



GENBAND Overview



Agenda

8:00 – 8:10	Introductions, GENBAND Corporate Overview	Dave Roussy
8:10 – 8:15	Q10 SBC Overview	Dave Roussy
8:15 – 8:30	C15 Softswitch Overview	Lee King
8:30 – 8:45	Network Consolidation	Lee King
8:45 – 9:15	Kandy Cloud Solutions	Avanish Pande

GENBAND Corporate Overview



GENBAND Relationships

700+
Customers
Globally



Sales & Marketing Engine

194
Full Time
Sales
Professionals



IP Portfolio

Over **290** US Patents
and
400 Patents Worldwide



Global Support

1,412 Employees,
569 Contractors
in **27** countries



Comprehensive Real Time Communications Offering



Network
Transformation



Unified
Communications



Interconnects



SIP
Trunking



Consumer
Messaging



NFV/SDN

Worldwide Top Tier Customer & Partner Base

Over 700 Service Providers in 76 Countries

Hundreds of Enterprises,
Channel Partners and
Systems Integrators



And many of the world's top technology
companies including ISVs, ASPs and
consulting firms



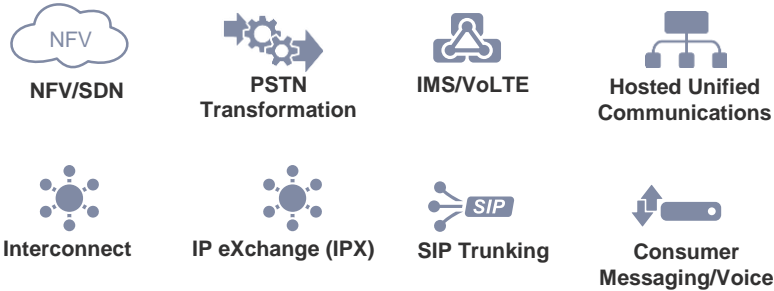
Solutions & Product Portfolio

Service Provider Solutions

Fixed, Mobile, MSO and Interconnect Service Providers



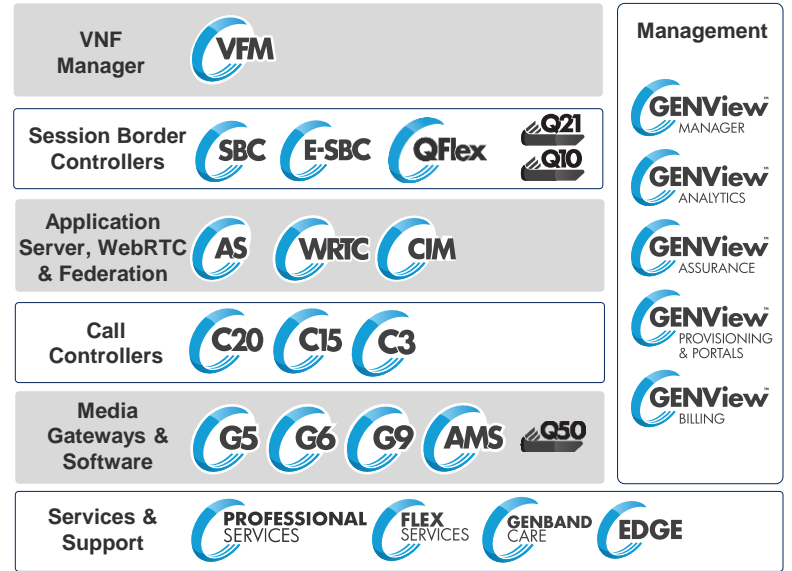
Consumer, Business & Interconnect Services Solutions



