.

In addition, this sets your remote office up with survivability in case you lose connection to headquarters.



SmartNode VoIP Gateways

- Integrates IP and TDM communications
- Analog FXS/FXO, digital ISDN BRI and T1/E1/PRI Telephony Interfaces
 - 1 to 32 FXS/FXO
 - 1 to 8 ISDN BRI
 - 1 to 4 T1/E1/PRI
- 1 to 120 VoIP or fax call capacity
- Options for internal IP router, WAN interface and transcoding functionality
- Supports simultaneous SIP, H.323, ISDN and POTS calling—plus T.38 faxing



Why SmartNode with BroadWorks?

For more information visit:
www.patton.com/smartnode

- Located 10 minutes from Broadsoft headquarters
- Patton Quality and Reliability
- Industry-Best Customer Support (FREE)
- Proven Interoperability
- Robust Enterprise Feature Sets and Functionality
- Swiss Engineered. Made in the USA.

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