

impact

On Our Way to Becoming the Best Communications Company in the World



I am delighted to share with you the news that The Gores Group has signed a definitive agreement to form a

[joint venture](#) with Siemens, AG that will combine Siemens Enterprise Communications, Enterasys and SER Solutions, Inc. Combining the three companies' will leverage Siemens powerful distribution capabilities, global reach and extensive customer base. The complementary technologies will unify voice/data/contact center communications and secure wired/wireless networks. The joint venture will be very solidly financed and entitled to continue using the Siemens brand – one of the Top 50 brands in the world.

“This has the potential of creating an enterprise systems and software powerhouse...”

– Brian Riggs,
Current Analysis

Enterasys and Siemens Enterprise Communications are an outstanding strategic fit, which accelerates our strategy to create a clear alternative in the enterprise networking and communications industry. After the close of the transaction, our first step will be to build the business -- both organically and through acquisitions. To that end, Gores will continue to aggressively pursue acquisitions to

“Gores is more committed to Enterasys than ever...need Enterasys to make the whole thing work.”

– Steve Schuchart,
Current Analysis

add additional technologies to the portfolio of products and services to further drive the expansion of the business and capitalize on the powerful Siemens Enterprise Communications distribution organization.

Enterasys Secure Networks and Siemens voice solutions have been integrated with each other for over a decade, and our latest technology collaboration was demonstrated at CeBIT 2008 where Enterasys NAC and the Siemens HiPath real-time IP system showed identity-based and location-based services. Unique is our commitment to open-architecture, standards-based technology that integrates with existing multi-vendor environments, aligns networks with business priorities, and delivers long useful technology lifecycles.

“I think Enterasys customers should be thrilled...”

– Rob Whiteley,
Forrester Research

Now, through increased scale and brand recognition, Enterasys will be better positioned globally to deliver secure networks that ensure the confidentiality, integrity, and availability of IT services and the business users that rely on them – without sacrificing performance.

Enterasys will continue to operate in a business as usual manner. Therefore, expect no changes to the engineering, professional services, sales, solution engineering, support and training resources you work with every day. No changes are anticipated to the development, support, marketing or selling of particular Enterasys

“Enterasys customers: Continue to deploy these products and assess the opportunity to provision these technologies in more locations.”

– Mark Fabbri,
Gartner ID# G00160315

products – in fact, we envision an acceleration and broader awareness of the Enterasys convergence, compliance and connectivity solutions. We remain committed to investing in research and development to deliver new products. Service, maintenance and support contract terms remain unchanged.

We expect the transaction, which is subject to customary closing conditions and regulatory approvals, to close on or before 30

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September 2008. We will keep you informed of new developments as they occur. The joint venture will be 51% owned by the Gores Group. On an operational level, business will be driven by Gores who will work with the current Enterasys, SER and Siemens Enterprise Communications management teams and employees diligently to fulfill our customers' needs, and to expand the business. Mark Stone from Gores will be the Chairman and interim CEO of the joint venture.

“Enterasys has found its billion-dollar buy... the result will be a \$5 billion firm with more than 1 million customers, 15,000 employees and a presence in 80 countries...”

– Jim Duffy, Network World

“In short, this JV creates a global provider of enterprise networks and communications, which is matched and surpassed only by Cisco... Enterasys and SER customers should be delighted as there will now be a new path for their products”

– Nick Lippis,
The Lippis Report

I can assure you that Enterasys will continue to earn the right to your business. We will compete fairly on value, technology, domain expertise, and customer support to maintain the honesty, integrity and respect that you would expect of a world-class company.

I would like to extend a personal thank you for your continued loyalty and support during these times of change at Enterasys. My passion is to build companies that last – with this in mind, I am focused on

“The bottom line for existing and prospective customers is positive. Existing products will continue to be supported and new products will continue to be developed.”

– Sheila McGee-Smith,
No Jitter

helping the new joint venture be the best communications company in the world. The quality of the relationships with our customers will be our indicator of success. I look forward to working with you for the future benefit of all our organizations.

“I think this will be entirely to the benefit of customers – both Siemens current base and all the rest.”

