

AVAYA

INTELLIGENT COMMUNICATIONS

Avaya Data Solutions

Jean Turgeon (JT)

Global GM, Avaya Data Solutions



Growing Data Business as fast as a bullet train.....

“Make no mistake, Avaya is IN the Data Business”

Todd Abbott

SVP Global Sales & Marketing & President, Field Operations, Avaya



IDC:

“Data networking: Avaya **reaffirmed its commitment** to the \$30 billion data networking market by bringing to market a full portfolio of products it acquired from Nortel Enterprise Solutions. Avaya plans to support an end-to-end solution set of products. The company has plans to leverage the Avaya relationships to grow customer and reseller base as well as launch an independent data networking overlay sales force. **Most importantly, the company will incent the Avaya sales force on only the Avaya branded products.**”

Current Analysis:

“... This provides Avaya with a full voice and data portfolio that most of its main rivals (Cisco, Alcatel-Lucent, Siemens Enterprise and 3Com) already possess. **It should also help Avaya to rely less on partners (HP and Juniper) for the delivery of solutions that combine both voice and data product sets or otherwise deliver an end-to-end solution.**”

What IT Executives Say

Gartner has surveyed Enterprises on their top priorities:

- 1 24x7 Availability
- 2 Business Continuity & Disaster Recovery
- 3 Cost Reduction &/or Cost Management
- 4 Demonstrating Business Value
- 5 Increasing Rates of Change & Pressure to Move Faster
- 6 Data Center Space & Power & Cooling
- 7 Modifying for Virtualization
- 8 Defining Business-Orientated IT Services & SLAs

