

Newsletter - Fall 2011



The WAN Group Inc.

Networks at work!

What's New?

Expanding Our Capabilities

In May this year we were glad to introduce **Vivian Hemsley** to our team of professionals. With over 35 years in the communications industry, Vivian is dedicated to excellent customer service. She brings with her a vast experience, having worked in the sales and distribution of many communications manufacturers' product lines, not the least of which includes Avaya and Nortel Networks. In previous roles, Vivian was responsible for account management of such large enterprises as Hudson's Bay Company, Toshiba, Molson's, Canon, Acklands-Grainger and Carquest. Previous to this, she was responsible for managing special services companies such as MacLean-Hunter Paging as well as special events coordination including Telethons (Sick Children's Hospital, Muscular Dystrophy), the Toronto International Film Festival and the Molson Indy.

Vivian is responsible for Telecom Sales with particular focus on the Small and Medium Business market. A firm believer in excellent customer service, she maintains her sales certifications to ensure that her customers can base any decisions on reliable and sound information.

New Product Introductions



TalkSwitch makes **award-winning telephone systems for small or branch offices**. We know that in small business, every call counts. The systems and phones are loaded with powerful, flexible features that help small companies be as professional as their larger counterparts to stay connected with customers, partners and suppliers at a much lower cost. We also know that small businesses are experts in what they do, not in running telephone systems. That's why all of the products are easy to understand, easy to use and easy to afford.

<http://www.talkswitch.com/us/en/>



You Own It

Web Conferencing & Collaboration

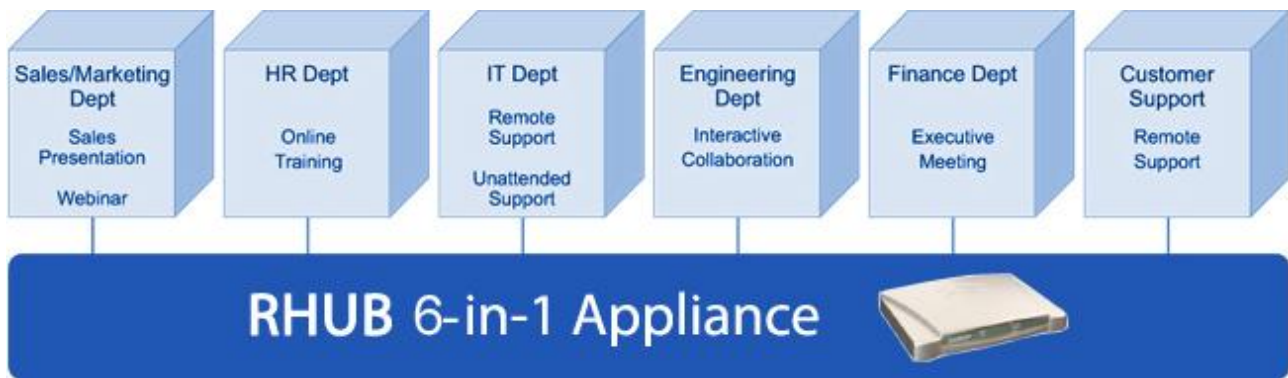
No Monthly Fees!

Guaranteed Attendance!

R*HUB Communications is a premier provider of real-time collaboration appliances for any enterprise. Based on the company's TurboMeeting™ software that includes on-premise web conferencing, audio conferencing, remote support and remote access applications, these units are easy to install and to use.



Since these appliances are purchased to reside on the company LAN, there are no monthly or contracted subscription fees. Current TurboMeeting™ users include a variety of end users in a different market segments including services, manufacturing and government.



http://www.rhubcom.com/v4/web_conferencing/home.html



Spotlight on



End of New System Sales – Avaya Business Communications Manager 50 and Business Communications Manager 450

As part of the previously announced convergence strategy and the launch of IP Office Release 7.0, Avaya is announcing the End-of-Sale (EoS) for new systems of Avaya Business Communications Manager 50 (BCM 50) and Avaya Business Communications Manager 450 (BCM 450) products, effective March 1, 2012.

Products required to upgrade, to expand and to maintain existing BCM systems will continue to be offered for another three years up to March 1, 2015. This includes software authorization codes, terminals, media bay modules, expansion units, replacement parts and upgrades to the latest release (BCM R6.0).

Avaya will make every effort to have supply of these products available for all orders, but cannot guarantee product availability through their End of Sale dates. Avaya reserves the right to manage and/or limit order quantities, or to cancel orders if supply is no longer available. Customer orders will be fulfilled on a first in, first out basis. If supply is exhausted prior to the targeted End of Sale dates in this notice, Avaya will issue an updated notice and accelerate removal of the applicable product codes from price lists and associated order entry systems.

The WAN Group is committed to assisting you with your migration strategies when the time is right for you.



