



# Beyond SIP Trunking

January 24, 2008

***“The real benefits and ROI of a VoIP installation comes when you take the SIP communication outside the corporate LAN”***

***Beyond VoIP...***

# Global Connectivity

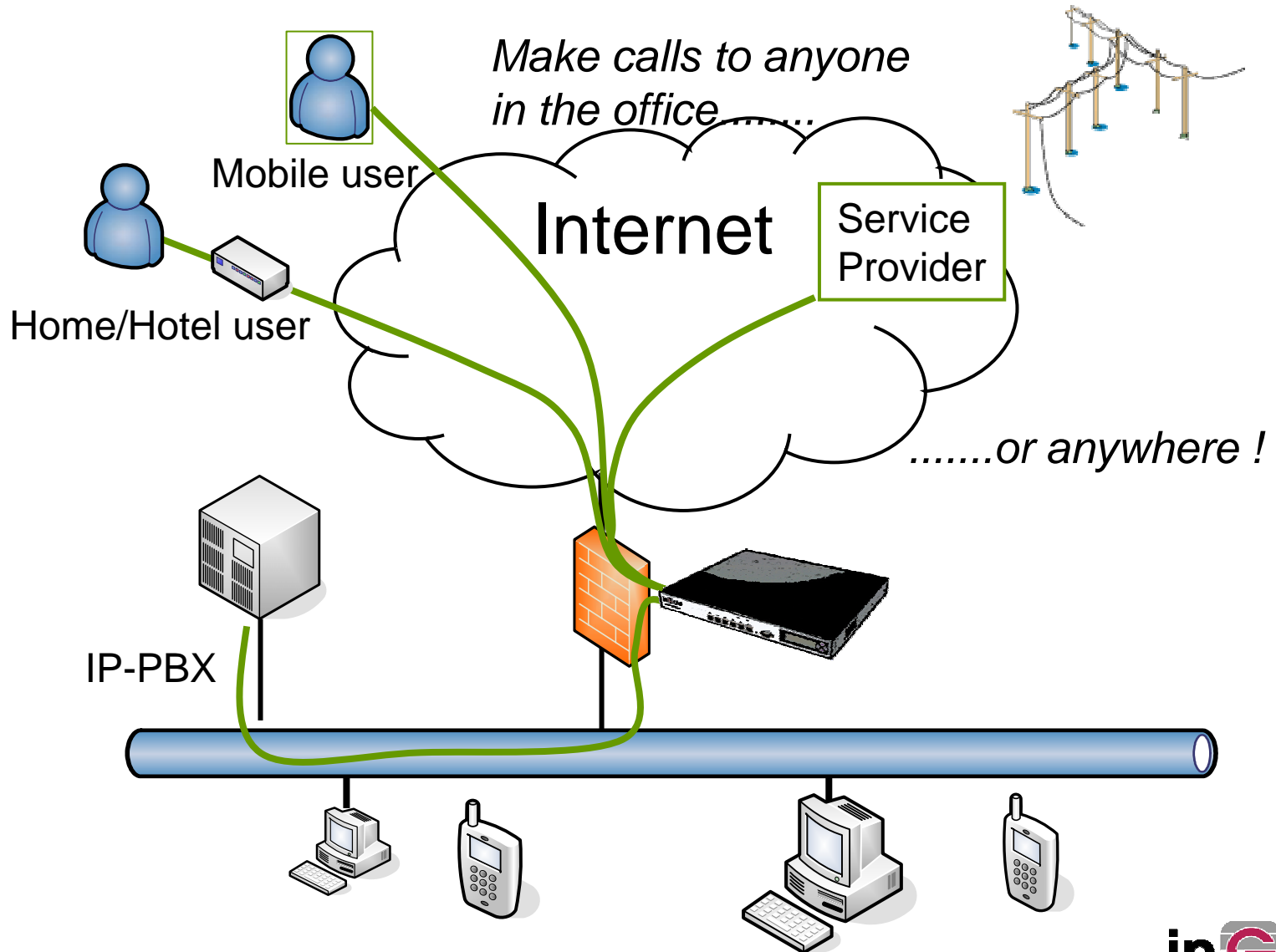
- Everyone can be reached anywhere, anytime as long as there is an Internet connection
- Provides great flexibility to choose the most appropriate communication
- Lower telephony costs