Strategy & Vision

**Intelligent network Solutions Provider
focussed on solving Customer data
explosion, cost, & mobility challenges**



Efficient

Always-On

Scalable

**The 3 Network Imperatives for
Plug & Play Communications**

PLUG & PLAY COMMUNICATIONS



The Scale of an “*Always-on*” Olympic and Paralympic Winter Games Network

15000 VoIP Phone & Fax Lines

5000 Olympic Athletes/Officials

7000 Mobile Phones & 2000 PTT

1700 Paralympic Athletes/Officials

5000 Radios & 4000 TV drops

15,000 Media

500 Wireless Access Points

25,000 Volunteers

30000+ Ethernet Ports

Up to 1.8 Million Live Spectators

**“It is like delivering three Super Bowls a day for seventeen days”
– Ward Chapin VANOC CIO**

The Markets We Serve

Ethernet
Switching

Wireless
Networking

Unified
Branch

Access
Control

Unified
Management

Enterprise
Campus

Branch
& Remote



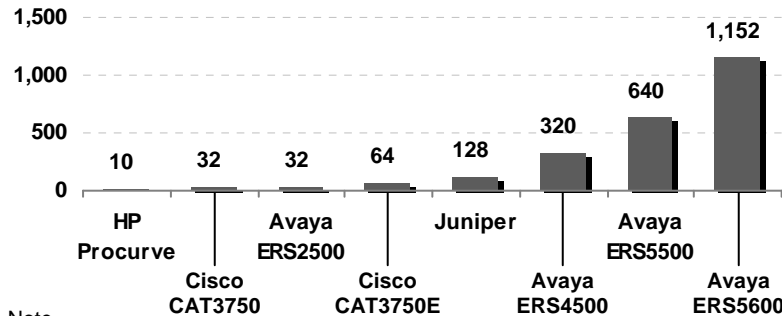
Data Centre

Continuing aggressive investment in the Portfolio

Ethernet Switches

Stacking Capacity ⁽¹⁾

Gbs / Second



Note
(1) Avaya analysis

Only vendor to provide multiple options to enable IPVPN

Best in class resiliency mode

Uses up to 40% less energy than Cisco

Highly successful in Tier 1 Enterprise – Loyal global customers

Highest capacity of 27Tbps with mid-plane architecture

Uninterrupted Services Architecture – Zero loss forwarding on SF failure

Growth protection with high density 10GIG and 40/100GIG ready

Leverages ERS8600 Software architecture

Stackable

