



*Aricent helps
a leading OEM
reduce MSBG
development costs
by 60%*

Next Generation Managed Services Business Gateway Development for a Leading OEM

Customer Profile

The customer is a global leading communications infrastructure vendor based out of North America and is well recognized in delivering unified communications solutions to enterprise users. It has a broad portfolio of solutions spanning packet, optical, wireless and voice technologies for large enterprises, SMBs and Government.

Customer Challenges

- Gain the first mover advantage in the SMB Managed Service Business Gateway (MSBG) market
- Develop the solution at a price point that would make it attractive for service providers to offer services to SMBs that are typically managed by their in-house IT staff
- Integrate multiple features in a single device to support multiple services including IP Centrex enabled VoIP, secure VPN connectivity and other enterprise services

Solution

- The customer built multiservice MSBGs using Aricent's Converged Access Software (CAS) package
- Aricent designed, developed and integrated the required software components
- Aricent provided test frameworks to speed development time and improve product quality

Results

- The customer was able to reduce the development time by 8 months
- A quality solution was delivered within stringent budget constraints
- The customer achieved its 'first-mover' objective in the MSBG for SMB's market
- Aricent's CAS Software IPR and customization capability significantly reduced the risk and cost of the project

Why Aricent?

After evaluating multiple vendors, the customer chose Aricent primarily for the following reasons:

- Aricent's proven and ready to use CAS middleware IPR offered the customer a ready platform to develop modular devices with capabilities such as IP Routing, Ethernet Switching, Secure Connectivity and VPN, SIP based SBC, High Touch Security Services, Traffic Engineering, WAN and WLAN.
- Aricent's extensive domain knowledge gained from delivering a broad range of SMB and Enterprise systems

Aricent's early leadership in Switching/Routing and VoIP technology expertise convinced the customer that Aricent was the ideal partner for developing this product and could significantly lower the development risks. The customer was further reassured by Aricent's established relationship with other ecosystem vendors like Merchant Silicon Vendors, 3rd Party ISVs and partner ODMs. Finally, Aricent's proven ability to quickly scale engineering resources to meet stringent budget and development timelines convinced the customer to engage Aricent for this project.

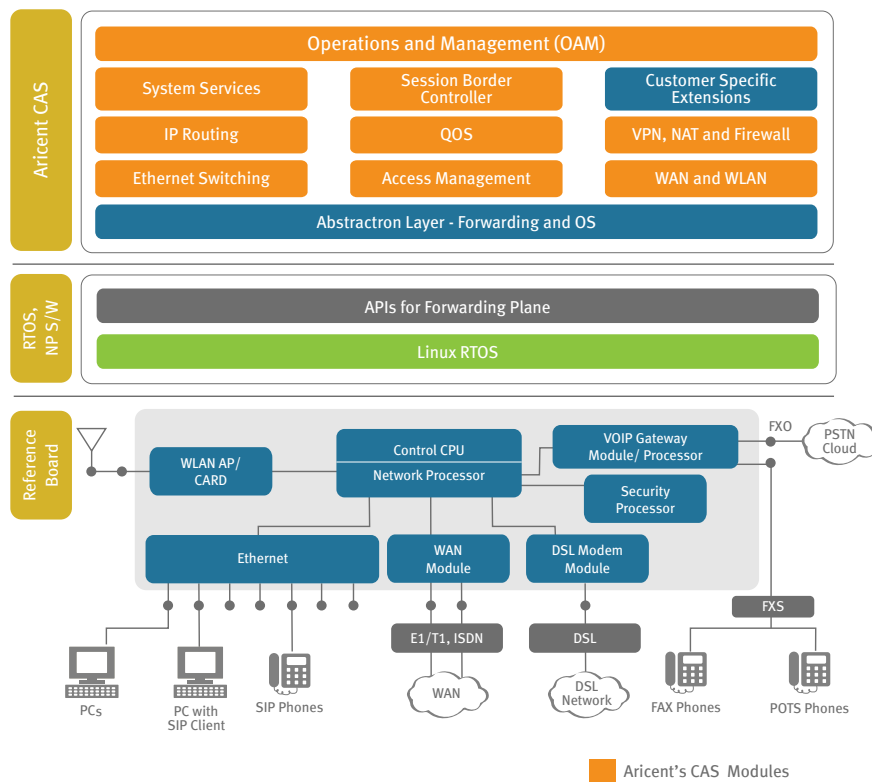
Customer Challenges

The customer was introducing a compelling product line for SMBs and was looking to gain the first mover advantage in the MSBG market. It faced various challenges in integrating multiple features, traditionally supported by multiple discrete devices, into a single device. The customer also needed to ensure compliance with the evolving requirements as defined by the service providers. Furthermore, it was necessary to control the development costs to ensure that the product was offered at a price point that would enable service providers to competitively offer managed services to SMBs.

Therefore, the customer was looking for a ready-to use software solution with all the key software components on a pre-integrated platform, preferably from a single vendor.

Aricent Solution

The customer used Aricent's CAS to develop a MSBG solution for managed SMB services. Assuming the complete ownership of the project, Aricent quickly built up a dedicated team of engineers to design, develop and integrate software components including those from multiple vendors. Delivering crucial benefits at every phase of product development cycle, Aricent helped the customer develop a best in class solution while reducing development time by 8 months. Aricent also provided a variety of test tools to simulate various components of the MSBG solution, thereby reducing the customer's overall test cycle.



Results

Aricent assumed the complete ownership of the project allowing the customer to focus on core business functions such as new markets and customer development. Aricent provided the customer with the CAS IPR and system integration services along with managing the ecosystem partners and silicon vendors. This enabled the customer to introduce four product models in the market 8 months ahead of the schedule, meeting its first mover objective, while reducing the development costs by 60%.

CORPORATE OFFICE

700 Hansen Way
 Palo Alto, CA 94304-1388 USA
 Phone +1 650 391 1088
 www.aricent.com



© 2009 Aricent Inc. All rights reserved. All Aricent brand and product names are service marks, trademarks or registered marks of Aricent Inc. in the United States and other countries. All other marks are the property of their respective owners.