



**HIGH-AVAILABILITY**



**VERSO**<sup>®</sup>  
TECHNOLOGIES

# Success Story



## The world never stops...

### The Customer

Atlanta based Verso Technologies, a leading provider of packet-based solutions, has adopted the high availability technology developed by High-Availability.Com (HAC). HAC's RSF-1 solution is now included in Verso's Clarent<sup>®</sup> line of Class 5 and Class 4 VoIP Softswitch telephony software products and services suite.

The move underlines the growing awareness of HAC's high availability expertise among the new generation of aggressive, marketing led and telephony-based organizations for whom uninterrupted hardware uptime is essential – [www.high-availability.com](http://www.high-availability.com). It also illustrates HAC's strategy of striking alliances with market leading organizations that have the ability to bundle the technology into their own product and service offerings.

Verso Technologies, Inc., is a leading provider of next generation communication solutions for carriers and emerging service providers that want to lower their communication infrastructure costs and enhance service capabilities without sacrificing reliability, scalability and quality of service. With an extensive solutions portfolio that extends from the core to the edge of a network, Verso enables customers to leverage legacy technology investments towards converged networks that are faster and more cost-effective to deploy and easier and more flexible to manage. Verso solutions are currently deployed in thousands of customer networks in over 120 countries around the world.

"All of our Clarent Softswitch-based solutions are fully integrated with our customizable service creation environment that enables a user to extend a tailored set of prepackaged services," said Kurt Stansbury, Verso's Vice President of Product Management & Marketing. "Our robust Clarent architecture features a centralized management capability which enables dynamic allocation of network resources based on changing market conditions. These features can all be brought to market immediately, enabling a swift return on investment."

Verso's Clarent Softswitch-based solutions integrate seamlessly right out of the box, whether it's enterprise managed services, residential dial-tone, tandem replacement services or any of the other services we offer. When a service provider is ready to expand their network or add next generation revenue-generating services, the Clarent three-tiered softswitch architecture can provide the groundwork for implementing new services cost-effectively and efficiently for both the service provider and its subscribers. This enables service providers to create new revenue generating services, leading to a loyal and profitable customer base.

"Clearly, it's mission critical for our business that our Clarent<sup>®</sup> Softswitch is able to meet the stringent availability requirements of carriers and service providers," said Steve Langion, Verso's Senior Vice President of Engineering. "After careful review and evaluation of several offerings on the market, we opted for HAC's RSF-1 to include in our product suite. The system has a good track record and an established user base going back ten years, with users showing excellent uptime records."

RSF-1 was originally released in 1995 and is designed to make services 'highly available' by switching between servers if a server or service fails. It provides multi-directional redundant ability that allows servers to constantly monitor and shadow each other.



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High-Availability.Com - [www.high-availability.com](http://www.high-availability.com) - designed and developed the first high availability solution for Sun Unix servers and has been leading the mission-critical market ever since with innovative products to help customers maximize their business IT and Internet functions. The company sells and supports products to customers throughout the world, ensuring critical applications and services keep running in the event of system failures.

“Pricewise, it was very competitive. The technology is straightforward and highly configurable, and we had a very good response from the HAC team when we made initial inquiries. Our product line typically runs on Sun Solaris, so HAC’s technology fitted well with our own offerings and is best for our needs.” according to Mr. Stansbury.

In the two years since Verso adopted the HAC solution as part of its complete telephony package, it has supplied over 50 major organizations throughout the world.

“Features of RSF-1 that we found particularly attractive and useful included its ease of configuration and its robust structure. We were impressed with its ability to detect a system down and restore very rapidly with the same system personality,” says Mr. Stansbury.

“Some other systems we looked at had similar features but there were issues that appeared with them when we performed tests. The bottom line is RSF-1 was trouble-free and reliable. It employs standard Sun Solaris system schemas and has been simple to incorporate in our product line – seamlessly.”

“It’s not just a matter of coping with unexpected failure, but possessing the ability to cope with planned downtime, for example, for upgrades. With RSF-1 customers can install software on a spare machine and failover to it in just seconds,” says Mr. Stansbury. “The system gives us a sharp market edge because maintaining high uptime in the telephony market is absolutely critical.”

