

SONUS PRODUCT AND SERVICES BULLETIN

External Announcement

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General Availability of Sonus Cloud Link and SBC 1000 / 2000 Release 6.1

Sonus Networks announces order date and general availability (GA) of Sonus Cloud Link and SBC Edge (SBC 1000 and SBC 2000) Release 6.1 solutions.

Date Orderable: October 3, 2016

General Availability: October 24, 2016

RELEASE SUMMARY

Release 6.1 for SBC 1000 and SBC 2000 is an exciting new offering with even greater value for the enterprise. Building on the superior quality and performance of the current platform, Sonus is delivering lower total cost of ownership (TCO) through expanded standard port density, higher capacity, and increased capability – all at lower price points. The award-winning Sonus SBC 1000 and SBC 2000 are designed to facilitate a simple, flexible transition to Skype for Business for enterprises, and Release 6.1 enhances that value proposition by delivering the following new features:

- **Sonus Cloud Link** saves customers costs associated with server hardware and implementation for Microsoft Cloud Connector Edition and Office 365 Cloud PBX.
- **New general purpose applications solutions module (ASM)** increases SBC 1000 SBA capacity to 1000 users and 240 calls, and allows on-board hosting of third-party applications for both SBC 1000 and SBC 2000 through the inclusion of two Microsoft Hyper-V virtual machines.
- **SBC 1000 performance and capacity improvements** including a 20% increase in supported SBC sessions, doubling the available PRI ports and allowing for more legacy port configuration options.
- **New SBC 1000 gateway configurations** are lower priced configurations that provide an enterprise accessible platform when a gateway is all that is necessary. Should the enterprise needs change, and more capability is required, these units can be upgraded to add SBC functionality through application of a license.
- **Price reduction on select SBC 1000 / 2000 pre-6.1 SKUs** ensure continued value to customers interested in purchasing pre-Release 6.1 configurations, and Sonus is announcing price reductions on a select set of SKUs

SOLUTION OVERVIEW

Sonus Cloud Link

Sonus Cloud Link integrates Microsoft's Skype for Business Cloud Connector Edition with Sonus' SBC 1000 and SBC 2000 into a single appliance, enabling enterprises to rapidly and securely provision Cloud Connector Edition with Cloud PBX in Office 365 at scale, while maintaining local PSTN connectivity and legacy infrastructure.

- **Unmatched Scalability and Capacity in an Integrated Solution.**

The Sonus Cloud Link appliance scales up to a maximum of 500 concurrent Cloud PBX calls. By providing industry-leading scalability on a single device, enterprise customers are able to reduce TCO and minimize the number of appliances needed for capacity purposes.

- **Simple Deployment with Reduced Installation Times.**

The Sonus Cloud Link appliance utilizes an easy-to-use GUI that reduces installation times from more than a day to as little as one hour. Designed by Sonus with input from expert consultants, the GUI speeds configuration through "one-click" online context-based help, simple import and export of security certificates, grouping frequent operations under single headings, and configuration wizards for common interworking settings. This flexibility rapidly accelerates enterprise provisioning of Cloud Connector Edition with Cloud PBX in Office 365 by up to 90 percent.

- **Security from Denial of Service (DoS) Attacks.**

The Sonus Cloud Link appliance was designed to withstand malicious activity under normal operation, securing the enterprise network border against unauthorized intrusion attacks, including DoS and DDoS. During attacks, Sonus Cloud Link maintains connected calls, allows for additional calls to be placed, and remains operational with all monitoring, reporting, and configuration capabilities fully accessible.

[Click here](#) to learn more.

Sonus SBC Edge with New Applications Solutions Module (ASM) Details

The award-winning Sonus SBC 1000 and SBC 2000 now features a new ASM (or embedded single board computer) based on an Intel® Pentium® dual-core processor (leveraging the Broadwell Server CPU family) that increases the number of Skype for Business SBA (Survivable Branch Appliance) users on the SBC 1000 from 400 to 1000, and the number of SBA calls from 100 to 240. The result means enterprises can dramatically reduce their CAPEX and OPEX costs as they deploy the SBC 1000 into larger branch offices requiring SBA features.

