



Propel your business forward with Norstar VoIP Gateway

No matter what business you're in – or what size your business is – you can realize the values and benefits offered by the Norstar* VoIP Gateway solution. It's a solution specifically designed to allow small to medium-sized multisite businesses with Norstar systems to cost-effectively enter into the VoIP environment while providing an opportunity for large multisite companies with Norstar systems to slowly migrate their network to VoIP. A scalable and reliable solution, the Norstar VoIP Gateway continues to build on the Norstar portfolio by providing a cost-effective, low-impact migration path to IP.

Move beyond basic voice

IP telephony is the emerging standard in business communications today. And the move to an IP-enabled network is quickly becoming a logical migration as companies look for ways to cut costs and increase revenues. IP telephony offers the flexibility companies need to adopt transaction-based and integrated applications. It also lets businesses gain new control in voice and data management and extend the same level of communications they have at the head office to their remote offices.

Businesses require communications systems that go beyond basic voice capability if they want to empower employees, engage customers and effectively compete in today's marketplace. But, while many companies are interested in IP telephony, they still want reliable and secure solutions that can be implemented with relatively low risk and at a reasonable capital outlay.

The Norstar VoIP Gateway from Nortel Networks is a cost-effective VoIP trunk-side networking solution that enables voice applications to be handled over the data infrastructure. So, it simplifies management while it saves you money.

The Norstar Integrated Communications System (ICS) portfolio, IP-enabled with Norstar VoIP Gateway, offers one of the most robust key telephony systems on the market. The portfolio provides a set of adaptable, scalable and cost-effective voice – and voice over IP – solutions

tailored to your company's current needs while looking to the future.

Protect your existing investments – and save money

Norstar VoIP Gateway is the ideal solution for existing Norstar customers who are highly price sensitive and do not anticipate requiring IP at the desktop, but who want to benefit from a single voice solution. The Norstar VoIP Gateway offers great value to installed base Norstar customers and provides a choice of enhanced voice applications at a very reasonable cost. And, it enables you to access high-quality VoIP networking between Norstar systems. So, you can leverage your data network for voice and fax communications and achieve significant cost savings.

Many businesses use costly private networks or the Public Switched Telephone Network (PSTN) for voice communications between sites. With Norstar VoIP Gateway, IP replaces the PSTN or other private networks between locations and uses the data network's capacity for voice communications – so you avoid costly access and long-distance charges. If you're a small multisite company with a Norstar system, you can enter into the VoIP environment without having to worry about large up-front costs. On the other hand, if you're a large multisite company with a Norstar system, you can slowly migrate your network to VoIP.

Norstar VoIP Gateway key benefits

- Reduces the need for PSTN lines, resulting in cost savings
- Offers a low-impact migration path to IP
- Reduces long-distance charges through IP telephony
- Interoperates with Norstar, Business Communications Manager, Succession* 1000M and Succession 1000
- Enables n-digit dialing between Nortel Networks enterprise sites
- Simplifies installation and configuration with browser-based Operations, Administration and Maintenance (OA&M)
- Supports VoIP telephony with or without a Gatekeeper

Norstar VoIP Gateway



Networking with Norstar VoIP Gateway

The Norstar VoIP Gateway works on Compact Integrated Communications Systems (CICS) as well as Modular Integrated Communications Systems (MICS), and it is compatible with all Norstar software releases, bringing this price-competitive solution to smaller customers as well as to medium-sized businesses.

Manage your business growth

To effectively manage growth, businesses today seek investments in solutions that are both adaptable and flexible – solutions that ensure agility. But they also require big business functionality at a reasonable cost. The VoIP Gateway meets this need by providing a way to save on telephony charges with a solution that fits within a business's budget requirements. But beyond that, this solution can grow with your business, and it interoperates with existing equipment so you can protect your initial investment.

