

Trapeze and DiVitas – Teaming up for a Complete Wireless Networking Solution

January 2007



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1 Introduction

Since shipping its first products in September 2003, Trapeze Networks has established itself as a trusted provider of wireless LAN infrastructure products. The company has installed its centralized wireless LAN controllers, access points, and management software in more than 2,000 organizations worldwide.

Just recently, Trapeze introduced a new generation of products, designed to support scalable indoor/outdoor networks and voice over WiFi (VoFi) deployments, which require low latency connections between access points. Trapeze's Smart Mobile® technology optimizes traffic flow by either centralizing or distributing data forwarding, based on the requirements of the underlying application. With Smart Mobile's intelligent switching, enterprises for the first time can establish peer-to-peer voice calls over a wireless LAN (WLAN), with traffic flowing directly from handset to handset, enabling jitter-free VoFi deployments on a grand scale, with up to thousands of simultaneous users. This innovation promises a massive reduction in cellular phone bills, especially for large enterprise customers. Smart Mobile intelligent switching works with Trapeze's family of access points: The MP-372 indoor mobility points and the MP-620 outdoor mobility points.

But WiFi, while very scalable, is not completely ubiquitous; there is still a need for cellular networks. Thus, there's something missing from the Trapeze portfolio: a way to combine and control both cellular and WiFi network operations, so that wireless phones and other devices can roam automatically, back and forth, between a cellular network and a Trapeze-based WLAN. Until now, customers who wanted to switch from a WiFi to a cellular network have had to do so manually, dropping one connection to establish another. To that end, in order to solve this problem, Trapeze has teamed up with DiVitas Networks – a company exclusively dedicated to seamless mobile-to-mobile convergence (MMC).

DiVitas Networks provides the ability to move from one network connection to another automatically and seamlessly, without dropping a connection. With the DiVitas MMC solution, enterprises can bridge and unify the worlds of cellular and WiFi, offering not only seamless roaming but also ubiquitous access to the corporate PBX, from a single device.

MMC is the transparent convergence of cellular and WiFi networks; it allows corporate customers to take full advantage of the power of wireless networking, and, therefore, to take full advantage of Trapeze's wireless product line.

DiVitas is the first company to provide a wireless voice solution that is completely controlled by the enterprise, and this is a primary reason that Trapeze picked DiVitas as its partner.

“Other convergence solutions require the participation of a cellular carrier, but carriers haven't committed to WiFi/cellular convergence services,” says John Cladianos, director of technical marketing at Trapeze. “Any carrier that wants to offer a convergence service will have to pay for an expensive network upgrade. And even if that happens, there's still the issue that carriers and enterprise customers have different priorities. The cellular carrier's central focus is the cellular network, whereas the enterprise customer's central focus is the corporate network. DiVitas focuses on the corporate network, offering a box that lets enterprises be in charge of their own destinies. They don't have to call on the cellular provider at all.”

The DiVitas MMC solution gives Trapeze customers one more good reason to use wireless LANs for voice communications as well as data access.

2 The Parts of a Complete Wireless Networking Solution

Trapeze offers a wide array of wireless networking products to enterprise customers, including:

- *Mobility Exchanges*: This is a family of wireless LAN controllers that manage and control hundreds of the company's mobility points.
- *Mobility Points*: This is Trapeze's family of both indoor and outdoor access points
- *Mobility System Software*: This is the software that enables Smart Mobile's unique intelligent switching capability, combining centralized and distributed data forwarding, based on the requirements of the underlying application.
- *RingMaster Software*: This software lets network administrators plan, configure, and monitor their wireless LANs from a central console.

DiVitas' product line completes the picture. The DiVitas MMC solution consists of two components:

- *The Mobile Convergence Appliance (MCA)*: This is a single box installed at the customer's premises, which works in conjunction with the customer's corporate PBX system. The MCA allows an enterprise to control and manage mobile devices as they roam among disparate wireless networks. The DiVitas MCA solution supports WiFi as well as GSM/GPRS and CDMA cellular connections. Furthermore, in addition to the voice call support, the system is designed to integrate with a customer's enterprise applications, from field force automation to financial software.
- *The Mobile Convergence Client (MCC)*: This is an operating system-independent software client that sits on the mobile device and communicates with the MCA.

Together, Trapeze and DiVitas provide the parts of a comprehensive wireless networking solution that promises ubiquitous wireless access to the corporate network.

3 The Partnership

Throughout 2006, DiVitas and Trapeze combined forces to demonstrate the power of MMC. Engineers from both companies performed comprehensive interoperability tests between DiVitas' MCA and several of Trapeze's infrastructure products, including the MP-372 Mobility Point and the MX-200 and MX-216 Mobility Exchange controllers. Using a client device that supported both WiFi and cellular connections, they proved that dual-mode handsets could roam seamlessly between a cellular network and a Trapeze Smart Mobile network.

While Trapeze investigated other convergence offerings, officials found that DiVitas offered the best solution for enterprise customers.

Trapeze has DiVitas' MCA solution installed at its Silicon Valley office, as well as in a satellite office in the Netherlands. Additionally, a few Trapeze customers have begun beta tests of the DiVitas system.

Cladianos says that Trapeze's partnership with DiVitas is exciting for Trapeze's business partners. Networking veterans 3Com Corp. and Nortel Networks have longstanding OEM and technology development agreements with Trapeze. Furthermore, cellular technology giant Motorola has a significant equity investment in Trapeze.

"They have been wondering how to fit convergence into their portfolios," Cladianos says. "With DiVitas' mobile-to-mobile convergence solution, our OEM partners can help their customers take

advantage of existing wireless investments. MMC gives our partners' customers a great reason to deploy voice-over-WiFi services.”

4 Making the Most of a Wireless Networking Investment

Deploying the DiVitas MMC solution ensures several key benefits for Trapeze customers:

- *Cost savings:* The ability to offer ubiquitous wireless coverage to a single mobile device eliminates the need for companies to deploy both desktop phones and wireless phones. Now they can deploy a single mobile phone to each employee. Furthermore, using VoFi inside the building will save money. Unlike cellular calls, VoFi calls garner no airtime charges.
- *Complete control:* With the DiVitas MMC solution, enterprise customers do not have to rely on cellular carriers for network convergence services.
- *Productivity:* With the DiVitas MMC solution, mobile employees have a constant connection to the corporate PBX, wherever they may roam. Phone tag is a thing of the past!
- *Security:* The DiVitas MMC solution allows calls to be recorded and monitored, regardless of which network they are using. For network security, virtual private network software provides a tunnel between the device and the Mobile Convergence Appliance.

In short, the DiVitas MMC solution ensures that Trapeze customers make the most of their Smart Mobile wireless infrastructure deployments. MMC offers seamless roaming for both voice and data connections, and the ability to integrate with any PBX. That's why Trapeze teamed up with DiVitas. No other solution on the market offers comparable cost savings or control.