**Stay tuned! Avaya IP Office Release 8.0 will be released November 30th.
Details to follow...**

<http://www.avaya.com/ca-en/>



Product Updates



data communications

Testimonial Video, featuring:

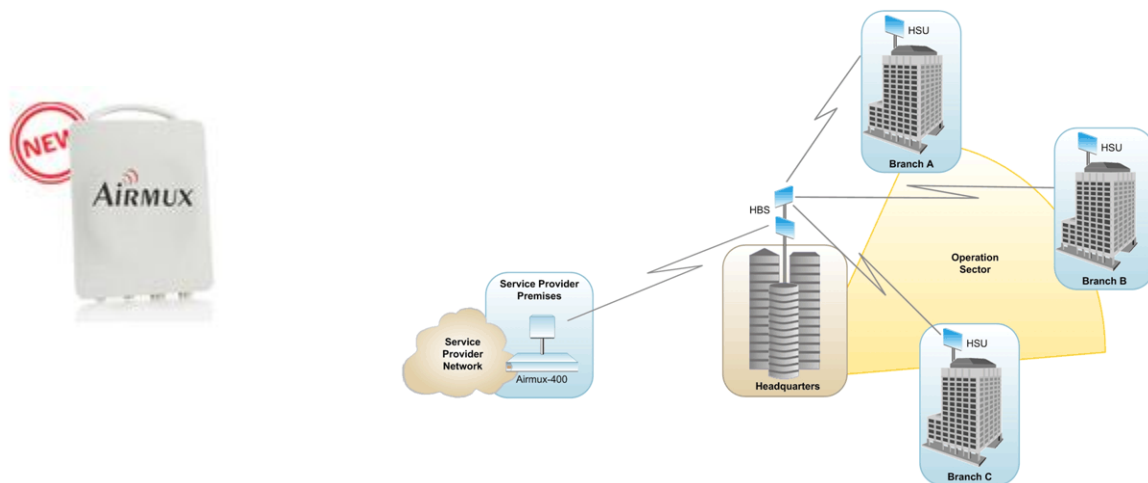
Our President, **Fred Peliti**, was asked to be part of a new customer testimonial video recently launched on the RAD Website. Bay Street is a full service communications company providing premium service for the Financial, and Energy and markets across Canada and is an elite Turret solutions provider. You can view the video at:

<http://www.radusa.com/12/TDM-Pseudowire-Brokerage-Companies/22667/>

AIRMUX 5000

Point-to-Multipoint Ethernet Radio

RAD's Airmux-5000 carrier-class point-to-multipoint Ethernet radio system is the ideal wireless solution for business access users demanding high-capacity throughput with guaranteed bandwidth and Service level Agreement (SLA) per subscriber. Featuring up to 100 Mbps (symmetrical) full duplex sector capacity and shared base station architecture, a single Airmux-5000 base station supports up to 16 remote Subscriber Units (SUs) with multiband operation over 4.9 to 6 GHz frequencies.



The Airmux-5000 delivers optimal radio performance with advanced OFDM and MIMO, enhanced interference mitigation, inter- and intra-site synchronization, dedicated traffic bandwidth allocation, and low latency, making it ideal for:

- Service providers and ISPs, offering IP backhaul and 4G/broadband access for remote, rural and underserved communities
- Private networks, requiring high-capacity inter-branch connectivity for university campuses, health care organizations, government institutions, large enterprises and public establishments
- Security and surveillance applications, requiring aggregation and backhaul of traffic from multiple co-located HD cameras

<http://www.radusa.com/10/Point-to-Multipoint-Ethernet-Radio/22080/>

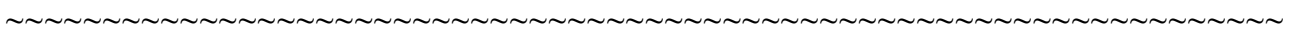


Secure Industrial Ethernet Solution

The RADiFlow industrial Ethernet switches combine a ruggedized Ethernet switch with an application-aware firewall and VPN agent. Acting as a switch-layer firewall, it is engineered to operate with high reliability even in the harshest environments. Using deep packet inspection, it monitors and controls individual read/write permissions on network applications within the organization, providing layered security protection.

1. Ruggedized switch ensures operation in harsh environments, standard compliant with IEC 61850-3, IEEE 1613.
2. Integrated firewall on each port provides a network-based distributed security solution equivalent to the use of personal firewalls on each system in the network.
3. Distributed firewalls throughout the network isolate the various logical functions and control internal traffic between sites.
4. End-to-end high-availability achieved through network resiliency schemes - G.8032 rings, RSTP and MSTP.
5. IEEE 1588v2 for precise synchronization across the network.
6. Built-in QoS to support mission critical applications such as SCADA.

<http://www.radusa.com/10/industrial-ethernet-switch/22796/>



Did you know?

The WAN Group offers IP, Voice and Data Network Services Consulting

We can review your current communications operation and recommend alternatives and options to increase employee productivity, improve customer satisfaction and provide cost effectiveness. Further to this, a formal network evaluation is also available to determine Quality of Service (QoS) throughout, thereby maximizing your Network to its fullest. Our certified engineers can develop a scope of work and provide a solution-based comprehensive plan for your organization.

Special maintenance and support bundles can be pre-purchased and tailored for our product offerings to meet your specific requirements once a purchase has been made.

Let us help you achieve maximum communication performance and efficiencies so you can concentrate on your business.

Highlights of the Upcoming Winter Newsletter:

- Blue Coat WAN Optimization Products
- Avaya IP Office Release 8.0
- R*Hub Case Study
- Spotlights on iDR & TalkSwitch

About The WAN Group

The WAN Group Inc., established in 1998, specializes in the design, implementation and support of Voice and Data Systems, Local Area Networks (LANs) and Wide Area Networks (WANs) over wired or wireless media. Our clients benefit from, and rely upon, our expertise and knowledge to provide the best of breed solutions, ready to meet your objectives.



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