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Talari Networks Mercury T200 Extends the Reach of Adaptive Private Networking for Enterprise WANs

Affordable SOHO appliance expands Talari's revolutionary, RAID-like approach to lowering WAN costs while increasing bandwidth and reliability

Interop 2009 Las Vegas, May 18 /PRNewswire/ — Talari Networks™—the leader in transforming virtualized-WANs by delivering the Internet economics and reliability of Adaptive Private Networking—announced here today the addition of the *Mercury T200* appliance to its revolutionary Adaptive Private Networking (APN) solution. APN gives enterprise WAN customers 30 to 100 times the bandwidth per dollar, reduces monthly WAN service costs by 40% to 90%, and offers greater reliability than existing private WANs that use single-provider Frame Relay or MPLS services.

Talari unveils the *Mercury T200* this week at Interop 2009 Las Vegas. Designed especially to bring the reliability and bandwidth of Adaptive Private Networking to small office / home office environments typically served today by IPsec VPNs, the new fanless, table-top T200 APN appliance affordably delivers up to 15 megabits per second across a pair of WAN connections, complementing Talari's higher-capacity, rack-mountable *Mercury T700* and T3000 models.

"Adaptive Private Networking's unique ability to substantially lower IT operating costs without sacrificing reliability offers truly compelling ROI in today's difficult business climate," said industry analyst Dr. Jim Metzler of Ashton, Metzler & Associates. "With its APN solutions, Talari Networks is bringing Internet economics to business-quality WANs."

A powerful complement to WAN optimization solutions

A Talari APN solution—typically comprised of a high-end *Mercury T3000* appliance at the data center or HQ location, T700 appliances at branch offices, and T200s in small office / home office locations—works well with, and in fact complements, WAN optimization solutions, which excel at things like disk-based compression and accelerating Microsoft's CIFS protocol.

"WAN Optimization solutions from vendors such as Riverbed, Blue Coat, and Juniper have proven themselves capable of increasing performance for specific Enterprise applications, and in fact most of our early customers have WAN Optimization deployed," said Andrew Gottlieb, founder and CEO of Talari Networks. "By enabling Enterprises to add bandwidth, reliability, and application predictability for *all* applications, including real-time applications, Adaptive Private Networking is the perfect answer to the question 'what do we do next to improve application delivery' for these customers."

Adaptive Private Networking allows enterprises to leverage inexpensive broadband services such as DSL or cable at their remote locations at monthly costs of just \$3 to \$15 per megabit, to augment and/or eventually replace Frame Relay and MPLS WANs costing \$450 to \$1500 per megabit per month, increasing their branch-office and SOHO

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bandwidth while lowering their costs and providing superior network reliability and application predictability.

Adaptive Private Networking technology

Adaptive Private Networking (APN) leverages standard VPN technology for secure data delivery and uses end-to-end algorithms for dynamic, real-time, per-packet traffic engineering. It continuously measures loss, latency, and jitter and adapts network traffic flow almost instantly, delivering reliable and predictable application performance leveraging all available bandwidth sources. APN solves the reliability problems often associated with running VoIP and video-conferencing on shared IP WANs, and it can be added seamlessly to existing networks.

Pricing and availability

The Talari Networks *Mercury* T200 will be available in July, with a suggested list price of \$3,995.

About Talari Networks

Adaptive Private Networking 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 www.talari.com.

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