

Avaya Data Networking

About Avaya Data Networking

Avaya recognizes the differentiated value of the Nortel Data Networking business as a foundation to Unified Communications. Avaya Data Networking provides advanced enterprise-class reliability, performance, and security that customers throughout the world depend on to run their businesses. Because solutions are streamlined to better utilize and manage networking resources, an Avaya Data Network can uniquely deliver both mission critical dependability and superior return on investment.



Avaya's Data Networking Solutions offer an assorted portfolio of products that enable Enterprises to build networks that are more Dependable (7X resiliency), efficient (40% more energy efficient), and cost-effective (up to 50% less cost) than the market leaders. The Data Networking portfolio has expanded and refreshed most of its key offerings. In the past year alone there are several noteworthy accomplishments such as introducing pervasive 10 Gigabit Ethernet (GE) capacity, acquiring Identity Engines technology, and being the sole vendor to break the stackable terabit barrier.

Avaya's Data Networking portfolio comprises

- **Ethernet Switching:** a range of Local Area Network (LAN) switches for data center, core, edge, and branch applications

- **Unified Branch:** a range of routers and Virtual Private Network (VPN) appliances that provide a secure connection for branches
- **Wireless Networking:** a cost-effective and scalable solution enabling enterprises to deploy wireless coverage
- **Access Control:** solutions that provide policy decision to enforce role-based access control to the network
- **Unified Management:** providing support for data and voice networks by simplifying the requirements associated across functional areas

The portfolio is sold globally into all verticals with particular strength in healthcare, education, hospitality, local & state government and financial.

Ethernet Switching

Avaya's Ethernet Switching product line provides complete coverage, ranging from entry-level branch office, to high-performance wiring closet and data center server aggregation, through to network core applications. The portfolio has been progressively refreshed; most recently enhanced by the Ethernet Routing Switch (ERS) 5600 models that deliver the Industry's first and only terabit-capable stacking solution.

Core Ethernet Switching

Sitting at the heart of the network, the Core Ethernet Switches provide the gateway function between users

(connected to the edge switches) and applications (running to the data center infrastructure); the Core must play the primary and pivotal role in determining overall network availability and performance. Differentiating factors of Avaya's Core strategy include the server access layer and the use of horizontal stacking and switch Clustering, which leads to lower power consumption that translates into energy cost savings to power the network. The key to Avaya's competitive advantage in the LAN switching segment is our field-proven ability to create networks that are more resilient, needing fewer and less complex elements, and an overall network design and build approach that ensures the highest levels of performance are delivered in unison with the highest levels of reliability.

Edge Ethernet Switching

Avaya's portfolio of stackable switches is the result of the progressive evolution of a number of historically innovative products offering converged data and voice services for the enterprise branch and remote sites. Within the last few years Avaya has completely refreshed the award winning stackable line with solutions that provide even greater resiliency, performance, efficiency, and flexibility. A common thread that links the portfolio is a truly resilient, high-performance stacking architecture – Flexible Advanced Stacking Technology (FAST) – this is one of many differentiators that makes Avaya genuinely unique and superior to competitive offerings.

Unified Branch

Removing the complexity of multi-location networks, Avaya's Unified Branch provides a seamless experience that truly integrates your Enterprise branch communications experience. Avaya's Unified Branch product line provides a comprehensive range of products designed to deliver exceptional performance together with a high degree of service consolidation. Delivering 4-5X reliability & 2X performance advantage over the market leader, and offering tighter integration between traditional branch devices including – Wide Area Network (WAN) Router, LAN Switch, Firewall, and VPN Gateway. The Unified Branch portfolio also features innovative integration of unified communications functionality with support for 3rd-party compatibility with SIP Call Servers & IP Phones, and a survivable SIP Voice platform for the Branch.



Wireless Networking

Avaya's Wireless Networking strategy is focused on delivering wireless Local Area Network (WLAN) solutions that meet the challenges of today, tomorrow, and into the future. While wire remains the mainstay of office environments today, the enhanced throughput and range that 802.11n offers over 802.11 a/b/g makes WLAN a viable alternative to wired networking for end-user connectivity. The Avaya WLAN 2300 Series is our current wireless 802.11 a/b/g/n solution and our next generation offering, the WLAN 8100 Series, is being introduced later this year. The Avaya WLAN 8100 Series combines the latest 802.11n wireless standard with a new and truly unified wireless/wired architecture for exceptional results. The advanced solution delivers wired performance to wireless users at a lower total cost of ownership.

Access Control

Avaya's Access Control products provide endpoint security innovation that ensures end-to-end integrated security in an open, standards-based approach. Being device-agnostic, they are deployable into virtually any existing environment, and offer health scans that are integrated into LAN, WLAN, and VPN infrastructures. We currently offer an Appliance-based solution (Secure Network Access) that is optimized for Avaya's LAN products and also a suite of software-based products (Identity Engines) which has been built from the ground-up as an open and fully interoperable solution based on the Standard 802.1X protocol.



Unified Management

Avaya's Unified Communications Management (UCM) provides comprehensive management capabilities across voice, data, and multimedia applications, utilizing a set of Common Services that serve as a foundation for unifying management applications. Common Services allow network management applications to integrate with each other so that common components (e.g., user data, database information, certificate management) can be shared without requiring that the same definitions and configurations be repeated for each application. The result is a fully integrated, single point of contact, providing a unified view of the network, while streamlining workflows and the management environment and reducing installation and configuration time, system operations and maintenance.

Key Facts

Avaya's product portfolio are found at the heart of customer's mission-critical networks around

the globe including the world's top banks, airlines, healthcare and education institutions and U.S. Departments of Defense. Avaya's Data Networking business is trusted by many of the most prestigious companies in the world. This trust is made evident by the fact that:

- We are the only company to ship both 80 million voice lines AND 80 million data ports
- We have the second largest core switch installed base in the industry at 2.7 million ports
- We deliver the most advanced line of newly refreshed stackable switches in the industry with 22 million ports sold in the last four years

Avaya commissioned an independent research firm (The Tolly Group) to determine the extent of our cost-effective value proposition; covering a series of scenarios including Campus LAN and Branch Office

WAN. The results prove Avaya's ability to build networks that are inherently more efficient, effective, and have superior ROI. Taking into consideration the costs typically associated with deploying and operating a network, Avaya consistently delivers exceptional value when compared side-by-side to the market leader. Including:

- Up to 7 times more resiliency
- Up to 20 times better performance
- Up to 50% better TCO
- Up to 40% more energy-efficient
- Pioneered best-practice design, saving 1/3 equipment

Read the **Tolly Group Reports**.

Leadership

Joel Hackney is the President of Avaya's Data Networking Business.

About Avaya

Avaya is a global leader in enterprise communications systems. The company provides unified communications, contact centers, and related services directly and through its channel partners to leading businesses and organizations around the world. Enterprises of all sizes depend on Avaya for state-of-the-art communications that improve efficiency, collaboration, customer service and competitiveness. For more information please visit www.avaya.com.



INTELLIGENT COMMUNICATIONS

© 2010 Avaya Inc. All Rights Reserved.

Avaya and the Avaya Logo are trademarks of Avaya Inc. and are registered in the United States and other countries.

All trademarks identified by ®, TM or SM are registered marks, trademarks, and service marks, respectively, of Avaya Inc.

All other trademarks are the property of their respective owners. Avaya may also have trademark rights in other terms used herein.

01/10 • DN4431

[avaya.com](http://www.avaya.com)