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Sonus Improves "Leaders" Position in Gartner Magic Quadrant for Session Border Controllers

Second Edition of Report Places Sonus as a "Leader" for Two Consecutive Years

Key Takeaways:

- Sonus strengthens position as a market "Leader" in the 2013 Gartner Magic Quadrant for Session Border Controllers
- Sonus is recognized by Gartner as a "Leader" for its completeness of vision and ability to execute

WESTFORD, Mass.--(BUSINESS WIRE)-- [Sonus Networks](#) (Nasdaq: SONS), a [global leader in SIP communications](#), today announced that Gartner, Inc., the world's leading information technology and advisory company, has positioned Sonus in the "Leaders" quadrant of the "Magic Quadrant for Session Border Controllers," published on October 21, 2013. This is the second such report published by Gartner and marks two consecutive years Sonus has been positioned in the "Leaders" quadrant with an enhanced position year over year.

Session Border Controllers (SBCs) enable communications service providers and enterprises to take advantage of secure, Session Initiation Protocol (SIP)-based communications, such as SIP trunking services and Unified Communications (UC). The Sonus SBC portfolio is the industry's broadest end-to-end Microsoft Lync qualified SBC solution, delivering SIP-enabled applications from the enterprise headquarters to the branch office.

Expanding its award winning SBC portfolio, Sonus recently introduced the Sonus SBC SWe, the industry's first software-based SBC architected to deliver unlimited scalability with the same advanced features and functionality of the Sonus SBC 5000 Series on a virtualized platform. Scalable from as few as 25 to an unlimited number of sessions, the user-defined scope of the SBC SWe lets Sonus customers choose the capacity and scale they need.

Sonus is the only vendor on the market with the same hardened code base across its hardware and software SBC portfolio, giving customers complete investment protection and peace of mind about the security of their communications network. By leveraging the same codebase and management interfaces, customers can seamlessly add the SBC SWe to networks with existing Sonus hardware-based infrastructure. For customers looking to leverage new and existing platforms to support network functions virtualization (NFV) functionality, the SBC SWe will allow customers to deploy a fully featured SBC co-resident with other applications.

Quote:

"The Gartner Magic Quadrant serves as an important barometer when companies evaluate technology investments and we are honored have been named a 'Leader' for Session Border Controllers once again," said Todd A. Abbott, Sonus executive vice president, Strategy and Go-to-Market. "SBCs serve a foundational role in both service provider and enterprise networks to enable individuals to communicate across different media as technologies intensify."

Other Facts:

- The Sonus SBC 1000 and Sonus SBC 2000 received Microsoft Lync 2013 qualification in several categories, including SBC, survivable branch appliance (SBA), E-911 ELIN gateway and enhanced gateway
- The SBC 1000 and SBC 2000 received Microsoft Office 365 Exchange Unified Messaging qualification
- Sonus is the fastest growing brand of SBCs (Source: Infonetics Research, 2011 — 2012)
- Sonus has the broadest portfolio of Microsoft Lync qualified SBCs; including the Sonus SBC 5200 for high-density environments and the Sonus SBC 2000 and SBC 1000 for smaller deployments

- The Sonus SBC 5100 was named a 2012 Product of the Year by TMC and the editors of *Internet Telephony* and *Customer* magazines

Additional Resources:

- [Free eBook: Session Border Controllers for Dummies \(Sonus Edition\)](#)
- [Sonus Session Border Controllers](#)

Tags/Keywords:

Sonus, SONS, Gartner, Magic Quadrant, session border controller, SBC, leader, SBC 5100, SBC 5200, SBC 1000, SBC 2000, SBC SWe, communications service provider, Unified Communications, UC, SIP trunking, Microsoft Lync

About Sonus:

Sonus helps the world's leading communications service providers and enterprises embrace the next generation of SIP-based solutions including VoIP, video and Unified Communications through secure, reliable and scalable IP networks. With customers around the globe and 15 years of experience transforming networks to IP, Sonus has enabled service providers and enterprises to capture and retain users and generate significant ROI. Sonus products include session border controllers, policy/routing servers, subscriber feature servers and media and signaling gateways. Sonus products are supported by a global services team with experience in design, deployment and maintenance of some of the world's largest and most complex IP networks. For more information, visit www.sonus.net or call 1-855-GO-SONUS.

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The statements contained in this release and statements that Sonus may make orally in connection with this release that are not historical facts, are forward-looking statements. Actual results may differ materially from those projected in the forward-looking statements. These forward-looking statements involve risks and uncertainties and investors are directed to the risks discussed in documents filed by Sonus with the U.S. Securities and Exchange Commission.

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