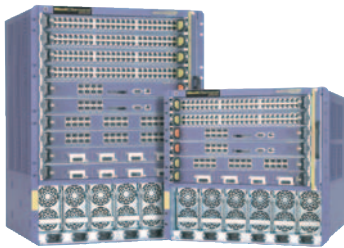# Extreme Networks® and Avaya Global Strategic Alliance
Best of Breed Converged Communications Solutions

EXTREME NETWORKS SOLUTIONS

- Modular Ethernet Switches (Core and Edge)
- Fixed Configuration Stackable Switches
- LAN Security Products
- Wireless Products
- Network Management

AVAYA SOLUTIONS

- Communication Manager Software
- Media Call Processing Servers
- Media Gateways
- Contact Center solutions
- IP, Digital, Analog Phones
- Network Management

OVERVIEW

The Extreme Networks and Avaya alliance was formed to deliver secure and best of breed, converged network solutions for enterprises to optimize voice, data and video applications on an easily managed robust infrastructure. The relationship consists of providing jointly developed product and technology solutions as well as Avaya single point of accountability for complete end-to-end networks.

As a single point of contact, Avaya provides Avaya IP Telephony solutions and resells Extreme Network's IP networking products including comprehensive planning, design, implementation and management services through Avaya Global Services worldwide.

BUSINESS BENEFITS OF THE ALLIANCE

- **Single IP Infrastructure:** voice, video, wireless and data
- **Single point of Accountability:** sales, service and support
- **Simple to Manage:** End-to-end communications systems including integrated management systems
- **High Reliability:** Extreme switches with hardened OS and redundant hardware combined with Avaya redundancy features
- **High-quality Voice:** IP Telephony with superior quality of service, lowest latency, delay and packet loss
- **Comprehensive Security:** Core, edge and endpoints
- **Best-of-Breed Interoperability:** adhering to industry standards
- **Complete Service Offerings:** from planning to maintenance
- **Network Optimization:** real-time monitoring and improvement of voice traffic on IP networks

AVAYA

extreme networks

CUSTOMER BENEFITS OF EXTREME NETWORKS AND AVAYA JOINT DEVELOPMENT

The goal of the Extreme Networks/Avaya joint development project is to provide simplicity for deployment and management of a converged network; security to protect infrastructure and data; as well as tools to allow optimum use of resources. By using an open, standards-based approach, customers will benefit from choice as well as having access to future applications that can be integrated.

The joint development activities between Extreme and Avaya are focused in the following areas:

- Integrated Network Management
- Real-time Network Monitoring and Proactive Testing
- Discovery Services
- Enhanced Security

Integrated Management

As a result of joint development, Extreme EPICenter™ network management software and Avaya Integrated Management tools are both able to discover and manage products from Extreme Networks and Avaya on the network. If an Avaya device is selected in any EPICenter view, its corresponding management tool will be launched and the user can manage the device. If an Extreme device is selected in any view of the Avaya tool, then EPICenter software will be launched allowing the user to manage the Extreme device. Any device or network faults are visible using both tools. Detailed port information, including power usage on Power over Ethernet (PoE) ports is available.

Real-time Monitoring

Networks carrying VoIP must be monitored in real-time due to the critical need for voice to be dial tone reliable. Any degradation in connection quality identified by real-time monitoring must be corrected proactively. Avaya's Converged Network Analyzer (CNA) real-time monitoring test agents will be embedded in Extreme switches and Avaya IP phones and media gateways. This will enable Avaya's CNA to perform proactive network monitoring on phone and network devices.

Discovery Services

Discovery services using the new 802.1ab Link Layer Discovery Protocol standard (LLDP) will allow our customers to simplify network configuration and the deployment of location-based services. This standards based approach provides an open, vendor independent solution that will allow discovery of network attached and network infrastructure devices, providing information to EPICenter and Avaya Integrated Management tools.
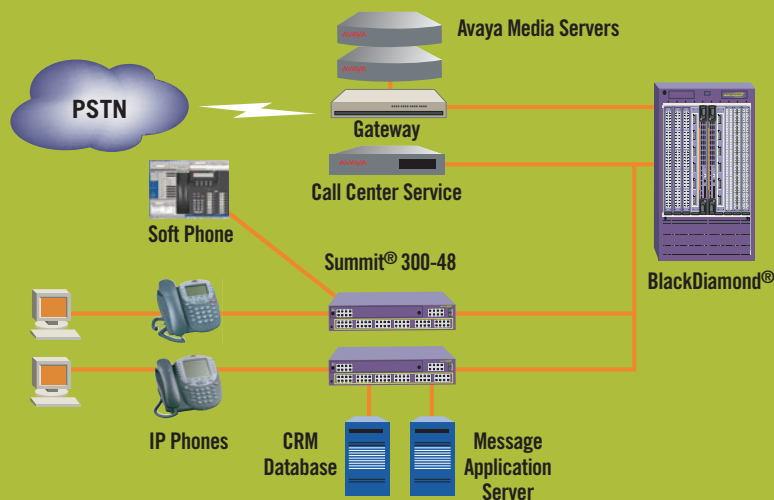
Enhanced Security

Joint development efforts will result in a common Authentication, Authorization and Accounting (AAA) service for voice and data access. This will allow our customers to implement trusted access to corporate computing and communication resources.

Extreme will leverage its current security framework that provides authentication and end point integrity checks. By adding authentication integration in IP phones complete security is provided at the core, the edge of the network and at endpoints.

Customer Acceptance

Avaya and Extreme have combined to provide solutions for many different customers, including Radio Shack, Lund University, Wynn Resorts, Amica Insurance, and San Francisco Museum of Modern Art.

EXTREME NETWORKS AND AVAYA SOLUTION >>>