



EDGEWATER NETWORKS

Edgewater Networks with Polycom RealPresence Platform and Phones



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The Partner Solutions Guide describes how Edgewater Networks and Polycom combine to solve specific customer needs.

Partner Solution Guide – Edgewater Networks

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Partner Solution Guide – Edgewater Networks

About this guide

The Polycom Partner Solutions Guide elaborates on how Edgewater Networks EdgeProtect, EdgeMarc, and EdgeView products integrate with the Polycom® RealPresence™ Platform and Phones.

Please read the Polycom and Edgewater Networks documentation before you install or operate the system.

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Overview

Delivering Secure, High-quality, Real-time Voice and Video Communications

With the increased access to IP bandwidth, Edgewater Networks, Inc. provides solutions to save its customers operational and communication costs. Edgewater Networks' EdgeProtect product line provides customers the infrastructure to enable H.323 and SIP video / SIP trunking capabilities in an integrated solution. Edgewater EdgeView and EdgeMarcs help to enable service providers to provide secure and reliable hosted phone services to its customer at the same time adding significant operational cost savings.

Solution Overview

Edgewater Networks develops products that ensure the secure and reliable delivery of IP-based voice and video for service providers and enterprises. Edgewater's products offer proven network and operational savings from the customer premises to the core of the network. EdgeMarc Enterprise Session Border Controller provide a VoIP aware NAT/Firewall, VoIP survivability, passive call quality monitoring and powerful but easy-to-use traffic management that ensures high quality voice and video. The EdgeView VoIP Support System offers proactive call quality monitoring including VoIP Mean Opinion Score (MOS), Plug & Dial IP phone configuration, and remote management and monitoring of VoIP endpoints.

Customers that need the functionality of Polycom's Video Border Proxy (VBP) offering paired with SIP video/trunking capabilities will choose Edgewater Networks' EdgeProtect product line. An EdgeProtect is an enterprise session border controller providing simple, secure remote access for Unified Communications that enables companies to save money and increase productivity. With this solution, enterprises of all sizes will enjoy the following benefits: local call control, security, provisioning for mobile users, B2B calling, far-end NAT traversal, and troubleshooting.