IP functionality that meets your business needs

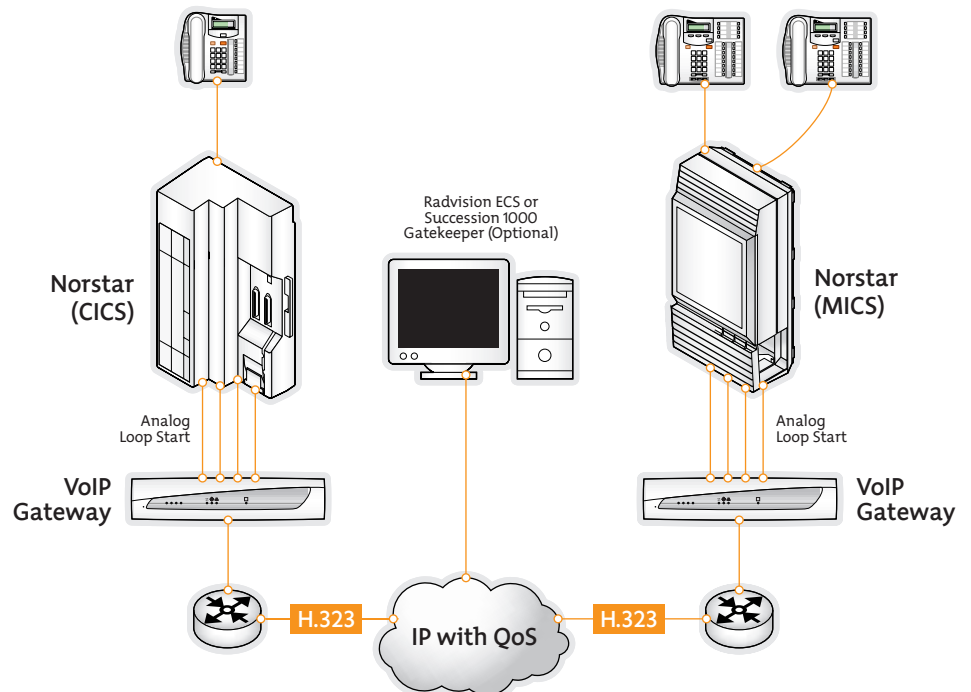
The Norstar VoIP Gateway enables trunk-side IP connectivity for Norstar by providing multisite companies with direct interoffice voice and fax traffic over an IP network. It also provides interoperability with other Norstar systems and other Nortel Networks IP telephony solutions, such as Business Communications Manager, Succession 1000M and Succession 1000. And, because the Norstar VoIP Gateway is interoperable with other Nortel systems, you have a solution that enables seamless interworking. The VoIP Gateway supports quality voice through QoS, voice compression, echo cancellation and buffers. It also supports common dialing plan and trunk CLID

between Nortel Networks solution sites (Norstar, Business Communications Manager, Succession 1000M and Succession 1000).

Key features

The Norstar VoIP Gateway enhances the already feature-rich Norstar platform and includes these key features:

- **Remote Gateway Line Hunt** – provides flexibility to the user, as both incoming and outgoing lines can be pooled.
- **Private Network Dialing Plan** – improves efficiency by allowing networks to be configured with an n-digit dialing plan. For example, all users on a network can dial the four-digit extension number of any other user on the same network.
- **Calling Line ID Support** – increases productivity by enabling a called party to identify the Norstar system from which the call originated.
- **Browser-based Operations, Administration and Maintenance (OA&M)** – reduces management costs by simplifying installation and configuration.
- **IP Routing Table** – cuts costs by removing the need for an expensive Gatekeeper in a small network, by allowing the Norstar VoIP Gateway to determine the appropriate destination IP address.



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Business Without Boundaries

The Norstar VoIP Gateway complements the Business Communications Manager as an intermediate migration step to an integrated voice and data solution or as an option for small to medium-sized businesses that don't need networked applications; these businesses can choose the path that best suits their needs.

The Norstar VoIP Gateway delivers the Nortel Networks "Business Without Boundaries" vision to Norstar users, as the introduction of the Norstar VoIP Gateway expands the choices available to Norstar customers and seamlessly integrates Norstar into the evolutionary IP telephony portfolio, which includes Business Communications Manager, Succession 1000M and Succession 1000.

These solutions allow customers to remove the barriers to efficient and effective collaboration, creating opportunities for increased productivity, growth and profitability.

Stay ahead of the game with Norstar VoIP Gateway

Nortel Networks is focused on providing our customers with communications solutions designed to protect their long-term investment while allowing the flexibility to add newer technology as customers' business goals dictate. The Norstar VoIP Gateway enhances the strong competitive position of Norstar in the marketplace and is yet another benchmark that will allow Norstar to remain the leader in the market.



Nortel Networks is an industry leader and innovator focused on transforming how the world communicates and exchanges information. The company is supplying its service provider and enterprise customers with communications technology and infrastructure to enable value-added IP data, voice and multimedia services spanning Wireless Networks, Wireline Networks, Enterprise Networks and Optical Networks. As a global company, Nortel Networks does business in more than 150 countries. More information about Nortel Networks can be found on the Web at:

www.nortelnetworks.com

For more information, contact your Nortel Networks representative, or call 1-800-4 NORTEL or 1-800-466-7835 from anywhere in North America.

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