Network Access



Products



Enterprise Solutions

Communications & Collaboration Solutions



Industry Recognition



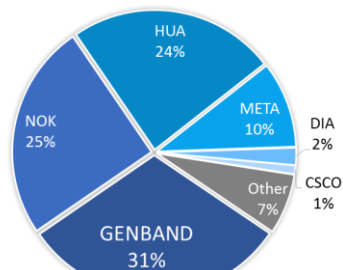
KANDY COMMUNICATIONS PLATFORM AS A SERVICE
WINS PRESTIGIOUS WORLD COMMUNICATIONS
INNOVATION AWARD

“Kandy puts a wide range of real-time
communications features in one place”

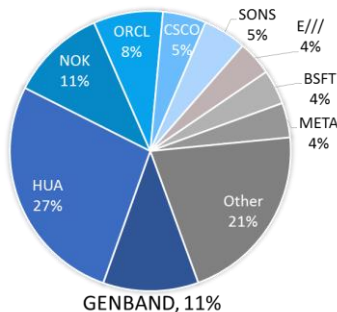


Network Transformation: Leading Market Share

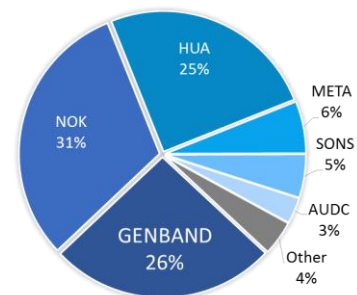
#1 in VoIP Switching (SS)



#2 in NTr (NGN+IMS)



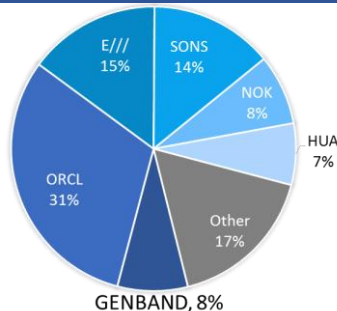
#2 in Media Gateways



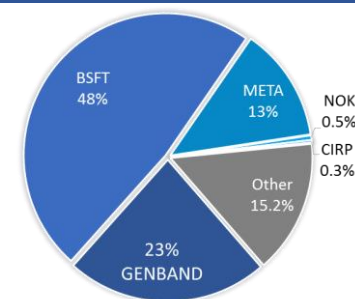
GENBAND
Since 1Q-2008
33 Successive Quarters

**Ranked #1 and #2
Multiple Times over
Multiple Categories**

#4 in SP-SBCs



#2 in NGN Voice Servers

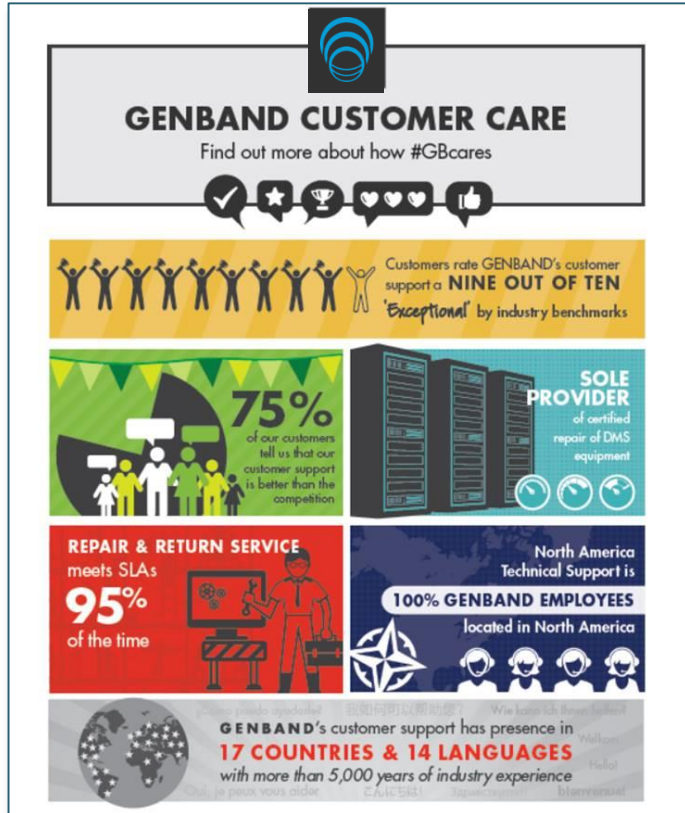


Source: ExactVentures, IHS Research, 1Q-2016 Market share data

Competitors listed above are not the only competitors in these markets and share shown is relative share versus listed competitors