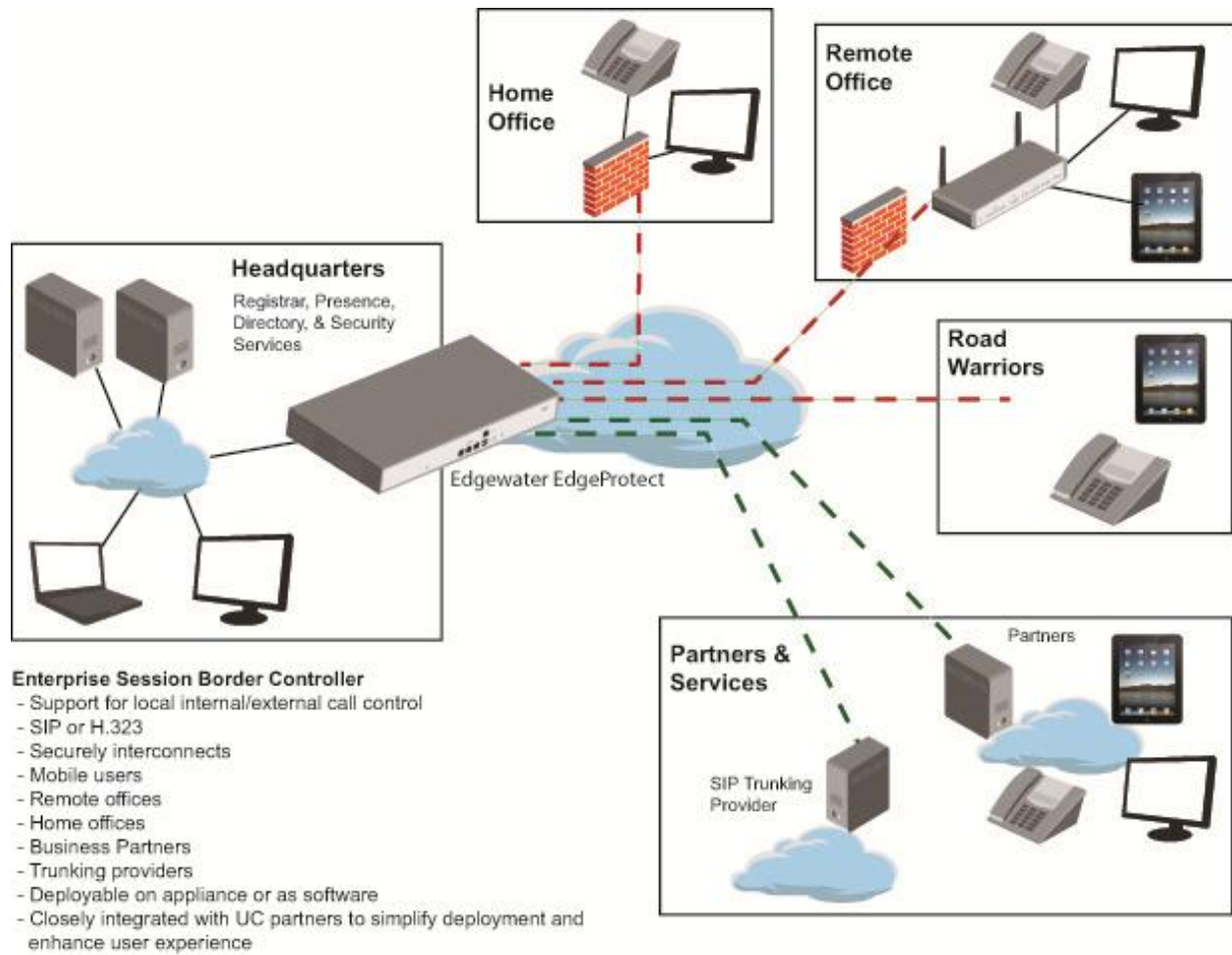


Figure 1 – Unified Communications Video Deployment

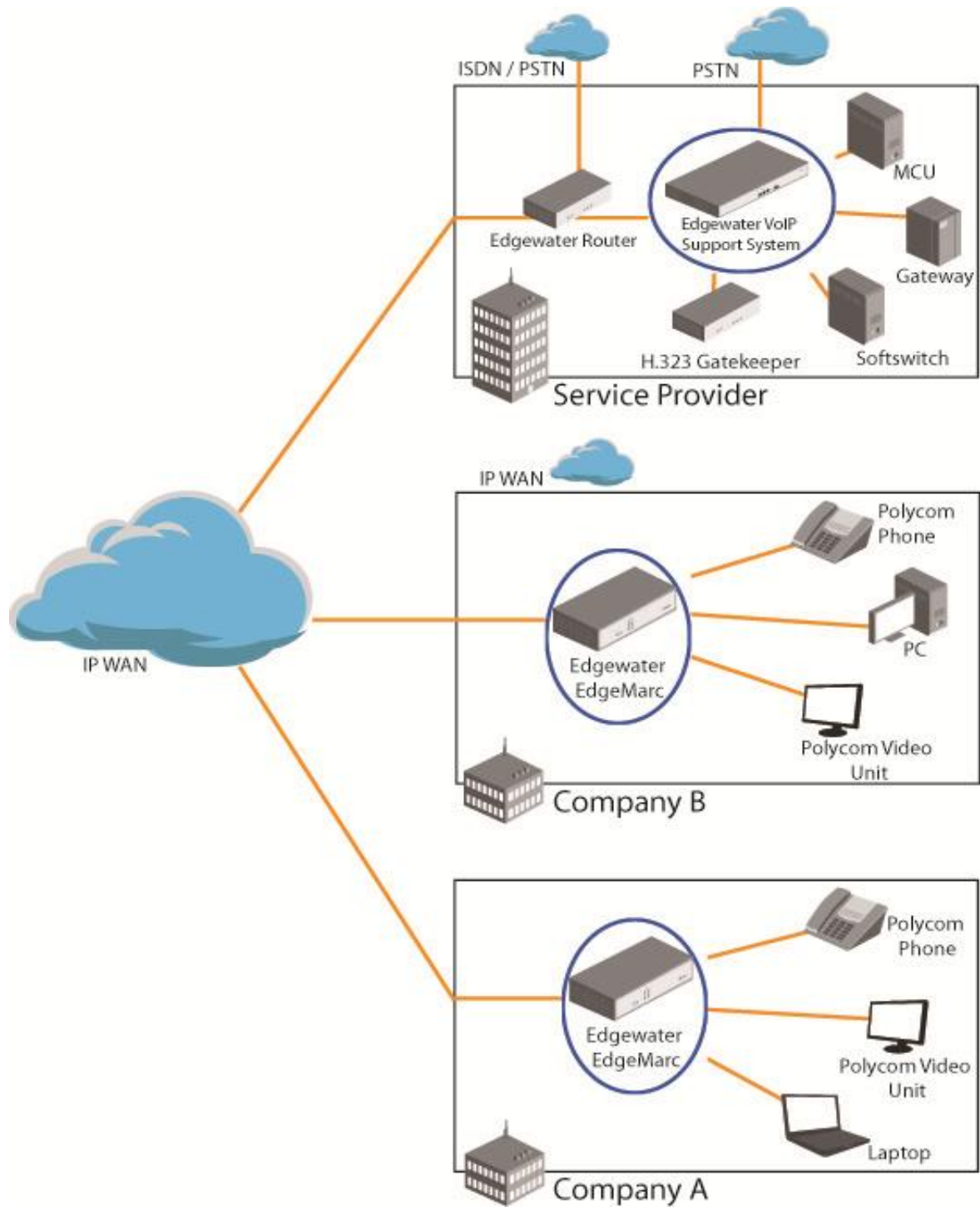


Figure 2 – Hosted Voice

Unified Communications Video

Enterprise-level customers

For enterprise-level customers who need a Polycom VBP-like (H.323) product with SIP video/trunking capabilities (H.323 gatekeeper/SIP Registrar), Edgewater Networks' EdgeProtect product line is the perfect solution.

Edgewater Networks' EdgeProtect works seamlessly with the Polycom RealPresence™ Platform for both SIP and H.323. EdgeProtect provides provisioning/security for remote access to enterprise Unified Communications Systems using encryption technology and security for business-to-business communications.

They can also be configured to provide VoIP and video aware NAT/Firewall, The solution can also provides NAT traversal for SIP and H.323, and protocol mediation for interoperability of VoIP and video devices.

EdgeProtect interoperates seamlessly with Polycom platforms: Polycom® RealPresence™ Mobile, Polycom® HDX Series, Polycom® VVX Business Media Phones, Polycom® RealPresence™ Collaboration Server (RMX), Polycom® RealPresence™ Virtualization Manager (DMA), and Polycom® RealPresence™ Resource Manager as well as all Polycom phones.

Small Medium Enterprise (SME) Video

For small to medium enterprise customers who need secure SIP/H.323 video and SIP trunking capabilities but lacks the budget to for the Polycom® RealPresence™ platform for Unified Communications Video, SME Video from Edgewater Networks is the right fit.

Capabilities of this solution include internal or external call control, provisioning of mobility client for SIP and H.323 Polycom endpoints (RPM, HDX, VVX).

The EdgeProtect works seamlessly with solutions for Polycom's customers. It can scale with the customers UC video requirements with the Polycom® RealPresence™ platform.

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Hosted Voice