Additionally, the new ASM comes standard with Windows Server 2012 and two Hyper-V virtual machines to allow on-board hosting of third-party applications on both the SBC 1000 and SBC 2000. This capability allows enterprises to save CAPEX costs associated with servers that would otherwise be required to host third-party applications.

Sonus SBC 1000 with Performance and Capacity Improvements

The Sonus SBC 1000 with Release 6.1 presents a number of port and capacity improvements to help enterprises lower CAPEX and OPEX costs as capacity and throughput rises in branch office deployments:

- Additional DSP resources to support a maximum of 192 SIP sessions, a 20% increase over previous releases, to increase supported SIP client and trunking capabilities.
- A doubling of supported PRI ports (2 ports to 4), to address large branch office sites with up to 4 PRI legacy connections to on-site PBXs and/or PSTN connections.
- A tripling of FXO ports (4 ports to 12) to address branch offices with significant #'s of fax machines and legacy handsets.
- An additional Ethernet port (from 2 ports to 3) provides a backup WAN connection without the use of complex VLANs and without the additional costs associated with VLAN-aware upstream routers.

NEW Sonus SBC 1000 Gateway Offering

The Sonus SBC 1000 with Release 6.1 introduces new low-cost gateway configurations to address enterprise premise PRI/BRI "off-load" deployment scenarios. Such scenarios often do not require features such as SIP-to-SIP calling with transcoding, AD integration, or call forking. However, should customer requirements evolve, the Sonus gateway products may be upgraded to enable these features with a software license add-on that may be applied remotely.

Price reduction on select SBC 1000 / 2000 pre-Release 6.1 SKUs

To ensure continued value to customers interested in purchasing pre-Release 6.1 configurations, Sonus is announcing price reductions on a select set of SKUs, listed in the table below. The price reductions will take effect on October 17, 2016 and remain in effect through End of Product Sale (EOPS) of the impacted SKUs.

Price reductions to take effect October 17th, 2016:

SKU	Description	List Price	New List Price (effective 10/17/16)
SBC-1K-BRIFXS-S	SBC1000 W/ 4 BRI, 4 FXS, 2 DSPS, SBA. LICENSABLE GROWTH TO 8 BRI, 8 FXS. SIP:SIP LICENSABLE	\$5,225	\$4,000
SBC-1K-FXS8FXO-P-S	SBC1000 W/ 1 PRI, 4 FXO, 4 FXS, SBA, 3 DSPS, LICENSABLE GROWTH TO 2 PRI, 16 FXS, 8FXO SIP:SIP LICENSABLE	\$7,340	\$5,500
SBC-1K-FXSFXO-S	SBC1000 W/ 4 FXO, 4 FXS, 2 DSPS, SBA. LICENSABLE GROWTH TO 12 FXS. SIP:SIP LICENSABLE	\$5,050	\$3,800
SBC-1K-FXS-P-S	SBC1000 W/ 1 PRI, 4 FXS, 3 DSPS, SBA. LICENSABLE GROWTH TO 2 PRI, 24 FXS. SIP:SIP LICENSABLE	\$6,570	\$4,900
SBC-1K-P-S	SBC1000 W/ 1 PRI, 3 DSPS, SBA. LICENSABLE GROWTH TO 2 PRI. SIP:SIP LICENSABLE	\$6,275	\$4,700
SBC-1K-SIP-E-S	SBC1000 W/ 1 DSP, SBA. SIP:SIP LICENSABLE	\$4,370	\$3,300
SBC-1K-SIP-S	SBC1000 W/ 3 DSPS, SBA. SIP:SIP LICENSABLE	\$5,280	\$4,000
SBC-2K-S-1	SBC2000 W/ 1 DSP, SBA. SIP:SIP LICENSABLE	\$12,060	\$9,000
SBC-2K-S-2	SBC2000 W/ 2 DSPS, SBA. SIP:SIP LICENSABLE	\$13,570	\$10,000

Price reduction Frequently Asked Questions (FAQs)

