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Avaya Selects Talari Networks for Membership in DevConnect Program

Avaya expands network of companies to create innovative, IP-enabled unified communications applications that extend the value of multivendor networks.

Cupertino, Calif., July 8th, 2010 – Talari Networks, Inc. — the company bringing WAN virtualization and cloud economics to Enterprise networking — today announced it has been selected by Avaya Inc., a leading global provider of business communications applications, systems and services, for membership in the Avaya DevConnect program.

Talari Networks is the developer of a new, innovative technology - Adaptive Private Networking (APN). Talari's Mercury family of APN appliances combines diverse, abundant, affordable IP bandwidth sources, creating broadband links with business-class reliability at consumer prices. As a result, APN delivers a network with 30 to 100 times the bits per dollar, ongoing WAN costs reduced by 40% to 90% and greater reliability than single-provider Frame Relay or MPLS services.

The Avaya DevConnect program promotes the development, compliance-testing and co-marketing of innovative third-party products that are compatible with standards-based Avaya solutions. Member organizations have expertise in a broad range of technologies – including IP telephony, contact centers and mobility applications – helping companies extend the value of multivendor networks and transform voice into an intelligent business application that delivers true value to the bottom line.

"WAN Virtualization using APN technology allows unified communications applications to run reliably on a less expensive WAN infrastructure," said Andy Gottlieb, CEO of Talari Networks. "Rather than paying more for their WAN in the move to unified communications, enterprises can actually pay less, without sacrificing reliability or performance predictability. As a member of Avaya's developer community, we will join other technology leaders to help our customers apply their precious resources even more efficiently and effectively".

"Together, we are enhancing unified communication and are providing our customers a fully-integrated solution that enables anywhere, anytime communications," said Eric Rossman, vice president, Developer Relations and Technical Alliances, Avaya. "Talari's APN monitoring automation and increased ability to react and respond to network conditions, is planned to allow Avaya customers to reap greater benefits from their unified communication applications by reducing costs and increasing network reliability."

As a member of the DevConnect program, companies have access to a wide range of support from Avaya, including technical resources and training. There are three levels of membership – Registered, Gold and Platinum – each entailing progressive levels of

marketing and sales involvement. Free Registered membership is available to anyone interested in designing Avaya-compatible solutions. Gold-level members and Platinum members must meet rigorous Avaya criteria for customer satisfaction, product support, business operations, marketing and sales. Talari Networks is a Gold member of the Avaya DevConnect program.

Membership information and a listing of solutions developed and tested under the DevConnect program are available at www.avaya.com/devconnect.

About Avaya

Avaya is a global leader in enterprise communications systems. The company provides unified communications, contact centers, and related services directly and through its channel partners to leading businesses and organizations around the world. Enterprises of all sizes depend on Avaya for state-of-the-art communications that improve efficiency, collaboration, customer service and competitiveness. For more information please visit www.avaya.com. For more information on the Avaya DevConnect program, visit www.avaya.com/devconnect.

About Talari Networks

Adaptive Private Networking, Talari's WAN virtualization technology, does for the Enterprise WAN what RAID did for storage. Talari's Mercury line of Adaptive Private Networking appliances delivers a network with 30 to 100 times the bits per dollar, ongoing WAN costs reduced by 40% to 90%, and greater reliability than existing corporate WANs, transforming virtualized-WANs to bring Moore's Law and Internet economics to Enterprise WAN buyers, outsourcers and MSPs. For more information, please visit Talari Networks' website at www.talari.com.

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