Network Transformation Support & Services Leadership

Trusted Support of Legacy Networks



GENBAND CUSTOMER CARE
Find out more about how #GBcares

Customers rate GENBAND's customer support a **NINE OUT OF TEN** 'Exceptional' by industry benchmarks

75% of our customers tell us that our customer support is better than the competition

SOLE PROVIDER of certified repair of DMS equipment

REPAIR & RETURN SERVICE meets SLAs
95% of the time

North America Technical Support is
100% GENBAND EMPLOYEES located in North America

GENBAND's customer support has presence in **17 COUNTRIES & 14 LANGUAGES** with more than 5,000 years of industry experience

IPR Tools for Network Migration

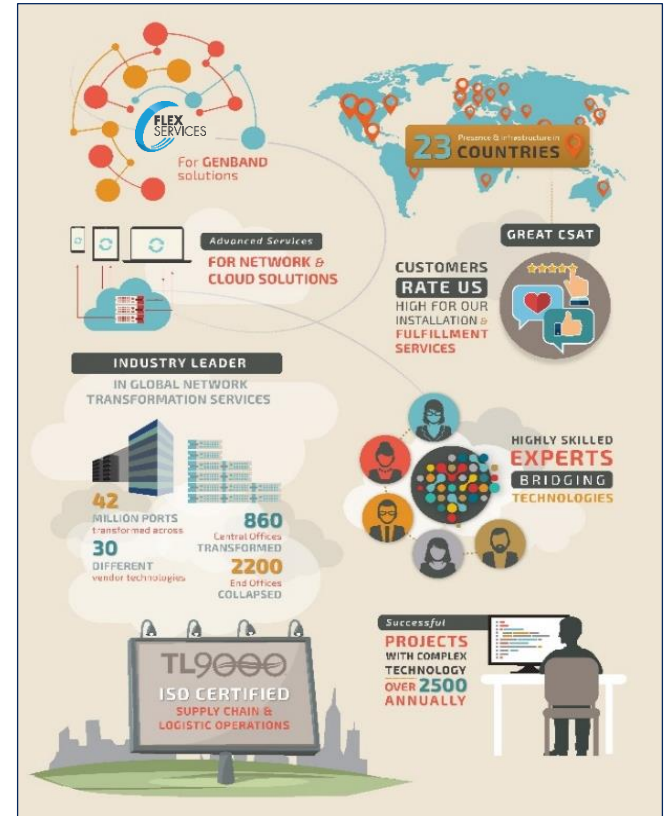
Highly Skilled Migration Experts

Highly Collaborative Projects with Service Providers

Key Network Personnel from Service Providers



Transformation Services Leadership



FLEX SERVICES For GENBAND solutions

23 Presence & infrastructure in COUNTRIES

Advanced Services FOR NETWORK & CLOUD SOLUTIONS

GREAT CSAT

CUSTOMERS RATE US HIGH FOR OUR INSTALLATION & FULFILLMENT SERVICES

INDUSTRY LEADER IN GLOBAL NETWORK TRANSFORMATION SERVICES