ERS 2500



Low Cost Solution for Branch Offices

ERS 4500



Mid Tier Switch With Models for Small to Medium Enterprises

ERS 5000



Premium Stackable Switch – Excellent Cost Effective Alternate Core

Modular

ERS 8300



Network core and edge switch for mid size enterprise campuses

ERS 8600



High performance switch for large enterprises and data centers

VSP9000

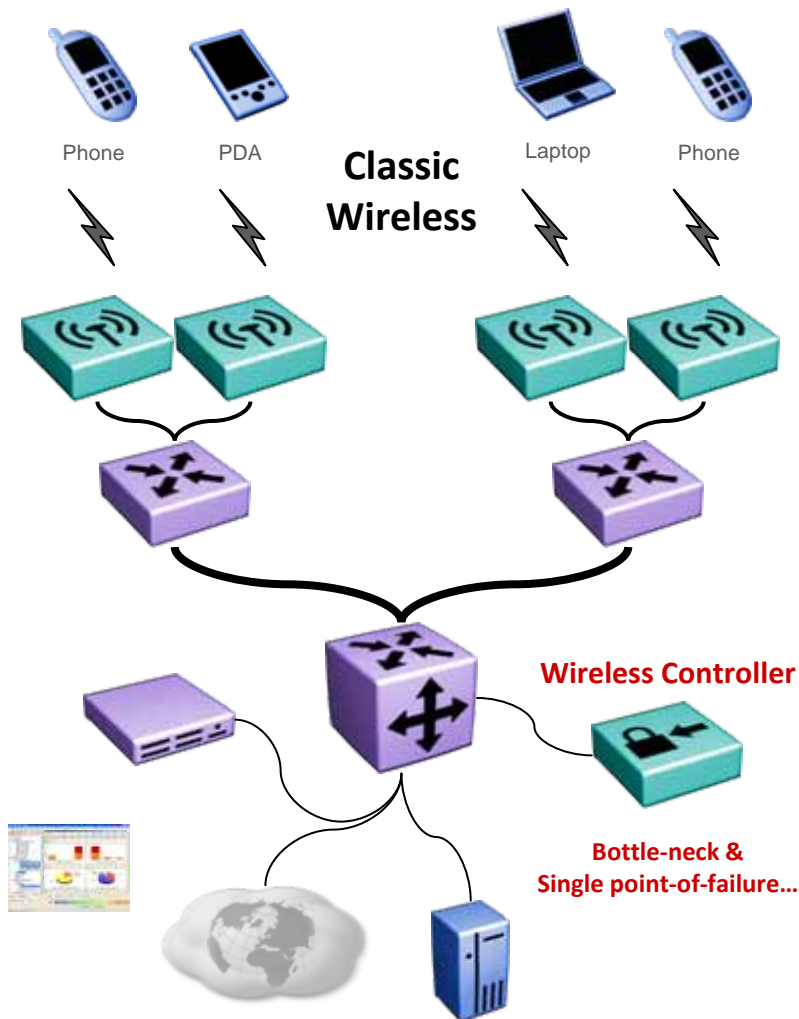


Next gen switch for large enterprises and data centers

Functionality

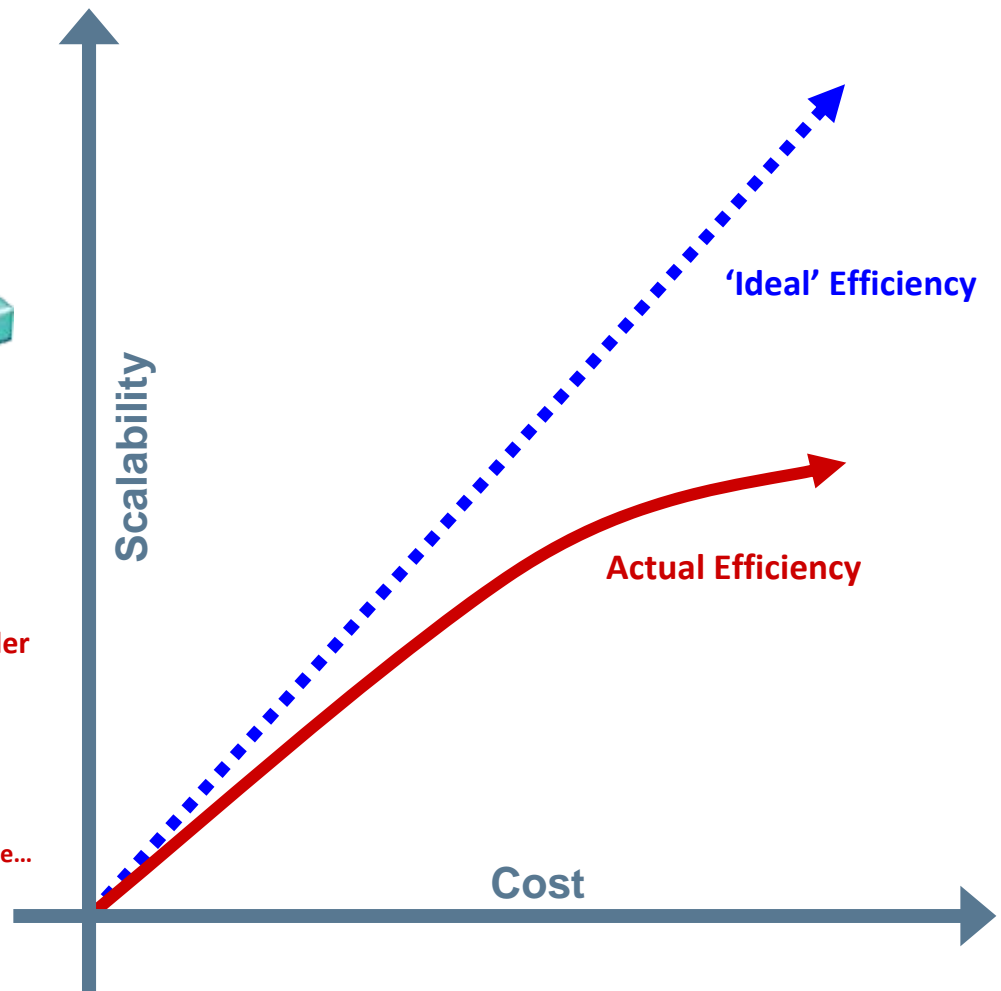
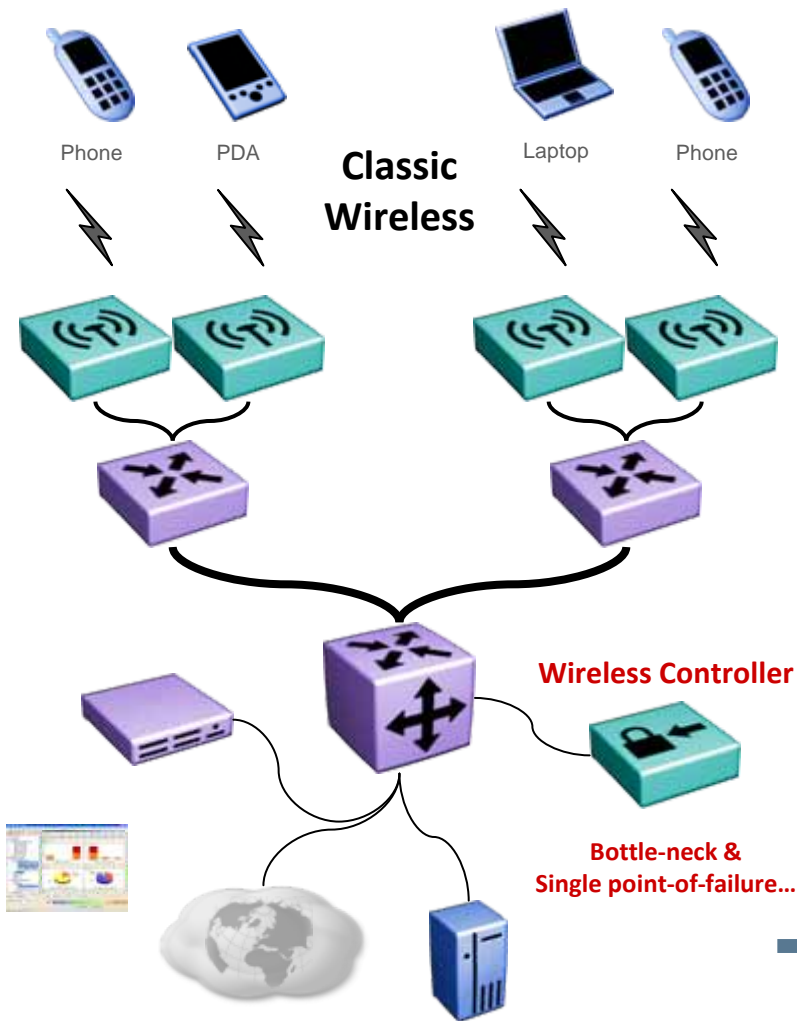
Avaya offers a complete end to end portfolio of stackable and modular switches that are high performing, 4 – 7X more resilient and have up to 40% lower TCO than competing products

