PARTNER PLAYBOOK

Acme Packet Solutions for Polycom® RealPresence® Video Conferencing

Acme Packet session border controllers

Acme Packet’s next generation solutions for video conferencing enable customers to unify video with voice and other types of real-time communications. The solutions include a full suite of video features that provide interoperability across multi-vendor video conferencing systems and ensure reachability across the Internet and other IP networks. By consolidating video with other real-time communications, Service Providers and enterprise customers can be sure all communications are protected from security threats while centrally managing access to limited bandwidth resources.

Key features

The Acme Packet Session Border Controller (SBC) performs critical security, network interworking and service quality functions in a Polycom® RealPresence® video communications network. Key features include:

- **Threat Protection**—Prevents fraud and service theft, and guards against malicious DoS attacks as well as system overloads and other service impacting events.
- **Privacy**—Encrypts signaling and media using TLS and SRTP to ensure communications privacy and integrity when using the Internet for connectivity with Polycom® RealPresence® Mobile and remote Polycom® HDX® endpoints. Optional hardware accelerated encryption provides scalability to thousands of RealPresence sessions.
- **Network Traversal**—Performs NAT/firewall traversal functions which can hamper SIP communications over the Internet.
- **Service Quality**—Applies granular QoS controls that enable IT managers to prioritize consolidated voice, video and UC traffic. In addition, the SBC provides granular admission control and QoS marking capabilities to ensure end-users experience consistent service quality as communications cross network borders.
- **SIP Multimedia Xpress (SMX)**—with the addition of a software feature, Net-Net SMX can evolve Service Provider environments into a simplified fully functional, standards-based IMS core (xCSCF complex).
Qualifying questions

- Are you interested in using the internet to extend video collaboration to your customers, suppliers and partners in a secure manner?
- Are you interested in providing secure video services to home-based, remote or mobile workers?
- How do you manage bandwidth between voice and video applications?
- Are you interested in interworking video conferencing equipment from different vendors?
- How do you ensure consistent security and compliance across voice and video applications?

Why chose Acme Packet Session Border Controller?

- The SBC helps you extend IP video across the enterprise and reach business partners, mobile users and SOHO workers.
- The SBC unifies voice and video applications and acts as a demarcation point, mitigating costs and simplifying management for IT administrators.
- The SBC provides interoperability between disparate video systems allowing room-based systems to interwork with software clients and extend the life of legacy equipment.
- The SBC provides comprehensive bandwidth and quality controls to overcome quality related objections from users and aid in increasing equipment usage through a better video experience.
- The SBC protects real-time video sessions from denial of service, system overloads, fraud and other security threats.

Key differentiators

The SBC enables video collaboration by:

- Providing a secure and scalable solution
- Providing high availability
- Permitting presence, directory and provisioning connections between endpoints and the call control platform
- Interworking signaling and media encryption methods.
- Performing standards—agnostic firewall traversal for SIP endpoints
- Having up-to-date certifications with Polycom solutions

Learn more

To learn more about how Polycom and Acme Packet can help your organization, go to www.acmepacket.com/video-conferencing.