– Marty Parker, No Jitter

If you have any further questions or concerns I encourage you to contact Enterasys at 877-801-7082 for North America, +55 11 3525 4600 for Latin America, +65 632 99733 for APAC, and +49 (0) 69 47 8600 for EMEA. Please also feel free to contact me directly at +1 978 684 1234 or mike.fabiaschi@enterasys.com. ■



\$1,000 Winner And the Winner Is...

Congratulations to Douglas Null, Sr. Network Engineer at Hanover Hospital for winning \$1,000. Doug will be donating his prize to the Hospital's Development Department.

His entry was chosen from among the correct responses to the question:

Enterasys NAC and NetSight version 3.1.1 add the following new functionality:



- Agent-less assessment which provides network-based scanning for any operating system
- Agent-based assessment which supports Windows operating systems
- Embedded ACL Management to simplify the management of ACLs on Enterasys routers
- OSPF management in NetSight Console used to show topology map information related to the status and connectivity between devices
- Many new improvements to Policy Manager
- All of the above

The answer: (f)

Caixa Seguros Strengthens and Protects its Virtualized Infrastructure with Enterasys

Caixa Seguros, the insurance arm of the Brazilian government-owned savings bank CEF and a leading provider of life, automobile, commercial and property insurance, selected Enterasys solutions to protect its investment in virtualization. Through its partnership with Enterasys, Caixa Seguros has achieved its goals of complete network redundancy, a 100% network availability rating and total security for its new virtualized data center, which serves more than 70,000 users across Brazil.

Caixa Seguros selected Enterasys after an intense request for proposal (RFP) process and proof-of-concept (POC) validation, in which the criteria of present and future technology, proven virtual security methodologies and regulatory compliance were considerations. The agency also required a solution that successfully integrated with existing infrastructure and was simple to manage.

"During the process, we learned that a particular vendor solution

might seem marvelous, but beyond our resources to implement and maintain," noted Luiz Henrique Menani, manager of Technological Infrastructure Engineering at Caixa Seguros. *"With Enterasys, the products' differential characteristics met our technological expectations, were easy to use and provided exceptional value. We have already achieved considerable gains from the use of Secure Networks policies."*

Caixa Seguros purchased four Enterasys Matrix® N-Series core switches to link the company's head office in Brasília with its new, state-of-the-art data center in Sao Paulo, while supporting the company's entire 120-server main backbone. It also purchased 10 Enterasys Matrix switches, which serve as border switches connecting with the core switches and the other network distribution points making up the horizontal cabling. This new infrastructure, which currently represents 90% of the total network assets of the insurance firm, resulted in a strengthened backbone that

is more redundant, secure and available to the 1,000 workstations divided among the head office in Brasília, as well as the 16 branch offices that connect more than 70,000 users. Most importantly, Caixa Seguros reported no downtime during the migration phase of deployment.

"Our partners at Enterasys and Redisul made it possible to carry out the implementation process smoothly and objectively. One of the essential factors for the project's success was that our users never noticed the changes—they were completely transparent externally," Menani said. *"We created a completely new backbone for our infrastructure, without shutting down the network."*

Caixa Seguros continues to leverage Enterasys for project follow-up and consulting services using [Redisul](#), an Enterasys partner in Brazil's middle-western and southern regions. The company also plans to upgrade its remaining devices in 2008 using Enterasys products. ■



Win \$1,000

The Enterasys secure convergence solution enables and secures:

- Any IP telephony solution from any vendor
- Any IP video solution from any vendor
- Any IP HD video telepresence solution from any vendor
- Any IP unified communications solution from any vendor
- All of the above

Submit your answer to impact@enterasys.com.

Enter the word "Contest" in the subject line. One winner of the \$1,000 prize will be selected and announced in the September edition of *Impact*. **Good luck!**

Enterasys employees and their families are not eligible to enter.

Tell Us How We Are Doing

Our goal is to earn the right to your business every day by delivering on our promises on-time and on-budget. As we continue our evolution from a product-centric to a customer-centric organization, we want to know how you feel about your relationship with Enterasys.