*So what does that mean?*

# Support for Remote Users

- Remote workers = a growing population
  - Working from home
  - “Road warriors:” at the hotel, WiFi hotspots, at the airport
  - Offices in another country
  - Satellite or branch offices
- Provide the full features of the PBX to anyone / anywhere
  - IM, presence, video...and VoIP
  - No need for VPN or other hardware / software at the remote location
- All internal communications are “on-net”

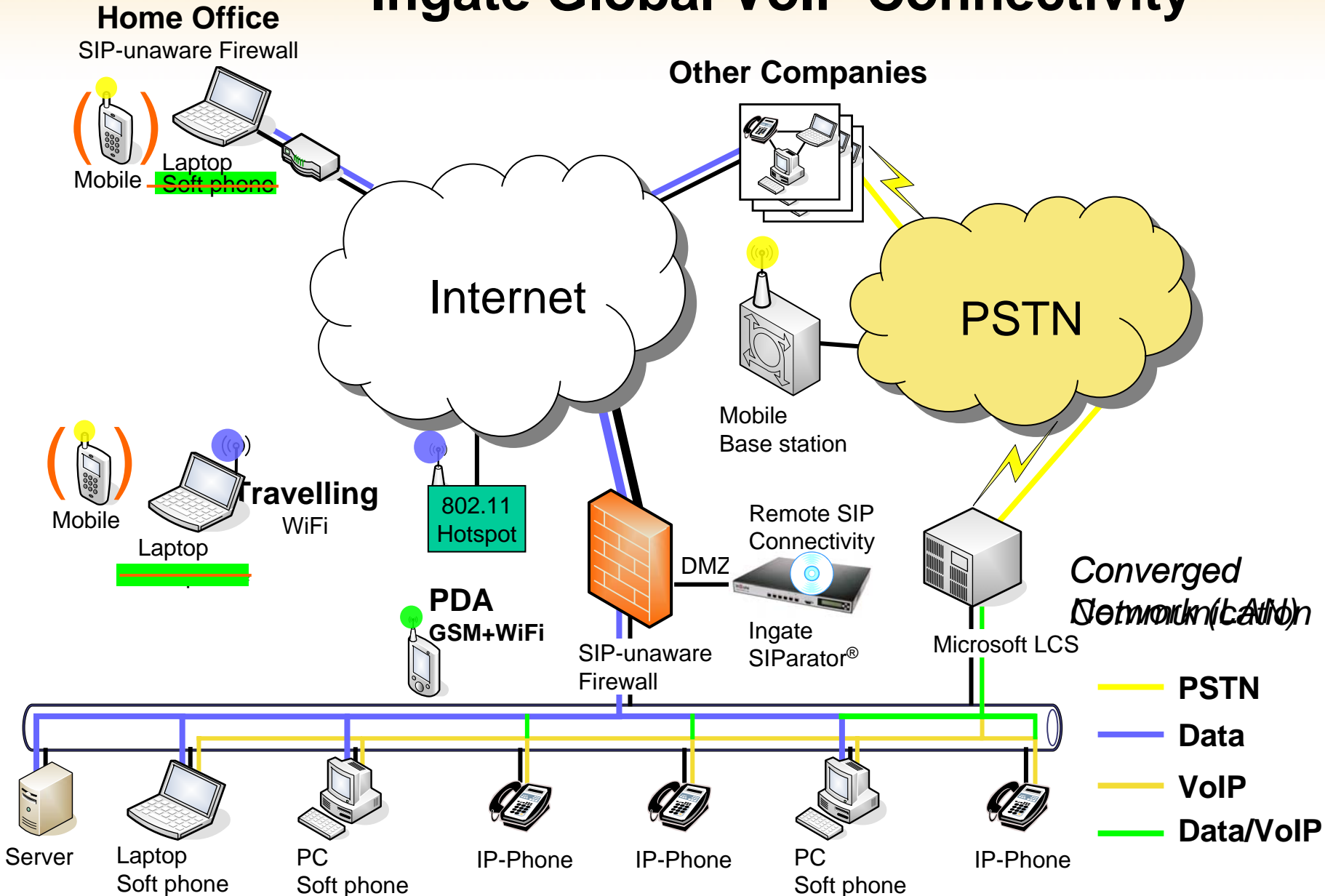
# Remote Users



# Business-to-Business Connectivity

- Added value for customers, partners
  - Using VoIP to call your company
  - IM, presence to facilitate sales cycle
  - Your development team “always available” via presence, IM – even from across the globe
  - Example: Ingate and customers in the U.S.
  - Phone “follow me” features: calls made to your office reach you at your desk, or on your cell, or at home office
- Reaching new customers regardless of location

