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Talari's WAN Virtualization Solution Now Rated "Avaya Compliant"

- *Talari Network's Appliances Compatible with key Avaya IP Telephony Solutions*
- *Helps Washington Library System Replace High-Cost Private WANs With Inexpensive Public Internet Connections While Maintaining Network Predictability*

MARCH 22, 2011—SAN JOSE, CALIF. — Talari Networks today announced that its appliance-based WAN Virtualization solutions are compliant with key Internet protocol (IP) telephony solutions from Avaya Inc., a global leader in business collaboration systems, software and services.

Talari's Adaptive Private Networking (APN) technology for WAN Virtualization enables enterprises to combine two or more sources of inexpensive and abundant public network connectivity to create a network with equivalent or better performance than expensive private WAN connectivity such as MPLS. The Talari APN appliances, running APN Software 2.1, now are compliance-tested by Avaya for compatibility with:

Avaya Aura® Communication Manager - 6.0

Avaya Aura® Session Manager - 6.0

Avaya Aura® Communication Manager Messaging (CMM) - 6.0

Avaya Modular Messaging - Messaging Application Server - 5.2

Avaya 9600 Series IP Telephones (H.323 3.1.1) and (SIP 2.6.4)

Avaya Modular Messaging Server (5.0).

"While many enterprises have deployed VoIP to reduce the costs of their communications infrastructure, they are still paying a premium for the private WAN connectivity supporting these systems," said Keith Morris, VP of Marketing at Talari Networks. "Talari directly addresses this issue, enabling business-class performance and predictability for VoIP across public Internet bandwidth that is a fraction of the cost of MPLS; thereby allowing a business to cap, reduce, or eliminate their use of private WAN connections."

One of the companies benefiting from the interoperability of Talari Networks and Avaya solutions is Sno-Isle, a group of public libraries serving communities in the North Puget Sound, Wash. region.

"Before we heard about Talari, we were willing to pay premium dollars for MPLS because they guaranteed the quality of service needed for our VoIP calls," explains John Mulhall, Information Technology manager at Sno-Isle. "Now we have the ideal scenario: we've significantly reduced our connectivity costs by using less expensive cable/ADSL connections, without sacrificing reliability–because Talari's WAN Virtualization appliances deliver performance predictability that the public WAN links alone wouldn't achieve."

Talari Networks is a member of the Avaya DevConnect program—an initiative to develop, market and sell innovative third-party products that interoperate with Avaya technology and extend the value of a company's investment in its network.

As a Gold member of the program, Talari Networks is eligible to submit products for compatibility testing by the Avaya Solution Interoperability and Test Lab. There, a team of Avaya engineers develops a comprehensive test plan for each application to verify whether it is Avaya compliant. Doing so ensures businesses can confidently add best-in-class capabilities to their network without having to replace their existing infrastructure—speeding deployment of new applications and reducing both network complexity and implementation costs.

"Enterprises of all sizes are adopting IP telephony for its cost-savings benefits," said Eric Rossman, vice president, developer relations, Avaya. "With developers like Talari, they can go even further by reducing the costs of the WAN infrastructure supporting their VoIP deployments."

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About Avaya

Avaya is a global leader in enterprise communications systems. The company provides unified communications, contact centers, data solutions 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

With WAN Virtualization, Talari Networks does for enterprise WANs what RAID did for storage-- delivering a network with 30 to 100 times the bandwidth per dollar, ongoing WAN costs reduced by 40% to 90%, and greater reliability than existing corporate WANs--bringing Moore's Law and Internet economics to enterprise WAN buyers for the first time in more than 15 years. www.talari.com.