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New VoIP CPE Streamlines Deployment with Integrated G.SHDSL

*Patton's SmartNode™ 4960G enables more profitable VoIP business-trunking services
with a G.SHDSL.bis modem for built-in broadband-access.*

SmartNode™ VoIP...more than just talk

GAITHERSBURG, MD and BERN, SWITZERLAND: Patton—the leader in network-access, connectivity, and VoIP solutions—together with Patton-Inalp Networks AG—creator of the SmartNode™ brand of industry-leading VoIP technology solutions—announces an integrated G.SHDSL.bis modem interface is now available for their landmark SmartNode 4960 series of PRI VoIP IADs.

By adding G.SHDSL to their newest VoIP CPE for small-to-medium enterprises, Patton expands profit potential for providers by streamlining the deployment of business-trunking and corporate-VoIP services. In addition to dual gigabit-Ethernet ports, one or four T1/E1/PRI ports, and 30 to 120 VOIP calls, the **SmartNode 4960 G.SHDSL PRI VoIP IAD** delivers business-class VoIP, voice and data with built-in broadband access via standards-based, two-wire G.SHDSL at up to 5.7 Mbps.

"I doubt they'll be all that surprised," said Marco Liechti, product manager. "They know we're going to deliver. Carriers have come to expect this kind of innovation from Patton and SmartNode. They keep setting up targets, and we keep hitting the bull's eye."

The SmartNode™ brand carries a six-year track record of VoIP-service deployments with satisfied carriers. Today's announcement makes Patton the first manufacturer to offer built-in G.SHDSL access combined with multiple T1/E1/PRI and dual gigabit-Ethernet ports in a standalone VoIP IAD.

Last month Patton announced the **first PRI VoIP IAD with dual gigabit-Ethernet ports**, the SmartNode™ SN4960 T1/E1/PRI VoIP IAD—at prices that cut business-class VoIP CPE costs in half. A week later Patton announced **additional cost reductions** with their **Prime Mover Advantage** promotion, offering two-for-one pricing on orders placed before 31 October.

Since thousands of units are required, the customer-premise equipment (CPE) is a major expense in rolling out new VoIP services. Any CPE cost reduction substantially improves provider profit margins.

The Model SN4960/1E130V (single-span, 30-calls) lists for \$2,995. That's less than half the \$5,999 list price for an equivalent AudioCodes Mediant2000, or similar Cisco model. Yet the comparison is not apples-to-apples. The SN4960 includes dual gigabit-Ethernet ports, whereas most PRI-class gateways (including the Mediant2000) come with slower 10/100 Mbps Ethernet ports.

Offering **proven interoperability** with **all major brands of softswitches**, SmartNode models are available with every conceivable telephony interface. The SmartWare™ software suite is highly-adaptable for compatibility with industry protocols, services, and networks.

For a hi-resolution image of the SmartNode 4960 with G.SHDSL.bis interface, go to Patton's **media resources page** and click on *VoIP*.

About SmartNode™ VoIP Solutions

SmartNode™ VoIP gateways, routers, and IADs scale from 2 to 120 analog or digital voice ports. Offering all the industry-standard interfaces (T1/E1, PRI/BRI, FXS/FXO, V.35/X.21, Ethernet and more), SmartNode™ supports SIP, H.323, T.38 Fax-relay, fax-bypass, modem-bypass, plus Voice-over-VPN with AES/DES IPsec **voice encryption**, plus upstream Quality-of-Service (QoS) with Patton's advanced **DownStreamQoS™** for clear, toll-quality voice. For more information contact sales@patton.com.

About Patton

Patton manufactures communications equipment for **carrier**, **enterprise**, and **industrial** networks worldwide. Incorporated in 1984, Patton's **catalog** of more than 500 products includes **SmartNode™** and **SmartLink™** 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; **EtherBITS™** device servers; 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 datacom catalog, contact sales@patton.com.

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