# Ingate Global VoIP Connectivity



# Issues to Address

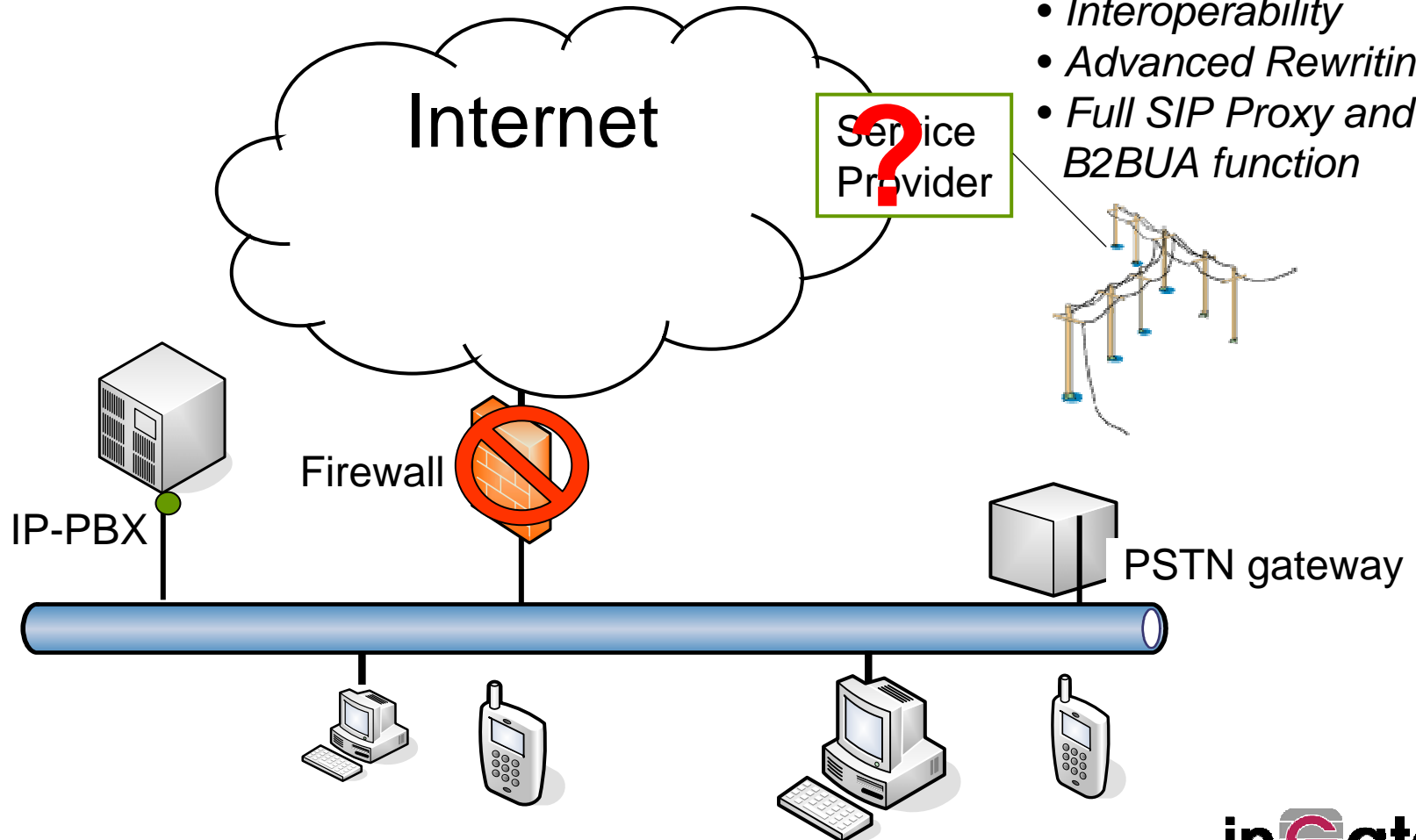
- For global connectivity to happen:
  - SIP-capability
  - NAT/firewall traversal
  - Security

