



## Nortel Adds Routers

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TORONTO -- Nortel(x) (NYSE/TSX: [NT](#) - [message board](#)) has strengthened its end-to-end converged networks portfolio with the general availability of the Nortel Secure Router portfolio, extending the power of convergence from main office locations to branch offices. The new products enhance Nortel's commitment to provide seamless, feature-rich enterprise networks that support critical real-time applications including data, voice, video and streaming media applications.

The Nortel Secure Router 1000 portfolio is comprised of the 1001, 1002 and 1004 for small office and branch office deployments. It also includes the Secure Router 3120 for mid-range branch deployments. In addition to ease of implementation and interoperability, Nortel Secure Routers deliver more than double the performance throughput at 25% less cost than equivalent router from the leading competitor.

"This product line brings feature-rich services and security for our customers, and delivers the power of the headquarters environment in a branch office," said Aziz Khadbai, general manager, Converged Data Networks. "These routers offer IP capabilities beyond layer 3 routing, including the provision of firewalls, VPN and Quality of Service capabilities designed to support IP telephony and other latency-sensitive applications."

"We've been using the Nortel Secure Router 1004 in a branch location along with the Business Communication Manager," said Lisa J. Harris senior vice president and chief information officer, Gevity. Gevity, headquartered in Bradenton, Florida with branch locations throughout the United States, provides comprehensive in sourced employment management solutions for small and medium-sized businesses. "The installation and implementation was easy and interoperability has been seamless. Nortel's solution provides a complete package of price, performance, reduced administrative costs, and world-class support, providing Gevity with a competitive advantage."

Nortel Secure Routers are being made available direct through Nortel and through Nortel's extensive partner distribution channel. Several have been testing the routers in preparation for the launch.

"We have a large customer base searching for integrated branch office network solutions," said Stuart Chandler, president and CEO, Optivor Technologies. "Nortel Secure Routers combined with Nortel's extensive enterprise portfolio clearly provide that solution. Optivor has been bundling the secure routers with the Business Communication Manager, Power over Ethernet routing switches, WLAN access points, and IP Phones for a complete, secure end-to-end converged solution. Integrating the secure router was quick and seamless. Now our customers have a clear choice when selecting one provider for voice and data networking."

"The need for consolidated branch-office devices is compelling. The average branch has six networking devices, with the number of locations increasing by 6.5 percent a year. That adds up to more devices and more time managing them," said Robin Gareiss, executive vice president and senior founding partner, Nemertes. "IT staffs want products that combine routing, optimization, and security, making it easier to manage an end-to-end converged infrastructure."

Nortel purchased Tasman Networks for \$99.5 million to provide a comprehensive end-to-end convergence solution and to round out the company's secure router portfolio for branch office environments. The deal closed February 24, 2006.

[Nortel Networks Ltd.](#) (NYSE/Toronto: [NT](#) - [message board](#))

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