Edgewater Networks enables hosted voice services through its EdgeView and EdgeMarc platforms to provision voice calls and monitor status. Edgewater solutions are completely interoperable with Polycom phones, simplifying deployment and operation. Voice quality for Polycom's VBP phones is optimized through Hosted Voice.

Hosted Voice easily scales for small-to-medium (SME) to enterprise companies and allows service providers to standardize on a single solution for hosted PBX, SIP trunking or secure distributed office connectivity.

Edgewater's EdgeView provides MOS scores for the EdgeMarc enterprise session border controllers and Polycom phones. With active monitoring, the EdgeView enables quick troubleshooting for telephony services.

For more information

Product Information

For more information about Edgewater Networks visit <http://www.edgewaternetworks.com>.

For more information about Edgewater Networks' products, visit <http://www.edgewaternetworks.com/products/overview.html>

Edgewater Networks Support

Online support information is available at <http://www.edgewaternetworks.com/support/online-case-management.html> For Edgewater Networks support, please email supportaccess@edgewaternetworks.com.

For Edgewater Networks sales, please email sales@edgewaternetworks.com.

Polycom Support

For support or service of Polycom products, please contact your Polycom distributor or go to Polycom Support at <http://www.polycom.com/support>

For more information about Polycom Technology Partner Program and the Technology and Developer Partner solutions, visit <http://www.polycom.com/partners>

Test/Validation Annex

Edgewater Networks EdgeProtect, EdgeMarc, and EdgeView products have been lab verified in Edgewater Networks labs and field verified in Enterprise, SME, and hosted Service Provider deployments with Polycom® RealPresence™ Mobile, Polycom® HDX Series, Polycom® VVX Business Media Phones, Polycom® RealPresence™ Collaboration Server (RMX), Polycom® RealPresence™ Virtualization Manager (DMA), and Polycom® RealPresence™ Resource Manager and a wide selection of Polycom phones.