42 MILLION PORTS transformed across
30 DIFFERENT vendor technologies

860 Central Offices TRANSFORMED
2200 End Offices COLLAPSED

HIGHLY SKILLED EXPERTS BRIDGING TECHNOLOGIES

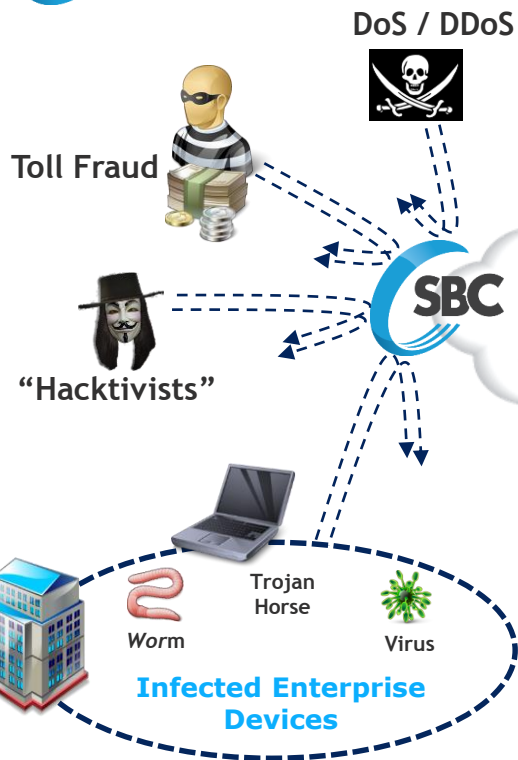
Successful PROJECTS WITH COMPLEX TECHNOLOGY OVER **2500** ANNUALLY

TL9000 ISO CERTIFIED SUPPLY CHAIN & LOGISTIC OPERATIONS

Q10 Session Border Controller (SBC) Overview



SBC Session Border Controller



Network Security

- Topology hiding
- DoS/ DDoS attacks
- Dynamic blacklisting



Session Security

- Signalling and Media Validation
- SIP/ H.323 Signalling Firewall
- Manage NAT Bindings

Protection against un-authorized access

- Blacklist/ White list Access control
- RADIUS Authentication & Authorization
- Role Based User Access

Confidentiality & Privacy

- VLAN tagging
- Media and Signalling Encryption



Multi-vendor, Multi-device, Multi-protocol Interworking

- SIP-H.323
- SIP over UDP/TCP/TLS/SCTP
- IPv4-IPv6 Interworking
- Dynamic SIP header manipulation
- Automatic vendor detection and interworking

Media Interworking

- Any-to-Any Media trans-coding
- On demand Any to Any DTMF translation and interworking
- RTP – SRTP Interworking

