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## **Sonus Cloud Link Reduces Microsoft Cloud Connector Edition Installation Times and Simplifies Enterprise Adoption of Office 365 Cloud PBX**

### **Integrated Appliance Delivers Robust Security and Extends PSTN Access for Seamless Migration to Microsoft Office 365 Cloud PBX**

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#### **Key Takeaways:**

- | Sonus Cloud Link utilizes an intuitive GUI interface that rapidly accelerates Microsoft Skype for Business Cloud Connector Edition (CCE) provisioning times by up to 90 percent.
- | Sonus offers a highly scalable solution for CCE capable of 500 concurrent Cloud PBX calls on a single device, reducing enterprise spend on additional appliances.
- | The solution provides strong network security to prevent unauthorized access and preserve communications through hacker attacks.

[Sonus Networks](#), Inc. (Nasdaq: SONS), [a global leader in secure and intelligent Cloud communications](#), announced today that [Sonus Cloud Link](#) will be generally available October 24, 2016. Sonus Cloud Link integrates Microsoft's Skype for Business CCE with Sonus' SBC 1000 or SBC 2000 into a single appliance, enabling enterprises to rapidly and securely provision CCE with Microsoft Office 365 Cloud PBX at scale, while maintaining local PSTN connectivity and legacy infrastructure.



#### **Simple Deployment with Reduced Installation Times**

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

#### **Unmatched Scalability and Increased Capacity in an Integrated Solution**

Sonus Cloud Link scales up to a maximum of 500 concurrent Cloud PBX calls. By providing scalability on a single device, enterprise customers are able to reduce total cost of ownership and minimize the number of appliances needed for capacity purposes.

Sonus Cloud Link also provides comprehensive support to preserve existing PSTN connectivity and legacy infrastructure. With Sonus Cloud Link, enterprise customers can retain existing fax machines, courtesy phones, paging systems and emergency lines while presenting a single call back number regardless of which Cloud PBX user makes a call.

#### **Security from Denial of Service (DoS) Attacks that Maximize Uptime**

Sonus Cloud Link was designed to mitigate malicious activity and preserve service operation, securing the enterprise network border against unauthorized intrusion and DoS/DDos attacks. During attacks, Sonus Cloud Link maintains connected calls, allows for additional calls to be placed and remains operational with all monitoring, reporting, and configuration capability fully accessible.

#### **Quotes:**

"As our customers began the process of migrating to Microsoft Office 365 Cloud PBX, it became evident that we needed to provide a trusted, CPE-based solution that delivers strong interworking and security functionality that interoperates with 'KDDI Hikari Direct and KDDI Business Call Direct' - our SIP trunking services," said Hideyo Fujita, group leader, IP Communication Department, KDDI. "Powered by the SBC 1000, Sonus Cloud Link integrates Microsoft's Cloud Connector Edition into a single appliance that preserves existing PSTN connectivity, allowing for a seamless and secure migration. During our tests, Sonus Cloud Link delivered exactly what we required and reduced deployment time for Microsoft's Cloud Connector Edition with a user-friendly setup wizard."

Masao Yamaguchi, assistant manager, IP Communication Department, KDDI said, "Sonus' WebUI-based Cloud Connector Edition setup wizard makes configuration easier than editing a long .ini file with customer information. It's also able to configure Cloud Connector Edition without downloading any files."

Motoaki Ishii, director, Microsoft Engineering Department, Softbank said, "Localized support from Sonus has been incredibly helpful when installing and deploying CCE with the GUI and setup wizard on Sonus Cloud Link. We are hoping to get customers to combine our FMC services with Cloud PBX through this innovative solution."

"As customers move to Microsoft Office 365 Cloud PBX they need a way to connect to existing SIP and TDM providers. Most are doing this using the Microsoft Cloud Connector Edition," said Mykola Konrad, vice president, Product Management and Marketing, Sonus. "Sonus Cloud Link provides customers with an all-in-one solution that significantly reduces CCE provisioning times, provides unmatched scalability and delivers proven security."

"Nemertes Research's annual IP Telephony and Unified Communications Total Cost of Ownership Study shows that organizations moving to Cloud telephony risk higher operating costs if they do not address operational management challenges up-front," says Irwin Lazar, vice president and service director, Nemertes. "Solutions like Sonus Cloud Link can reduce implementation and operating costs by simplifying provisioning and security management."

"Sonus' Cloud Link further simplifies the adoption of cloud communications for enterprise customers by delivering solutions that lower acquisition and deployment barriers," said Giovanni Mezgec, general manager, Office 365 Partner Marketing, Microsoft. "As a valued Skype for Business Infrastructure Partner, we're excited to see Sonus releasing a solution that takes advantage of Cloud Connector Edition to drive deployment choices for our customers adopting Cloud PBX."

#### **Other Facts:**

- | According to Nemertes Research:
  - | 77 percent of mid-to-large enterprises moving to UCaaS are adopting Office 365;
  - | Nearly 40 percent of organizations are adopting Cloud IP telephony; and
  - | Current cloud IP telephony adopters have seen an average of a six percent increase in TCO, largely driven by adoption and vendor management costs.

#### **Additional Resources:**

- | [This short video of the Sonus Cloud Link CCE Setup Wizard](#) shows how Sonus Cloud Link significantly reduces installation times up to 90 percent, and facilitates seamless customer migration to Microsoft Office 365 Cloud PBX.

#### **Tags/Keywords:**

Sonus, SONS, Cloud Link, SBC, Session Border Controller, Microsoft Cloud Connector Edition, CCE, Cloud PBX in Office 365, Hybrid Cloud, Skype for Business, SIP, TDM, PSTN Connectivity, Security.

#### **About Sonus:**

Sonus brings the next generation of Cloud-based SIP and 4G/VoLTE solutions to its customers by enabling and securing mission critical traffic for VoIP, video, IM and online collaboration. With Sonus, enterprises can intelligently secure and prioritize real-time communications, while service providers can deliver reliable, secure real-time services for mobile, UC and

social applications. Sonus offers an award-winning portfolio of hardware-based and virtualized Session Border Controllers (SBCs), Diameter Signaling Controllers (DSCs), Cloud Exchange Networking Platform, Policy/Routing servers and media/signaling gateways. Visit [www.sonus.net](http://www.sonus.net) or call 1-855-GO-SONUS. Follow Sonus on [Twitter](#), [Facebook](#), [LinkedIn](#), [YouTube](#) and [Instagram](#).

**Important Information Regarding Forward-Looking Statements:**

The information in this release contains forward-looking statements regarding future events that involve risks and uncertainties. All statements other than statements of historical facts contained in this release are forward-looking statements. Our actual results may differ materially from those contemplated by the forward-looking statements. For further information regarding risks and uncertainties associated with Sonus' business, please refer to the "Risk Factors" section of Sonus' most recent annual or quarterly report filed with the SEC. Any forward-looking statements represent Sonus' views only as of the date on which such statement is made and should not be relied upon as representing Sonus' views as of any subsequent date. While Sonus may elect to update forward-looking statements at some point, Sonus specifically disclaims any obligation to do so.

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