Wireless LAN Architectures - Innovation



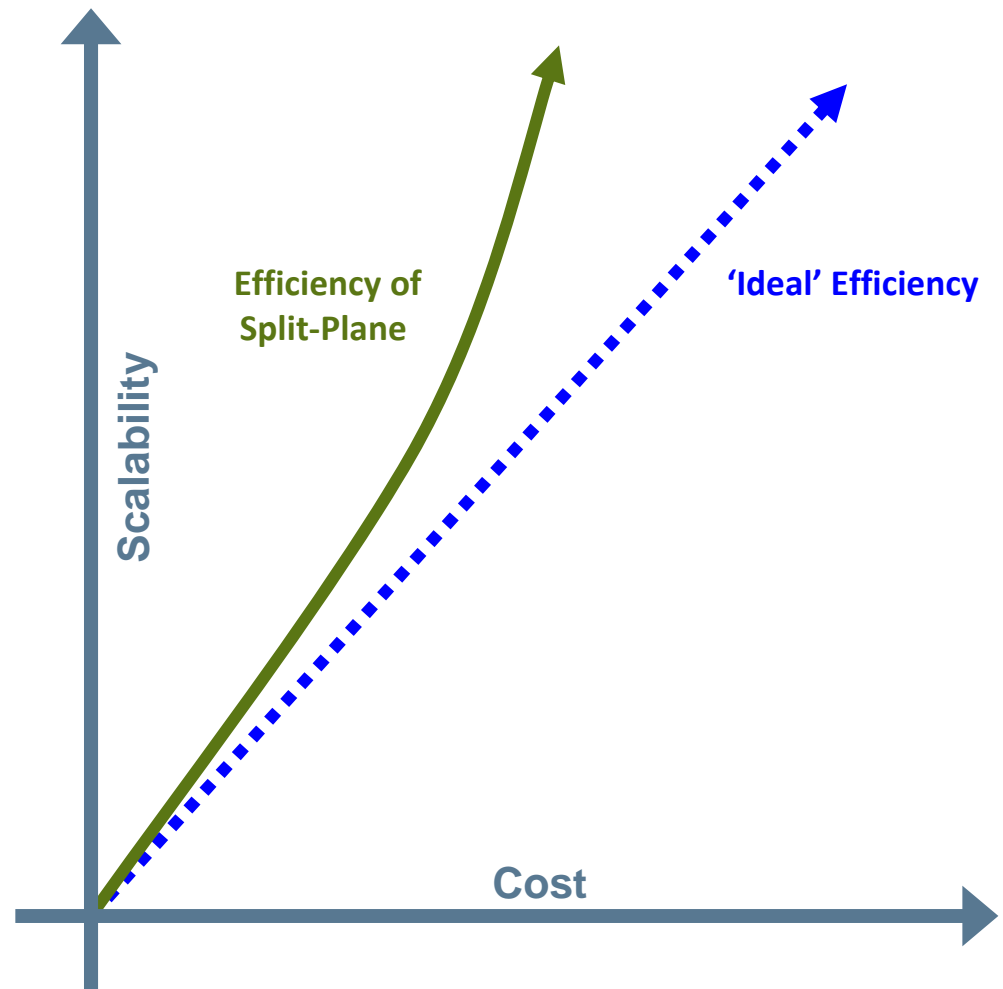
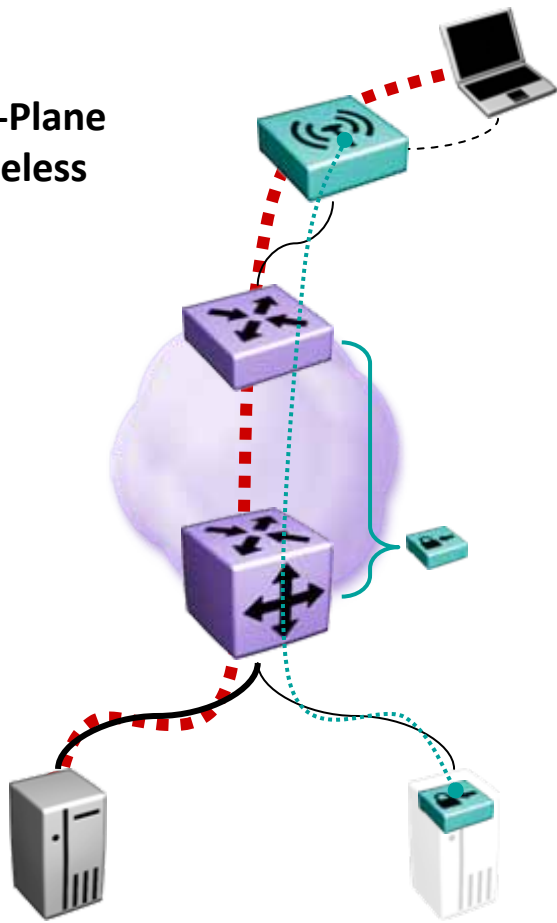
- ▶ Disparate Networks
 - Wired & Wireless
- ▶ Centralized Architecture
 - Thin Access Points
 - Centralized dual-function Wireless Controller
 - Control Point (control traffic)
 - Switching Point (data traffic)
- ▶ Challenges
 - Inefficiencies
 - Hardware non-optimized
 - Limitations in scalability

