

Dear Teledata Customer,

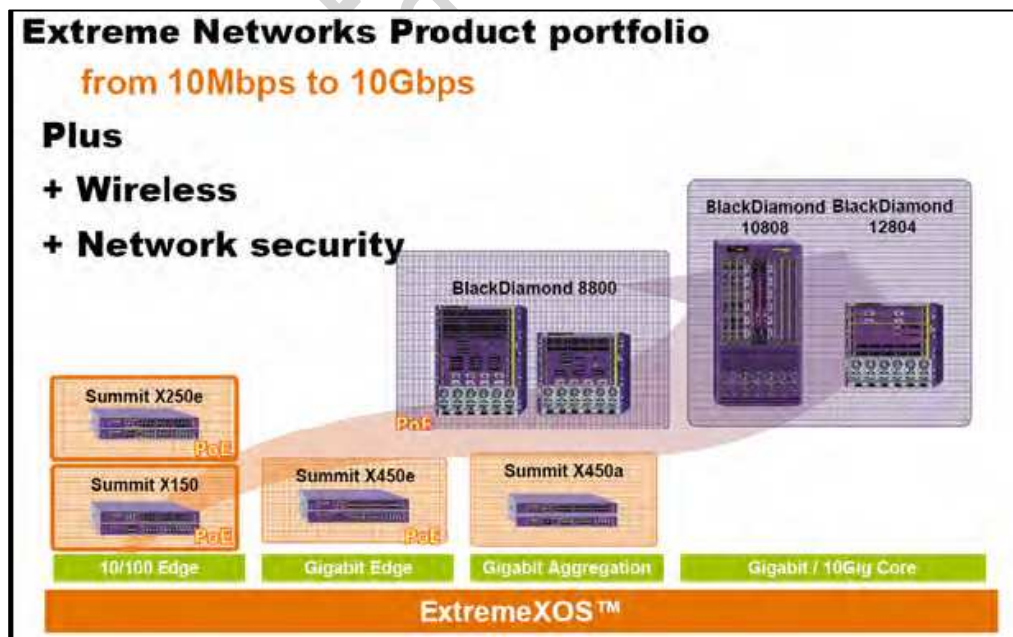
ShoreTel's growing eco-system of technology partners provides complementary products that extend the ShoreTel IP telephony system's capabilities. Members offer hardware, software, and services that enable customers to enhance their communications and more fully leverage their investment in the network and in their voice system. By working with the Technology Partner's, ShoreTel's expansive network of channel partners can offer customers' comprehensive solutions to today's most challenging business communications needs.

This month one of the partners we want to overview today is *Extreme Networks, Inc* based in Santa Clara, CA.

On March 8, 2006 ShoreTel and Extreme Networks announced that the two companies were working together to provide joint customers with a high performing and reliable end-to-end VoIP and data network solution.

The Extreme Networks and ShoreTel solution provides reliable, cost-effective and scalable enterprise-wide converged voice and data communications. The solution is based on a high-performance and secure network designed around Extreme Networks switches and ShoreTel's ShoreGear voice switches and ShorePhones. Extreme Networks switches deliver high levels of VoIP availability and reliability.

Extreme Networks offers low levels of latency and jitter, and maintains quality of service (QoS) even under heavy loads, in addition to industry-leading security solutions. The ExtremeXOS™ Universal Port feature simplifies and automates provisioning and adds/moves/changes to your network, complementing the ease of deployment of the ShoreTel system.



Some of the key advantages to the Extreme platform switches are they:

- Support Ethernet Automatic Protection Switching (EAPS) ring protocol for less than 50ms network recovery and maintain Quality of Service (Qos) required for ShoreTel VoIP call traffic and other real-time applications.
- Simplify and automate device discovery and provisioning for IP handsets using the Universal Port feature. It leverages LLDP (802.1AB) or 802.1x authentication protocols. Other automated modules such as the "Green" Power Conservation Module, can be used to reduce energy consumption by turning off power to PoE enabled IP handsets when not in use.
- Support multiple 802.1x supplicants and VLAN assignments to securely authenticate and segregate traffic on each port. Also each switch can support security features (ACLs, IP Security, bandwidth control, and sFlow analysis tools) giving both partners and customers access to products and services while sensitive data is protected.
- Use the same single, modular OS which allows for hitless software upgrades and hitless failover. This allows administrators to apply new software releases without taking the switch out of service.
- Support scalability SummitStack to grow your network when and as you need to while supporting the full range of features and applications. This helps avoid the need for forklift upgrades and allows you to easily expand your voice network as you add ShoreTel IP phones.

As you can see, leveraging both the ShoreTel and Extreme Networks platforms you will not only deliver high quality voice communication to your organization, but increase productivity through automated network provisioning, centralized management capabilities and ease of scalability reducing the total cost of ownership.

We at Teledata know how technology can quickly evolve in a year's time and hardware can become obsolete once newer features first appear. With ShoreTel being vendor-agnostic, Teledata has been able to leverage partnerships with other switch vendors such as Foundry Networks, Cisco, HP, Netgear, Dell and many others. With our consultative approach, we are able to bring network engineers and channel partners to your site. It is these partnerships that have helped make us a leader in preparing customers for their current or future voice and data installments.

In an effort to better inform you, we will be bringing you more information regarding these other platforms and what they have to offer. For additional information, please contact our Information Desk at the number provided below or by email at info@teledata.com.



Information Desk

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