



## Avaya, FatPipe Combine UC with SD-WAN

FatPipe Networks – July 18, 2016

Avaya (News - Alert), a developer of unified communications services for businesses across the globe, works only with FatPipe Networks to develop its presence in the software-defined wide area network (SD-WAN) market. Fat Pipe has developed its own software for a number of network uses and will begin to work with Avaya to make sure that business communications traffic works well between the possible thousands of miles between clients' sites.

Avaya begins this journey with the SDN (software-defined networking) Fx architecture it has already developed. It uses the Fx Fabric Connect core and other applications, such as the Fabric Orchestrator that monitors the network and enforces security policies, to make sure that end users can easily manage and operate their networks from one day to the next. These tools try to make network use and changes more automatic and less of a hassle than traditional network setups where even plugging a new phone would require manual intervention.

FatPipe's collection of SD-WAN products will supplement that Avaya base to show a globally dispersed network as a single unit in the eyes of IT administrators. This, said Avaya Vice President Jean Turgeon (News - Alert), will

affect the nature of voice, video, and data services and allow global networks to become more reliable for all their users.

"As organizations adapt to customer and user expectations through digital transformation, hybrid cloud has become the preferred deployment model," Turgeon said. "Avaya's SDN Fx enables geo-dispersed sites to interconnect, but it needs to interoperate with SD-WAN solutions to realize maximum efficiencies."

"FatPipe and Avaya are delivering the first fabric-enabled SD-WAN solution in the industry," Turgeon continued. "Automatically detecting and re-routing a degrading WAN connection provides seamless failover of VoIP, video, and data sessions, ensuring the reliable quality communications and uptime our customers require."

FatPipe President Sanch Datta further commented that this network usability and simplicity will allow enterprises to save money. Datta called this collaboration a milestone for both the networking and UC markets. This pairing of corporate minds brings together some of the best in the business to show what software-defined networking can truly accomplish.

As has been noted in the recent pages of TMC (News - Alert), the SDN and network functions virtualization markets are expected to become a global phenomenon come the turn of the decade. Deloitte (News - Alert) stated in its most recent announcement that the use of software-based network functions will represent the type of 20-year sea change that the information technology industry has come to know in past years through the move from analog to digital in the 1960s, from copper to fiber in the 1980s, and from fixed to mobile in the 2000s.

What Avaya and FatPipe can achieve will be the efficient linking of global sites that need to speak to one another every day. Such sites will be able to manipulate their networks with a minimum of effort, which will particularly assist those companies that are growing and will need to add new hardware to their existing locations and will need to add new sites to their already established networks.