Wireless LAN Architectures - Innovation

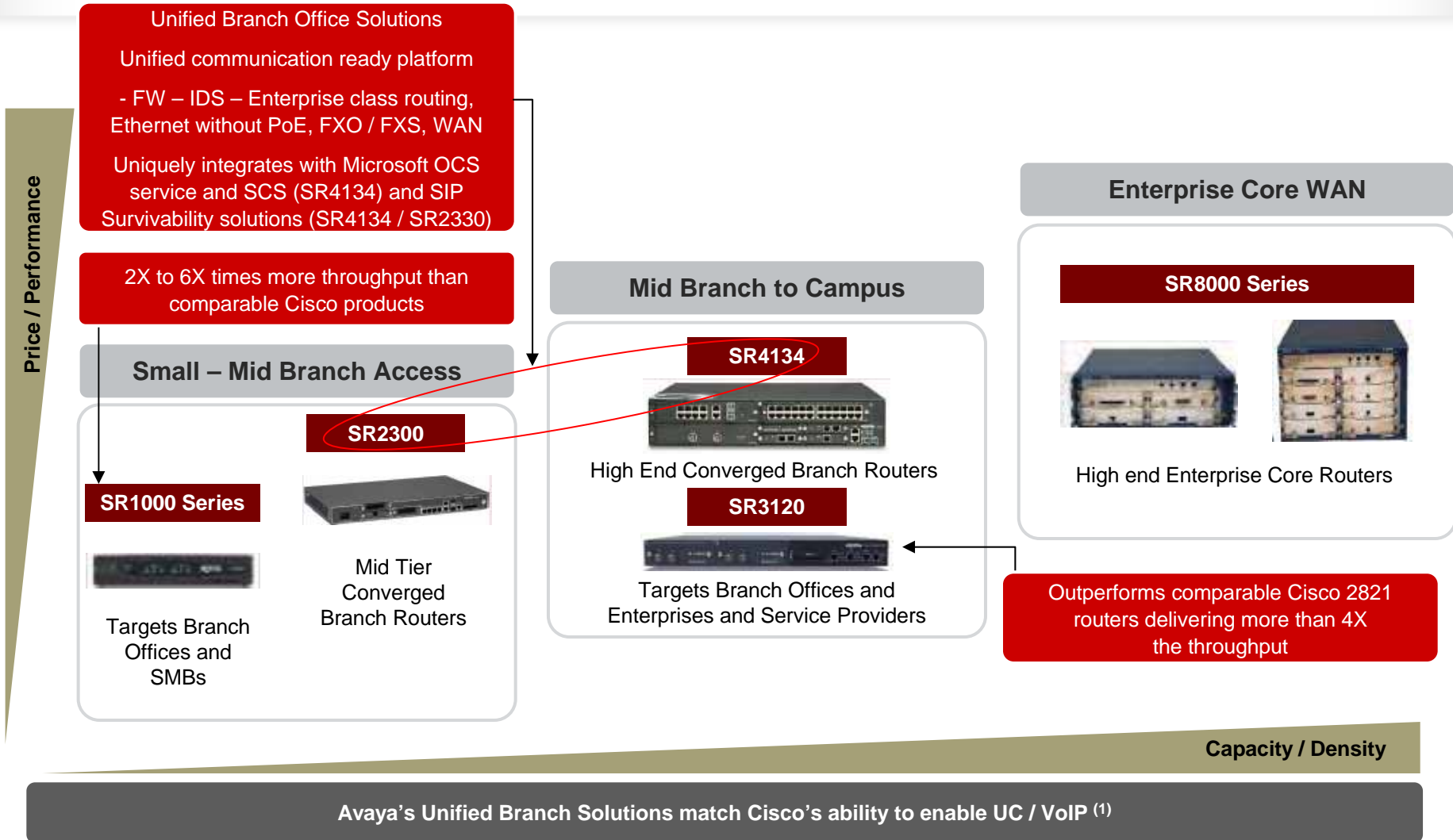


Wireless LAN Architectures - Innovation

**Split-Plane
Wireless**




Unified Branch Solution




Source: (1) Avaya reporting, Tolly group reports

Access Control and Unified Management


Access Control – Wired, Wireless and Remote




Ignition Server™
Identity and policy-based authentication and authorization server



Ignition Guest Manager™
J2EE-based extensible and customizable visitor solution



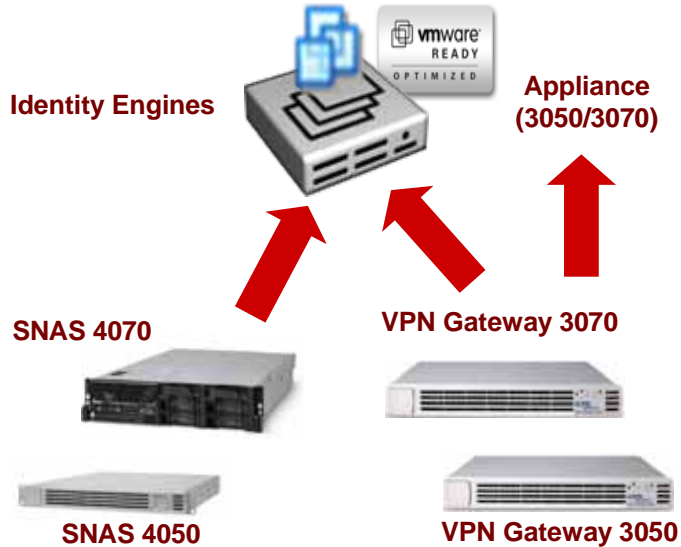
Ignition Posture Module™
Posture integration with XSupplicant



