The Gateway to Microsoft® Lync™

Introduction

Implementing Microsoft Lync into small and medium businesses' (SMBs) existing networks can be challenging considering various pieces on their network that may not compatible or certified with Lync:

- Non-Compliant SIP Phones

- Non-Compliant IP PBX

- PSTN Lines

- Analog Phones
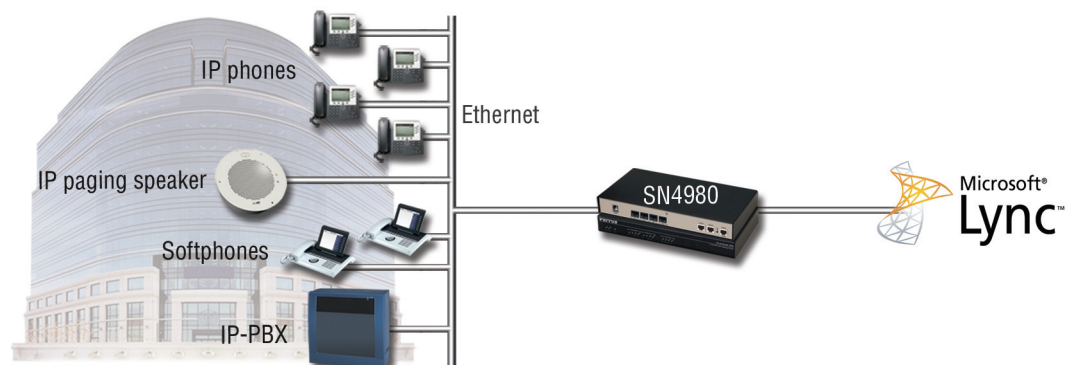
- ISDN Phones

- Fax

- PBX

Many SMBs want to install Lync but are prevented from doing so because of the costs of replacing their existing non-compatible equipment with new Lync-certified equipment. While others are just not ready to leave their trusted PSTN lines behind.

Patton offers SMBs in these situations a "gateway to Microsoft Lync." Now Microsoft Lync Certified, the Patton SmartNode VoIP Gateway gives SMBs the ability to connect otherwise non-compatible SIP endpoints, PSTN lines and legacy telephony to their Lync environment.

The following sections contain strategies for implementing a Patton SmartNode Gateway into your Microsoft Lync Environment.
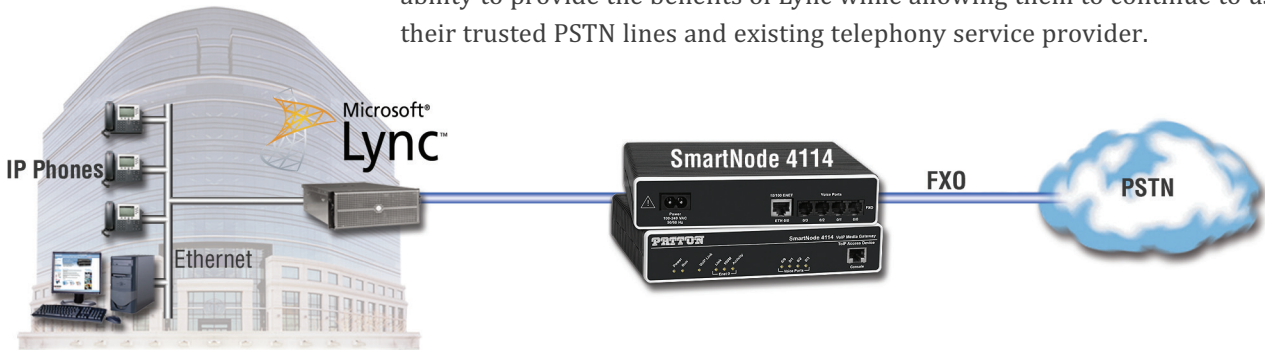
Connecting Non-compatible IP Equipment

Those who have already invested in IP equipment may find themselves in a bind as their recent investment might not be certified with Microsoft Lync. In this case, the SmartNode provides the "SIP to Lync" gateway between the non-certified (even H.323) equipment and Lync.

Solutions Overview

Gateway to PSTN

SMBs may have concerns with trusting a new unfamiliar VoIP service provider or the data connectivity necessary for VoIP calling. Offering Patton's SmartNode Gateways in conjunction with Microsoft Lync Server gives you the ability to provide the benefits of Lync while allowing them to continue to use their trusted PSTN lines and existing telephony service provider.
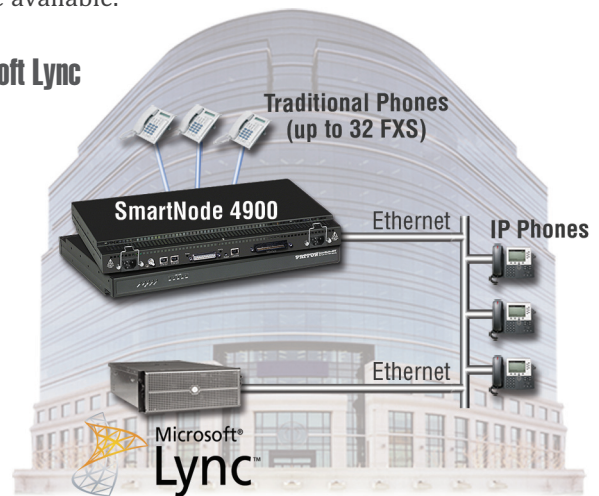