We have created an [online survey](#) with a series of questions which should only take a few minutes of your time to complete. As our way of saying thank you for your time to complete the survey, we're offering a **\$10 iTunes or an Amazon gift certificate of your choice.**

The survey is open to customers and partners worldwide. Enterasys employees and their families are not eligible to participate in the survey. Thanks in advance for your participation and for your insight into how it could be easier to do business with Enterasys as we pursue our goal to be your favorite vendor. Enterasys measures our success based on your satisfaction.

Hurry up and respond before 17 OCT 2008 to receive your gift certificate!

Enterasys Secure Networks for VoIP Honored for Outstanding Innovation and Quality

We are pleased to announce that the *Enterasys® Secure Networks™ for VoIP* solution recently received a 2007 Product of the Year Award from [Technology Marketing Corporation's \(TMC\) Communications Solutions](http://www.technology-marketing.com). This independent recognition reinforces our belief that an open-architecture, standards-based approach to secure and prioritize voice, video and data communications cost-effectively delivers choice, reliability, quality, manageability, mobility, and compliance for unified communications users.

The eighth annual *Communications Solutions* Product of the Year Award recognizes the vision, leadership and attention to detail that are the hallmarks of this prestigious award. The most innovative products and services brought to market in 2007 were selected as recipients of this year's *Communications Solutions* Product of the Year Award for their groundbreaking achievement.

The 2007 *Communications Solutions* Product of the Year Award winners can be found at www.tmcnet.com/comsol/articles/29853-announcing-2007-product-the-year-award-winners-presented.htm.

Enterasys Secure Networks offers solutions to deploy, optimize and secure Voice over IP in any network and Video over IP in the converged network.

The [Enterasys Secure Networks for VoIP](#) solution delivers a way to sense and automatically respond to security threats against the IP telephony infrastructure, enforce network access control (NAC) policies, and comply with regulations for monitoring and safety.

The Enterasys Secure Networks for VoIP solution:

- Enables and secures any IP Telephony solution from any vendor including: 3Com, Alcatel, Asterisk, Avaya, Cisco, Mitel, NEC (Sphere), Nortel, Panasonic, Polycom, ShoreTel, Siemens and others.
- Ensures the same reliability, quality, manageability, mobility and security of the traditional PBX with new Voice-over-IP (VoIP) and unified communications solutions.
- Delivers an easy and effective way to optimize voice communications through automatic VoIP traffic prioritization.

- Will sense and automatically respond to security threats against the IP telephony system; enforce network access control policies; and comply with regulations for monitoring and safety.

The [Enterasys Secure Networks for IP Video](#) solution leverages an architectural approach to deliver a way to deploy, optimize and secure IP Video in the converged network in order to ensure service quality and reliability.

The Enterasys Secure Networks for IP Video solution:

- Enables and secures IP Video solutions from Axis, LifeSize, Pelco, Tandberg and others.
- Allows enterprises worldwide to realize the benefits that IP Video communication can bring to the business by ensuring the highest reliability, quality and security with Enterasys Secure Networks.
- Delivers an easy and effective way to optimize video communications through voice traffic prioritization.
- Will sense and automatically respond to security threats against the video service; enforce network access control policies; and provide visibility to where all video endpoints are located at any given time.

For more information on Enterasys Secure Convergence solutions please read our new whitepaper at: <http://www.enterasys.com/company/literature/secureconvergence-wp.pdf> ■

“Enterasys has been recognized with a 2007 Product of the Year Award for their excellence in the advancement of voice and data communications. Enterasys has proven they are committed to quality and excellence in solutions that benefit the customer experience as well as ROI for the companies that use them. I am pleased to honor their hard work and accomplishments and look forward to more innovative solutions from them in the future.”

– Rich Tehrani,
TMC President and
Group Editor-in-Chief
Communications Solutions

Coming Next Month

The September issue of *Impact* will include these items and more:

- Another customer success story
- New Enterasys® SecureStack™ offering

Impact is published monthly for Enterasys Networks customers.

We welcome your questions, comments, and suggestions.

Please email impact@enterasys.com