Ignition Analytics™
Integrated reporting solution

Highlights

- Endpoint security innovation
- End-to-end integrated security
- Open, Standards-based approach
- Device-agnostic
- Health scans across LAN and VPN
- Award-winning security solutions
- IPSEC and SSL VPN integrated solutions



Unified Management (NMOS)

Avaya delivers a consistent and holistic network management solution to configure, provision and manage the Converged Enterprise Networks

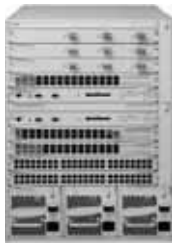


Data Solutions Roadmap

	Today	6-9 months	12 months+
Ethernet Switching	<ul style="list-style-type: none"> PoE for IP Phones & WLAN Access Points Stackable Chassis' Consistent Resilient model for small to large 	<ul style="list-style-type: none"> ERS8600 Upgrade & innovation integration (Virtualization - SPBm) Introduction of next generation core platform: VSP 9000 	<ul style="list-style-type: none"> PoE+ at the Edge Integrated Wireless Services into ERS8600 & VSP 9000 Introduction 40G & 100G Enhanced Security & virtualization innovation
Wireless Networking	<ul style="list-style-type: none"> 802.11n continued adoption 	<ul style="list-style-type: none"> Introduction of WLAN 8100 next generation 802.11n platform 	<ul style="list-style-type: none"> Introduction of Split-Plane architecture, integrated WLAN forwarding
Unified Branch	<ul style="list-style-type: none"> Survivable SIP Gateway Routing and security Integrated SCS and OCS 	<ul style="list-style-type: none"> Enhanced SIP support Enhanced Security and VPN support 	<ul style="list-style-type: none"> Driving lower TCO Enhanced routing, SIP and security Centralised WLAN Controller
Access Control	<ul style="list-style-type: none"> 802.1X-based Access Control 	<ul style="list-style-type: none"> Universal network visibility Enhanced security and policy management Integration with MS_NAP 	<ul style="list-style-type: none"> Potential MAC Layer encryption provides end-to-end privacy Advanced Identity based access control
Unified Management	<ul style="list-style-type: none"> Introduced single unified mgmt domain 	Increased integration <ul style="list-style-type: none"> Increased multi-vendor support Wired & Wireless 	Evolving SOA architecture allowing additional apps integration

The Journey to Genuine Unification

Wired



ERS 8600

Unified

**Integrated 'Split-Plane'
Architecture**



**Wireless-Enabled
ERS 8000 series**



Wireless Controller is
virtualized & protected

**Pioneering Efficient Network
Virtualization & Infrastructure Unification**

Wireless



WLAN 2300 Series



WLAN 8100



Delivering Valuable Differentiation

Delivered TODAY:

- ▶ Virtualizing the Campus Core
- ▶ Highly resilient, efficient & scalable Edge Networking
- ▶ Comprehensive, not Complex, Access Control Solutions
- ▶ Building the better Data Centre for “*a/ways-on*” operations
- ▶ Consolidating for a new Unified Branch

Coming soon:

- ▶ 2nd Generation Energy-Efficiency
- ▶ Unleashing the potential of Wireless
- ▶ Virtualization of the Infrastructure & Data Centre
- ▶ Scaling for tomorrow’s Data Centre to 40GIG
- ▶ Focus on storage transport in DC.



What determines a
Successful Network?

One you don't have to
think about...

Always-On • Efficient • Scalable

thank you

