

## Adapting to a IP World



# NET is the Standard for Reliability

Network Equipment Technologies (NET) is a global provider of industry leading multi-service network and voice exchange platforms. The Company's advanced "Any Service over Any Network" architecture enables the delivery of data, voice and video services across diverse transport networks from data centers to tactical installations. A pioneer of the networking industry, NET has been providing network exchange solutions for more than 20 years to a prestigious installed base that includes companies such as Microsoft, Reuters, the U.S. Navy, the Marines, NATO, and General Dynamics.

Based on a history of successfully building and supporting government and enterprise networks, NET today is leveraging its expertise and technology portfolio to address the needs emerging in these markets for advanced communications networks. Over the past year, NET has made a significant investment in its research and development to support Government and Enterprise customer requirements for intelligent, multi-service network platforms for the secure, high-speed transport of voice, video, and data traffic that:

- " Facilitate network evolution and interoperability
- " Support a broad array of access technologies
- " Reduce the risk of introduction of new network technologies into users' operations
- " Extend the viability of legacy systems.

## MARKET DYNAMICS

As a recognized industry innovator, NET began the multi-services networking revolution by combining multiple processes on a single platform. As networks continue their evolution from circuit switched to packet-based and Internet Protocol (IP), the Company has engineered solutions that protect our customer's new capital investment while extending the life of legacy equipment.

The need for secure, high speed voice communications in next generation tactical, field-deployable systems is critical to homeland security and military installations. In addition, government agencies must respond to the evolving requirements to integrate IP with the need to support legacy traffic and applications. As a trusted advisor and long term partner to many of these agencies, NET is advancing its platforms to respond to this need.

In the enterprise, the increasing desire to reduce the cost and complexity of communication services has become a driving factor in many large organization's spending plans. The ability to achieve cost savings available from VoIP while continuing to use existing PBX systems is a key consideration for many large corporations.

## SOLUTIONS

Leveraging the strengths of our existing technology, NET has developed two platform series: the NX Series for network exchange solutions, and the VX Series for voice exchange solutions. The NX Series will include products based on our successful Promina product line as well as completely new products. The VX Series, an evolution of our award-winning Shout product line, provides a next-generation solution for delivering voice-over-IP (VoIP) and mobility solutions.

### VX SERIES VOICE EXCHANGE PLATFORM

The VX Series Voice Exchange™ provides unparalleled voice compression technology, including unique features for satellite communications and enabling more calls through same bandwidth. The VX also provides the highest level of security through its encrypted Secure Telephone Unit (STU) capability. A key component of this platform is its ability to support legacy voice solutions, in essence, PBX integration. It can also be integrated into existing mission critical networks or deployed as the primary solution in green field applications.

For the government, the VX Series provides an IP-based secure voice solution that allows for better bandwidth efficiency and increased call performance. Products currently available are fully compatible with NET's VX switches, providing end-to-end, tactical-to-fixed site connectivity and offers the industry's best network fault-tolerant capabilities for secure calls -- including data compression, forward error correction, echo cancellation and jitter correction -- all critical factors when operating in tactical, high-latency or

unpredictable network environments. Sized for tactical deployment in form factors small enough to fit into a backpack, the VX is already being installed in high profile customer locations.

### VX SERIES AND UNIFIED COMMUNICATIONS

Market research indicated that its next generation unified messaging product will deliver a unified communications solution that includes instant messaging, voice, web conferencing, and unified messaging. Unified communications will require interoperability with existing voice systems and networks.

The VX Series is also capable of addressing the needs of enterprise customers. This platform provides unified messaging and unified communications to legacy PBXs and support for unified messaging. NET is providing new applications for this platform, including robust remote survivability features and fixed mobile convergence (FMC) utilizing VoWiFi.

