

Enterasys and Siemens

Global leadership to deliver highly secure converged network infrastructures

Enterasys and Siemens have strengthened their alliance in delivering best-in-class secure convergence solutions to customers worldwide. With years of collective industry experience, this partnership is focused on bringing together complementary technologies, products and services to meet evolving customer demands.

Enterasys Secure Networks infrastructure provides for the seamless integration of Siemens HiPath voice-over-IP (VoIP) and identity management solutions across the enterprise, offering the highest level of security, application performance and business continuity. By leveraging industry standards, both companies ensure consistent, interoperable implementations with a forward migration to future revenue-generating technologies that protects investments as it maximizes ROI.

Enterasys and Siemens are well established in delivering IP-based solutions for customers in higher education, health care, government, finance, manufacturing and transportation. The combined power of the two companies' technology leadership, research and development teams, service organizations, sales and marketing, and distribution channels results in highly flexible, scalable and secure converged infrastructures backed by the reliable 24x7 global support expected for today's mission-critical enterprises.

Why Enterasys Networks

- Enterasys is a proven global leader in secure enterprise networks, bringing pinpoint control to the user, application and port levels
- Enterasys' unique approach embeds security intelligence in all products for measurable, unprecedented responsiveness—from the edge to the core
- A commitment to open standards ensures interoperability in multivendor environments, protecting customer investments and lowering TCO
- Enterasys' solutions are in use today at 25,000 customer sites worldwide, including key vertical markets
- A 20-year technology heritage with more than 650 patents and extensive R&D helps bring proven Secure Networks solutions to market
- Partnerships with other technology leaders, systems integrators, resellers and distributors ensure value-added performance and service




Why Siemens

- One of the largest players in the global telecommunications industry operating in more than 160 countries
- The number-one supplier of VoIP connections with a 38.6% overall marketshare and a presence in 70% of Fortune 500 companies
- Siemens offers an extensive product and solutions portfolio, from devices for end users to complex network infrastructures for enterprises and carriers, as well as related services
- Siemens is the innovation leader in convergent technologies, products and services for wireless, fixed and enterprise networks
- As an experienced solutions provider, Siemens brings a 150+ year history to the global market
- With one of the largest service organizations, Siemens' service rep-to-customer ratio ensures the highest responsiveness and attention to detail anywhere in the world

The Value of Partnership

Individually, Enterasys and Siemens are clear leaders in their respective markets, but together they are working to provide customers with secure converged networks to accelerate business.

- Complementary core competencies provide a truly integrated, end-to-end converged infrastructure

- Centralized management enables secure provisioning of voice, video and data applications with the highest quality of service—lowering operating costs
- Identity-driven policy management assigns usage rules to employees, customers, partners and devices that are enforced at all points of the network—drives risk down, productivity up
- Dynamic response capabilities of converged infrastructure quickly identifies, isolates and contains threats wherever they occur—ensuring greater business continuity
- Commitment to open standards ensures optimum investment protection and a more cost-effective migration to future technologies and applications
- Strategic alliance extends the highest level of expertise, service and support to more customers around the world

Together, Enterasys and Siemens are providing the most reliable and secure voice/video/data infrastructures to help customers drive productivity, lower costs and capitalize on emerging business opportunities.

To Learn More

For more information on the Enterasys-Siemens strategic alliance and how we can meet your security and convergence needs, please call **877-801-7082** or visit us on the web at **enterasys.com/partners/strategic/siemens**.