



Enable and Extend Polycom Unified Collaboration Solutions using Virtual Branch Networking

Polycom, a global leader in telepresence, video and voice communications solutions, offers a complete portfolio of Unified Collaboration (UC) products that can now be easily extended to branch offices and remote workers with Aruba's Virtual Branch Networking (VBN) solution. The joint solution reduces the time, cost and network engineering required to deliver face-to-face like user experience to remote users working at home, in branch offices, or on the road when using any Polycom product including personal telepresence solutions to immersive telepresence solutions; video conferencing systems for conference rooms, teams and personal use; and voice-over-IP handsets and voice conferencing systems.

The Polycom ARENA certified Aruba VBN solution extends the local corporate network across any internet or private connection using a standard IPSec or Virtual Private Networks (VPN) connection. VBN's centralized security, management and QoS capabilities ensure enterprise-grade connectivity for unified communications and the centralized architecture minimizes remote site network installation to a near zero-touch process.

This solution is suitable for connecting members of same organization located outside the normal security boundaries in any geographic location. The solution is not recommended for scenarios involving separate organizations. Here are some sample use-cases with benefits by industry:

General Enterprise

- Connect home office video end points, IP phones, Unified Collaboration Clients
- Overlay VPN connectivity eliminates need to change home networking setup

Government

- 3G backhaul Communications for first responders, homeland security and public safety personnel
- External 3G/4G connectivity options eliminate need for additional gear

Healthcare

- Mobile training, traveling nurses and remote diagnostics
- Integrated firewall and IPS security meets HIPAA requirements and ensures patient confidentiality
- Zero-touch installs make it easy for clinical staff to setup

Education

- Distance learning, Video end points on a movable cart in classrooms
- Centralized management allows district IT departments to maintain systems remotely

The Solution

This solution consists of two main components – the remote-end and the head-end. In remote-end, Aruba's Remote Access Point (RAP) provides a LAN connection to Polycom hardware end-points. RAPs establish a secure

Customer Benefits

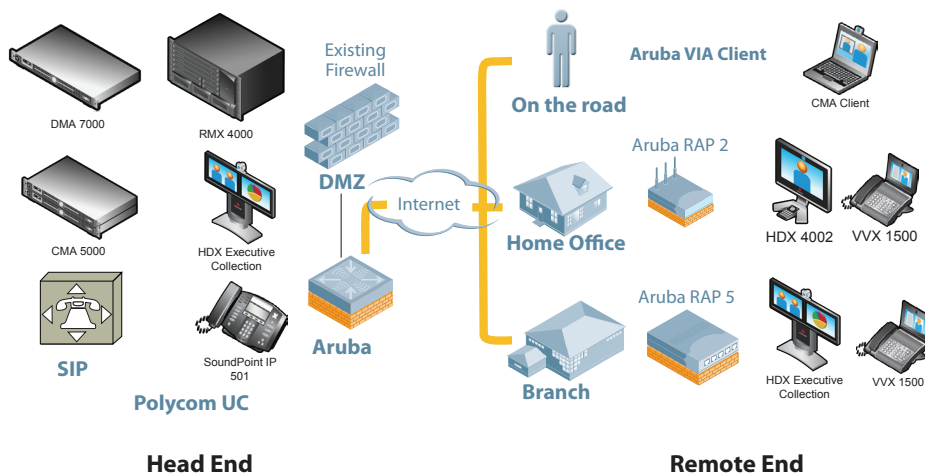
- No Interoperability challenges: Tested and proven solution, certified by Polycom and rolled out by Polycom IT
- Consistent User experience: Whether user is on the road, at home or at headquarters, they get the same high quality and user experience with full access to headquarters resources
- Hassle free, plug and play deployment: No end user configuration, centrally managed by IT
- Highly Secure: Remote users are tunneled through VPN, easily enforcing corporate policies at remote locations
- Highly scalable solution: Works with all Polycom hardware with varying bandwidth requirements including Video end points, SIP phones, CMA desktop, Legacy devices and protocols like ViewStations and GAB and standards like H.323, P+ Content and SIP
- Backhaul speed transparent: Works across any internet, intranet and 3G connection

tunnel or VPN connection to the head-end over any internet connection, including options for 3G connections, to carry Polycom UC traffic back to the UC core. Aruba's Virtual Intranet Agent (VIA) client for Windows provides the same functionality for software endpoints. Both RAPs and VIA do not require any local network configuration or special setup.

At the Head End, Aruba's Mobility Controllers act as the multi-function head-end for RAPs and VIA clients. Different controller options are available

for different sized networks, from 64 RAPs to 8096 RAPs per controller. Controllers terminate VPN connections from RAPs & VIA clients and are the single and central point of configuration for security and QoS. Troubleshooting and maintenance also occurs centrally at controller.

Since this creates a tunnel between two points it allows all native traffic, protocols and messaging to traversal the network. The remote device appears to the central network as if it were local.



This sample configuration captures different Remote end configurations that may be used with various Polycom end points. The VBN head end in front of the existing firewall may also be used as a standalone firewall instead of a having separate firewall.

VBN rightsizes the cost of remote networking by using centrally-managed, user-configured Remote Access Points (RAPs) - costing as little as \$99 per site - to deliver secure access. Previously

establishing a remote network required complex virtual private networks that had to be installed by IT staff. Aruba's no-cost Virtual Intranet Client delivers RAP functionality to PC users, while a cloud-based content security service economically delivers enterprise-class protection for branches of one to many. For more information, go here: http://www.arubanetworks.com/products/virtual_branch_networks.php

About Aruba

Aruba is the global leader in distributed enterprise networks. Its award-winning portfolio of campus, branch/teleworker, and mobile solutions simplify operations and secure access to all corporate applications and services - regardless of the user's device, location, or network. This dramatically improves productivity and lowers capital and operational costs.

Listed on the NASDAQ and Russell 2000® Index, Aruba is based in Sunnyvale, California, and has operations throughout the Americas, Europe, Middle East, and Asia Pacific regions. To learn more, visit Aruba at <http://www.arubanetworks.com>. For real-time news updates follow Aruba on Twitter, Facebook, or the Green Island News Blog.

About Polycom



Polycom, Inc. (NASDAQ: PLCM) is the global leader in telepresence, video, and voice solutions and a visionary in communications that empower people to connect and collaborate everywhere. To learn more about how you can travel less, communicate "face-to-face" wherever you are, and lower your carbon footprint, visit www.polycom.com.



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