Standards Compliant

- SIP Connect Certification
- UK NICC

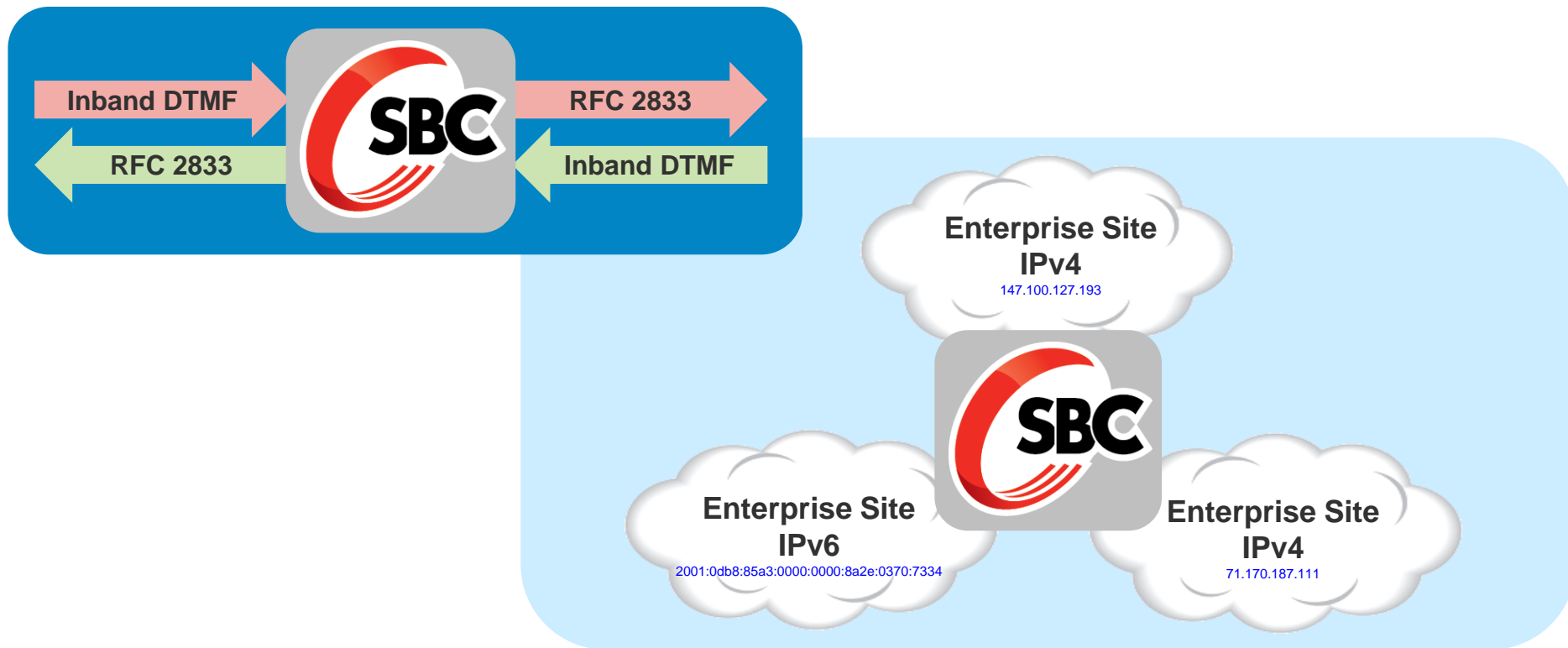
Other Features

- Transcoding (Q21)
- Flexible Message Manipulation



VoIP technology has produced several new and serious threats against telecommunications infrastructure

SBC Session Border Controller - Interworking



SBC Session Border Controller - Interworking

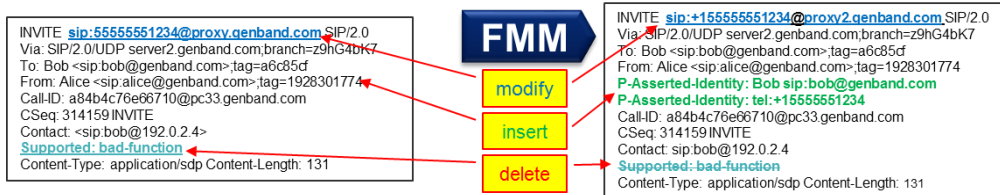
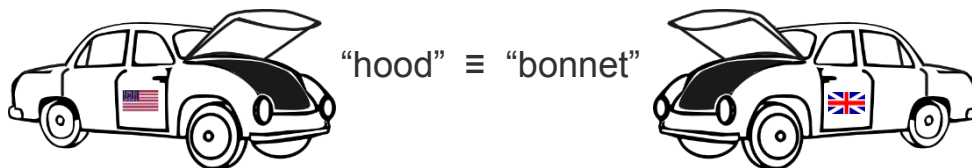


Flexible Message Manipulation – A Killer Tool To Win

Solves Interworking Challenges in Real Time

SIP

English is supposed to be a common language



Minimal Performance Impact
Compared To Competitor's
Implementation

Customer Training Program

Advanced Consulting Services By
Services Team

✓ Customer
Programmable

✓ Any Part Of
Any Message

✓ Real Time
Adaptability

✓ Pre-Built
Library

**We Are Building The Use
Case Library of FMM**

Thank You



Successful Track Record Acquiring & Integrating Strategic Businesses

