Patton-ABP-Broadvox Alliance Launches VoIPReady™ Solutions Today at IP Sizzles

ABP's VoIPReady™ program delivers instant enterprise communications based on Patton's SmartNode™ VoIP CPEs and Broadvox SIP trunks, pre-configured for out-of-the-box turn-up.

SmartNode™ VoIP… more than just talk

GAITHERSBURG, MD and DALLAS, TX: Patton—the leader in business and carrier-class VoIP, network access, connectivity, and video surveillance equipment, joins ABP Technology—value-added distributor of IP Telephony and IP Video solutions—at the eighth annual IP Sizzles conference today to unveil and promote the new VoIPReady™ offering.

With ABP's VoIPReady™ program (see example solution), integrators and resellers can attract new enterprise customers and increase profits by delivering survivable, value-added SIP-trunking solutions that essentially bootstrap themselves.

VoIPReady end-customers can realize the cost savings and worker productivity of survivable SIP-based communications, while preserving and leveraging existing voice equipment such as Key Systems or PBX-based phone systems.

"It's like getting a new business phone system-in-a-box," said Robert Messer, president of ABP, "that connects with all your existing phone equipment. The new phone lines are 100% SIP-based, offering all the advantages of IP telephony… lowered costs, richer features, teleworking capabilities—everything with no headaches and no hassles."

"It is an easy way for a business to take the plunge," said Sean Gerrity, Patton Sales Director for North America and Japan. "In a relatively short time, the money saved with SIP trunking can fund future purchases toward all-IP communications, such as an iPBX or SIP-based hard or soft-phones."

VoIPReady delivers fully-provisioned, tested, and quality-assured SIP-trunking solutions based on Patton's SmartNode VoIP CPE products, pre-configured by ABP for interoperation with Broadvox SIP trunking services.

"ABP completely pre-configures and fully tests each VoIPReady solution on the carrier end before it ever ships," Messer explains. "VoIPReady solutions take all the complications out of customer-site implementation."

"VoIPReady basically makes system activation a no-brainer," Gerrity observes. "Once the elements are plugged in and turned on, the system sends a ping back to Broadvox, then it all lights up and starts working."

ABP's reseller partners can order new pre-configured lines, or get a block of temporary numbers to use right away—forwarding the old lines while waiting for the old telephone numbers to get ported.

To handle any network deployment issues on the customer end, ABP's trained staff of Patton Certified SmartNode Specialists offers first-line technical support to resellers or the end-customer's IT team.

"We like that SmartNode VoIP gateways, routers and IADs are manufactured in the USA," Messer adds. "The reliable high-quality of American-made products is a major feature for value-added resellers."

ABP, in strategic alliance with Patton, provides order fulfillment, pre-configuration and provisioning services that ensure timely, hassle-free delivery of SmartNode products throughout the Americas and Caribbean.

Held during 9–11 August in Dallas, Texas, and on 30 August in Bogotá, Columbia, IP Sizzles offers resellers and integrators a front row view of the best IP Technology solutions in IP surveillance, IP infrastructure, IP video and IP telephony.

In related news, Patton and FedEx Announced Faster, Better, Cheaper Logistics last month, offering expedited shipping to Europe with reduced freight charges, as Patton introduced UPC/EAN bar-coded shipping labels for enhanced logistics globally.

About ABP Technology
ABP Technology is a Dallas, TX based, value-added distributor of IP Telephony and IP Video solutions and services marketed throughout North America, Latin America and the Caribbean. The ABP portfolio includes VoIP phones and IP-PBXs, IP peripherals, gateways, Mobility solutions with WiFi, DECT and Dual mode technology, IP Surveillance Cameras, video analytics, engineering consultation services, technical support, IP training, provisioning and configuration and fulfillment services. ABP's clients include channel partners, specialized VARs, Service Providers, government entities and educational institutions. For more information, please visit abptech.com.

About SmartNode™ VoIP Solutions
Award-winning SmartNode™ equipment delivers state-of-the art VoIP technology that integrates seamlessly with existing analog POTS and digital ISDN infrastructures. Proven interoperability with all major brands of softswitches and IP-PBXs makes it easy for carriers and enterprises to deploy future-proof VoIP systems quickly and profitably today. Tens of thousands of SmartNode™ products are up and running in enterprise networks and carrier deployments worldwide, including one of Europe's earliest first-line VoIP services.

The SmartNode™ Unified Communication Agent™ (UCA) provides any-to-any multi-path switching (simultaneous SIP, H.323, ISDN, and POTS calls with routing and conversion

between TDM/PSTN and IP/Ethernet networks—plus T.38 and SuperG3 FAX) combined with dial-backup and IP-link redundancy for VoIP and data survivability. The UCA also provides VoIP-over-VPN security with encrypted voice via IPsec with AES/DES strong encryption and automated keying via Internet Key Exchange (IKE), plus SIP Registrar for presence/reachability.

SmartNode™ preserves all the ISDN telephony features that ISDN users depend on and network operators require (AOC, CLIP, CLIR, UD64, overlap dialing, and fax, as well as MSN and DID). Built on the industry's most interoperable VoIP platform, the SmartNode™ S-DTA supports ISDN, SIP, H.323, and MGCP/IUA signaling. Patton's SmartWare™ features touchless auto-provisioning, high reliability, and proven interoperability with all the major-brand softswitches and IP-PBXs.

Scaling from 2 to 120 voice calls, SmartNode™ VoIP gateways, routers, IADs and Session Border Controllers (SBCs) offer every industry-standard interface, including T1/E1, PRI/BRI, FXS/FXO, V.35/X.21, Ethernet, G.SHDSL, ADSL2+, and more, while Patton's advanced DownStreamQoS™ technology delivers clear, toll-quality voice on every call. For more information about SmartNode™ equipment, go to www.patton.com/voip.

About Patton
Patton is a multi-national organization that designs, develops, and manufactures electronic communications equipment for network access, connectivity, voice-over-IP, triple play and video surveillance. Deployed throughout the world in carrier, enterprise, and industrial networks, most Patton products are manufactured in the USA. Patton is ISO 9001:2008 certified and markets a catalog of over 1000 products including SmartNode™ VoIP solutions (SIP and H.323) for analog and ISDN telephony; Visuality™ mobile-video surveillance, collection, and intelligence distribution solution, ForeFront™ multi-service access infrastructure solutions for TDM and IP service delivery (T1/E1, G.SHDSL, xDSL, dial-up); OnSite™ CPE solutions for last-mile/local-loop access (WAN routers, modems, remote access servers, NTUs, CSU/DSUs); CopperLink™ Ethernet Extenders; EtherBITS device servers; EnviroNET™ NEMA4-compliant hardened networking equipment, and a full range of network-connectivity SerialComm (interface converters, short-range modems, multiplexers, surge protectors). Incorporated in January 1984, Patton Electronics has been doing business for over 26 years.

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