Connecting Non-Compatible Legacy Equipment

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 end-point with a brand new Lync compatible IP device all at once. The SmartNode Gateway gives SMBs the ability to connect this existing equipment to their Lync Server allowing them migrate to IP at their own pace as funds become available.
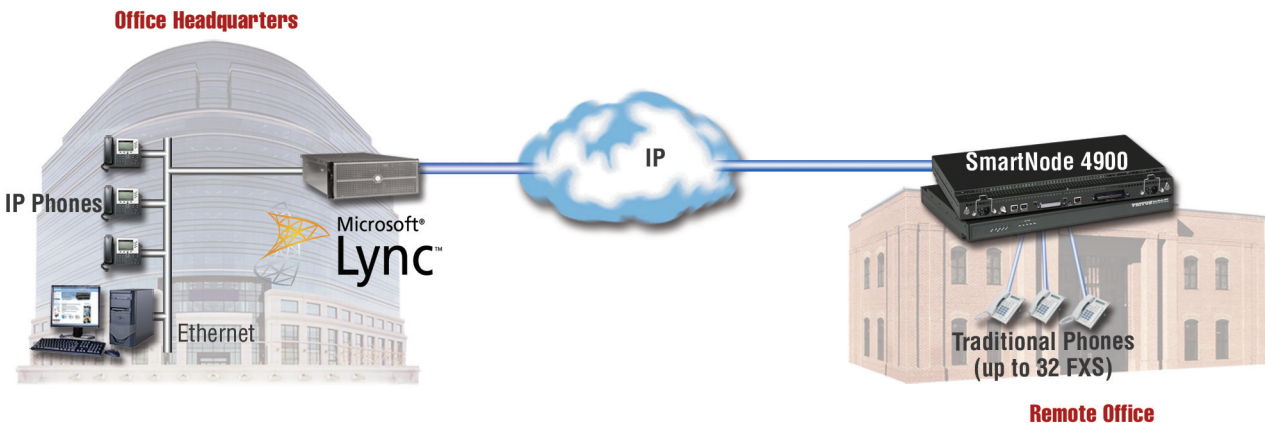
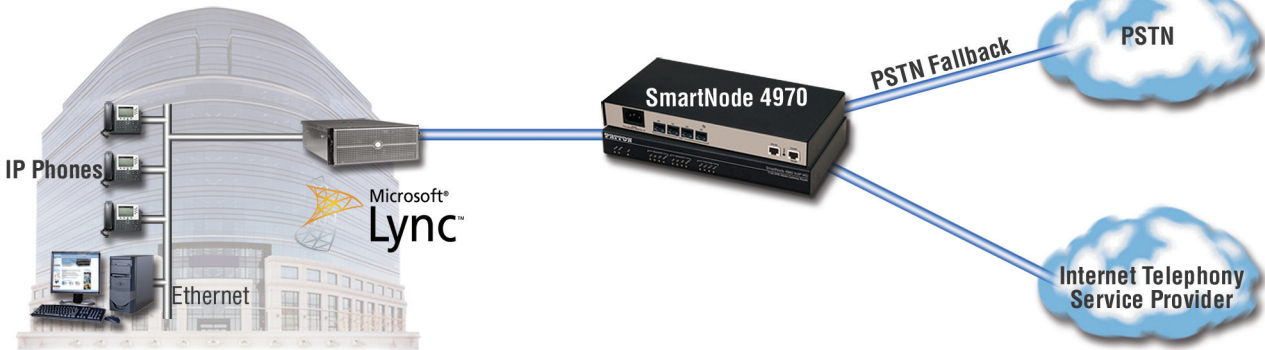### Not Compatible with Microsoft Lync

- BRI
- PRI
- FXS
- FXO

Connecting Remote Offices

The SmartNode Gateway can be used to connect non-compatible analog, ISDN and IP telephony from a remote office to your Microsoft Lync Server in your headquarters.

SIP Trunking with Fallback/Survivability

A SmartNode ensures SMB's 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.

IP Phones

Microsoft® Lync™

Ethernet

SmartNode 4970

PSTN Fallback

PSTN

Internet Telephony Service Provider

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?

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

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

First Microsoft Lync Certified BRI VoIP Gateway

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