

Telecom Reseller

Aastra Clearspan

By Ray Horak, Technology Editor

Aastra USA announced a special offer for North American Nortel customers with incentives to migrate to Clearspan, their flagship UC solution. It is pure IP, standards-based and carrier-class with all features built-in including unified messaging (voice, video and fax), multi-media conferencing and collaboration and fixed mobile convergence, accessible from any phone and behind any PBX. It can be deployed as an overlay for Nortel call managers to offer direct access to UC features while protecting existing investment in system hardware and endpoints.

The Clearspan target market is large organizations with 1500+ users in aggregate, whether located at a single or multiple sites. Built on the BroadSoft BroadWorks platform, the baseline configuration scales to 50,000 users with full redundancy and

sub-second failover capability. More complex configurations will support up to 1 million users and multitenant applications. Although the typical implementation entails redundant, spatially-diverse servers positioned on-premises, it also can be collocated in carrier facilities in a self-managed voice VPN configuration. It enables mobile users to access and use telephony services from any endpoint whether on or off-net. They can originate calls from remote locations such as a home office or mobile phone and shift between them seamlessly.

According to Tim Whittington, Senior Vice President and General Manager, "Implemented as an overlay solution, Clearspan provides a reliable and graceful self-paced migration path for Nortel customers with no need to rip-and-replace systems or endpoints. This approach ensures the future of their enterprise communications while immediately providing UC

benefits."

As incentives to make the transition, Aastra is offering to provide an unlimited number of SIP integration trunks between Clearspan and the existing Nortel systems at no cost, discounts on their 67xi SIP phones, free instructor-led training for administrators during the first year of deployment and free web-based training for an unlimited number of users during the first two years. The offer is valid through the end of 2009.

Whittington added, "An enterprise with 3000 users deploying an overlay solution with 300 SIP integration trunks and 1500 new SIP phones can save \$500,000. This represents approximately 25% off our prices. We think this opportunity is compelling in terms of functionality, flexibility and financial considerations." ☎

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