Other opportunities are emerging in the Unified Messaging, Unified Communications market and with Fixed-Mobile Convergence (FMC) utilizing VoWiFi. NET's voice exchange platforms enable all cellular services to be brought to the enterprise and provide support for multiple FMC Standards - WiFi SIP, UMA, & IMS.

### NX SERIES NETWORK EXCHANGE PLATFORM

NET network exchange products are based on high-performance networking platforms that provide high-grade data transfer between SANs and WANs and secure grid computing. Responding to increasing demand for secure, high speed, multi-service networking and LAN/SAN virtualization, NET partnered with Bay MicroSystems to develop an agile, high-speed exchange platform that enables geographically distributed computing and storage resources to operate as if they were co-located within the same LAN or data center. This new platform has speeds of at least 10G and is scaleable up to 160Gbs.

The NX1000 joins NET's NX Series adding multi-service aggregation to the NX5010's high speed transport. The NX1000 is housed in a rugged, compact and lightweight chassis and fits well into tactical and first-responder applications as well as supporting applications for high speed serial or legacy migration to IP, IP-based satellite transport, and tactical to fixed site connectivity.

The NX1000 is fully interoperable with NET's Promina product line, delivering an all-new architecture and built-in capability to converge legacy applications onto an IP-based network while also providing four times the bandwidth of similarly sized Promina models. The NX1000 also offers higher speed data interfaces, diskless data storage, and an optional rubidium atomic clock module to provide a high level of accuracy and synchronization for bit synchronous applications over IP.

### PROMINA MULTI-SERVICE ACCESS PLATFORM

The Promina family of multi-service access platforms integrates voice, data, image and video traffic across a single network infrastructure. The Promina platform, tailored to circuit-switched networks, provides mission-critical support for a wide variety of communications applications and traffic types, including ATM, frame relay, IP, and integrated services digital network signaling. Promina products offer a range of user-side interfaces, enabling standards-based connection of communications equipment, whether located at a service provider's switching facility or at an enterprise or government customer's premises.

The Promina product family includes a range of systems for various node sizes, with various processor, application, and interface modules. The Company offers a broadband migration path for Promina customers with the NX1000 program. NX1000 allows Promina customers to protect their investments in existing architectures while accommodating immediate needs through a logical migration to a hybrid Promina/NX1000 solution, monitored and controlled by netMS, an integrated network management solution. In addition, the Company also markets an IP trunk interface for Promina, enabling direct IP connections to the Promina platform.

### SERVICE AND SUPPORT

We understand that quick-time-to-implementation is critical to your success. For this reason, every NET solution is backed by our global support and service organization, which along with third-party service organizations, provides installation, maintenance, technical assistance, and customer training.



VX SERIES VOICE EXCHANGE



NX5010AE HIGHSPEED TRANSPORT



NX1000 MULTI-SERVICE AGGREGATION



PROMINA MULTI-SERVICE ACCESS



**Corporate Headquarters**

6900 Paseo Padre Parkway  
Fremont, CA 94555 U.S.A.  
T 510.713.7300  
F 510.574.4000  
E info@NET  
www.net.com

**N.E.T. Federal**

21660 Ridgeway Circle, Suite 100  
Dulles, VA 20166, U.S.A.  
T 703.948.1800  
F 703.948.1850  
E net\_federal@net.com

Some features listed in the specifications are under development.

© 2007 Network Equipment Technologies, Inc., d.b.a. NET. All rights reserved. IDNX, Promina, SCREAM, and SHOUT are registered trademarks, and NET, the NET logo, N.E.T., Service Creation Community, and Service Creation Manager are trademarks of Network Equipment Technologies, Inc., d.b.a. NET. All other trademarks are the sole property of their respective companies.

This document does not create any express or implied warranty by NET or about its products or services. NET's sole warranty is contained in the written product warranty for each product. The end-user documentation shipped with NET products constitutes the sole specifications referred to in the product warranty. The customer is solely responsible for verifying the suitability of NET products for use in its network. Specifications are subject to change without notice.

CO-BR-0606