Frequently Asked Questions	Answer
Why is Sonus making this price reduction?	The price reduction supports sale of pre-6.1 product alongside 6.1 product. Sonus endeavors to provide continued value to customers that remain interested in purchasing pre-6.1 SKUs.
How long will the price reductions stay in effect	Price reductions will remain in effect through End of Product Sale (EOPS) of the impacted SKUs.
How long will the price reduced SKUs remain available for sale?	The pre-6.1 product will remain available for purchase through the end of 2016, and potentially early 2017. Sonus will withdraw the pre-6.1 product from the market place according to the practice identified in the Sonus End of Product Sale policy posted on the Sonus web portal. Sonus will identify comparable 6.1 product as replacement to the pre-6.1 product when the withdrawal is announced.
Are the new Release 6.1 SKUs priced higher than the SKUs currently for sale?	Yes. However, the 6.1 product presents a number of features not found in the pre-6.1 product, such as higher capacity and port expansion options, support of 3 rd party applications, etc. Furthermore, please note the 6.1 product is priced equal to or less than the comparable pre-6.1 product prior to the pricing actions identified in the document.
Do the new Release 6.1 SKUs do everything that the SKUs currently for sale do?	Yes, and much more. Note the following additional features on the comparable 6.1 products: <ul style="list-style-type: none"> • SBC 1000 ability to support 192 SIP – SIP sessions, vs. 160 in pre-6.1 products; • SBC 1000 ability to support 4 PRI ports, vs. 2 in pre-6.1 products; • SBC 1000 available 3 GbE ports, vs. 2 in pre-6.1 products; • SBC 1000 ability to support 12 FXO ports in FXx only configurations, vs. 4 in pre-6.1 products; • SBC 1000 ASM (applications solutions module) with support for 1000 SBA (Microsoft® Skype for Business Survivable Branch Appliance) users/240 sessions, vs. 400 users/100 sessions in pre-6.1 products; • SBC 1000/2000 ASM with Hyper-V support for 3rd party applications.
Can new Release 6.1 SKUs be purchased in place of a comparable SKUs currently for sale?	Yes. Orders for the 6.1 product will be accepted in early October 2016, and Sonus expects shipments to begin in late October 2016.
Will current SKUs with an ASM (applications solutions module) include the Microsoft® Skype for Business Survivable Branch Appliance?	Yes, as of late October 2016.
What Sonus firmware version will be shipped within the SKUs currently for sale.	As of late October 2016, Release 6.1 . However, please note the Release 6.1 feature set available within the pre-6.1 product will be limited to the capabilities of the underlying hardware. For example, the support of 3 or 4 PRI ports in the pre-6.1 product will not be available.

If I receive a product with a firmware release other than Release 6.1, am I able to upgrade to the Release 6.1 software?	Yes, per the instructions on the Sonus support portal.
If I receive a product without the Microsoft® Skype for Business Survivable Branch Appliance, am I able to upgrade the unit with the latter?	Yes, per the instructions on the Sonus support portal.

TRAINING

The courses listed below are new or have been updated to reflect this new Release information. These training courses are available to Sonus Partners, and can be accessed by signing in to the Partner Portal, clicking the "My Training" tab, then entering the course number on the search bar.

Item	Course Number	Description
Sonus SBC 1K2K Sales Training	SBC1K2K-S-100	Covers the SBC market, the Sonus solution, business value to customers, competitive differentiators and more.
SBC 1000 and SBC 2000 Services	SBC1K2K-S-110	Overview of available Services offers covering the SBC 1000 and SBC 2000.

SERVICES

Sonus provides a comprehensive portfolio of maintenance and support offerings for Sonus hardware and software products, including the SonusCare Maintenance program. The SonusCare Maintenance program significantly expands support options for Sonus partners to allow better alignment with both customer requirements and partner business objectives.

The SonusCare Maintenance program offerings are as follows:

- Standard (9x5)
- Enhanced (24x7)
- Premium (24x7 + AHR)
- Software Product Only (24x7)

For more information on Sonus Global Services, sign in to the Partner Portal, click on the "Sales Tools" tab and select "Services".