# Solving NAT Traversal

- The firewall may stop the signaling

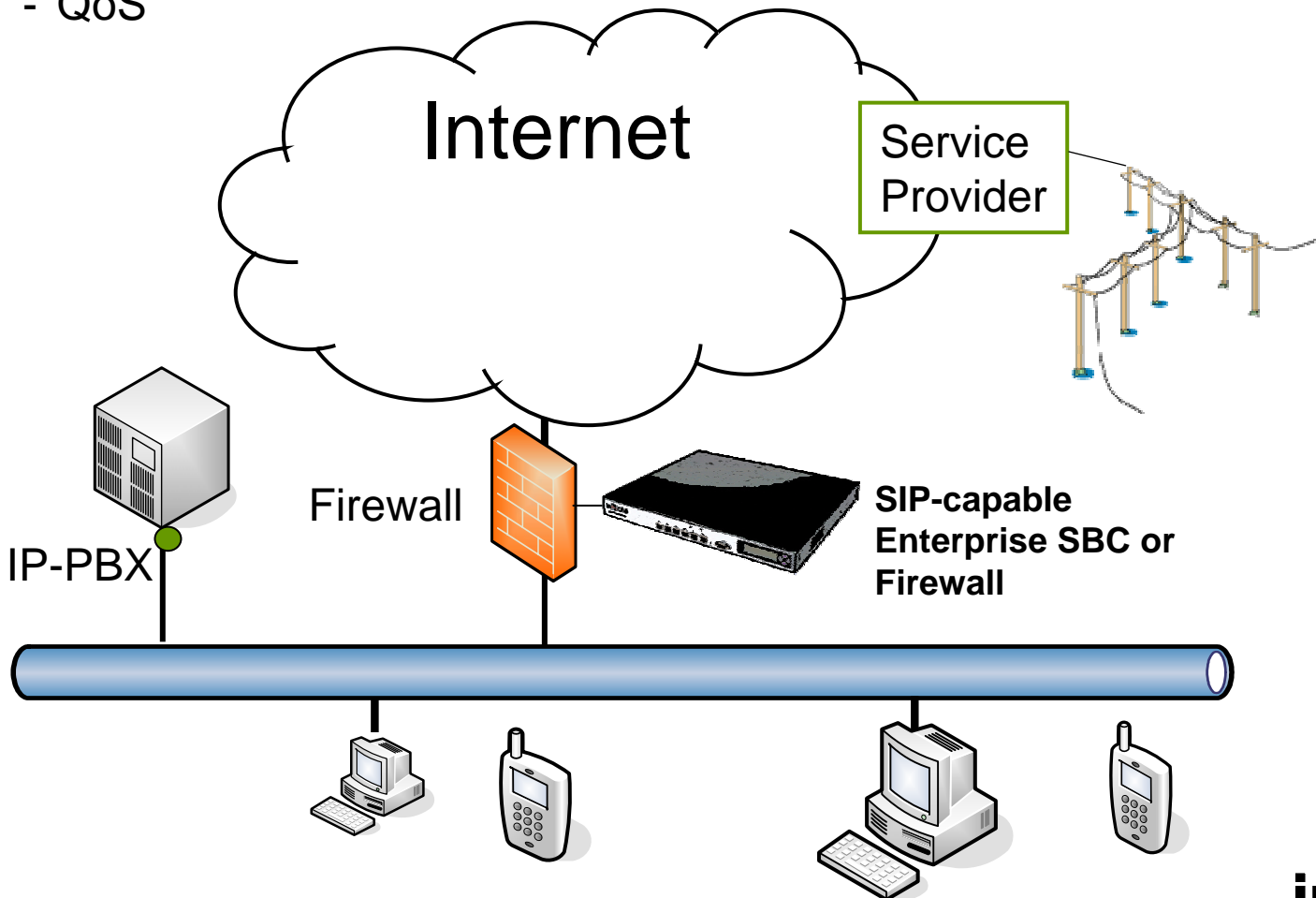
• Even if traffic is allowed signaling will be corrupt due to **lack of:**

- *Interoperability*
- *Advanced Rewriting*
- *Full SIP Proxy and B2BUA function*



# SIP-Capable Enterprise Edge Device

- Solves interop issues
- Designed for security
- QoS



# Securing VoIP is Very Possible

The good news

- SIP -- no security problems in themselves
- On the contrary, SIP:
  - Is robust, flexible and scalable
  - Supports authentication
  - Signaling (TLS) and media streams (SRTP) can be encrypted

Products to leverage these benefits

- Full SIP proxy
  - SIP signaling inspection
  - Ports only opened between the specific parties of the call and only for the duration of the call
- SIP Registrar
- Support for TLS and SRTP

Thank You

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