

# Cloud2Edge Hosted Edition

A cost-effective way to deploy EdgeMarc appliances with Ribbon's hosted centralized management services



## Overview

Ribbon's EdgeMarc Intelligent Edge devices are ideally suited for multi-site deployment, either for a multi-site enterprise or as an element of a hosted SIP trunking or hosted UC/ contact center offering from service providers.

Cloud2Edge Hosted Edition offers a reduced cost model for partners and service providers to acquire EdgeMarc devices and access EdgeView services. Cloud2Edge bundles an EdgeMarc appliance with subscription-based access to Ribbon support - including software upgrades and advanced hardware replacement - along with centralized management platform. The Cloud2Edge licensing offers an EdgeMarc appliance that is fully licensed and sold at a reduced cost (vs. a typical one-time purchase with applicable licenses).

Existing customers can also adopt Cloud2Edge Hosted Edition as a cost effective way to adopt Ribbon support and centralized management. Ribbon can also assist customers that need to replace end of life EdgeMarc appliances or devices from competitive vendors.

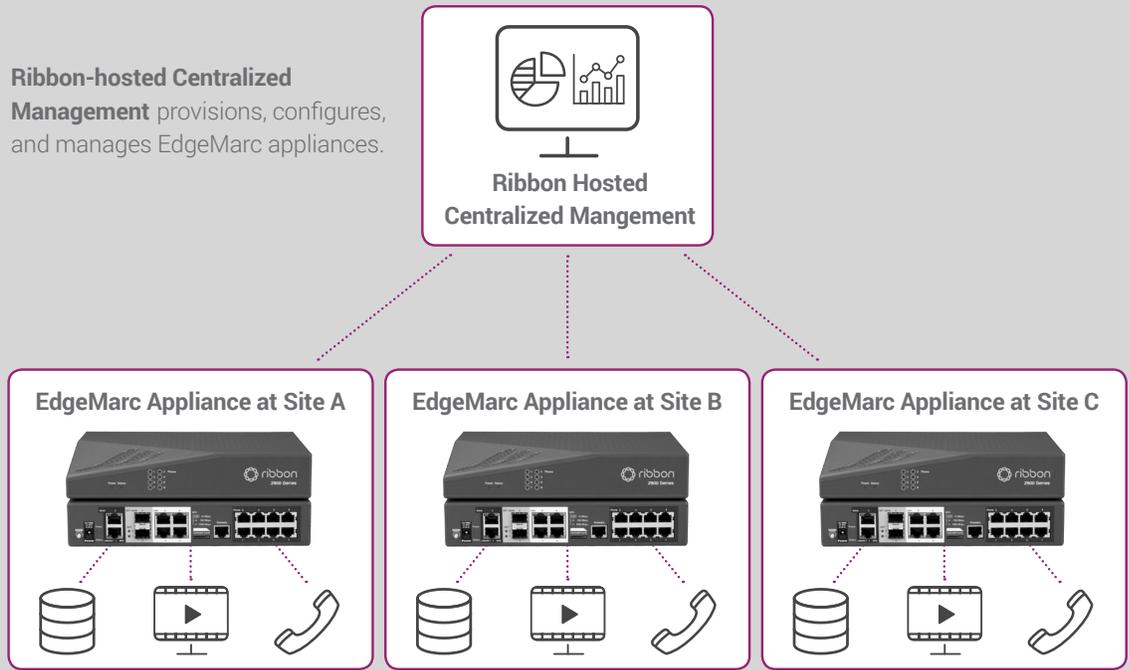
Bundling access to Ribbon's centralized management platform, EdgeView, allows a Ribbon Partner or service provider to easily deploy (ZTP support) and manage tens, hundreds, or even thousands of EdgeMarc appliances. It eliminates the need for partners or service providers to purchase, deploy, and manage their own EdgeView instance.

## Cloud2Edge Hosted Edition - What's Included

- **A fully licensed EdgeMarc device - at a reduced cost.** As part of the offer, customers purchase their choice of EdgeMarc devices at a reduced cost.
- **A subscription to Ribbon's hosted management platform.** Every EdgeMarc appliance deployment has access to a seat of hosted management. Channel partners and service providers can aggregate voice, video, and data metrics from multiple appliances. Organizations benefit from faster deployment and better operational tools.
- Partners and service providers gain access to troubleshooting tools and analytics that increase customer satisfaction by accelerating problem diagnosis and resolution. Service tools, such as event-based triggers, kick off enhanced analysis that helps solve vexing service quality issues. Installers can create Collections within the management platform to simplify deployment and management across sites, organizations or across application use cases.
- **Ongoing maintenance and support services.** Cloud2Edge provides RibbonCare support including 24/7 technical support, software upgrades, and advanced replacement of defective hardware.

### Cloud2Edge Hosted Edition

bundles a fully licensed EdgeMarc appliance with subscription-based access to Ribbon's centralized management platform and RibbonCare maintenance. Channel Partners and Service Providers benefit from a lower cost deployment model that delivers more value over many years of service.



## A Perfect Fit for Channel Partners & Service Providers

Cloud2Edge Hosted Edition offers two significant advantages vs a typical one-time purchase of an EdgeMarc appliance.

- 1) The upfront cost of each EdgeMarc appliance is lower. This is especially impactful when bidding a large multi-site enterprise (one of the best use cases for EdgeMarc deployments) and for service providers that need to upgrade hundreds or even thousands of EdgeMarc appliances that are reaching end-of-support timelines. And since each EdgeMarc appliance is fully licensed, the cost per appliance is also easy to predict.
- 2) There's no need to purchase, install, and maintain an EdgeView centralized management platform. Ribbon includes access to the platform with each Cloud2Edge Hosted Edition purchase. This is especially compelling for service providers or resellers that might have a limited number of EdgeMarcs deployed and want to leverage Zero Touch Provisioning (ZTP) as well as centralized management & troubleshooting.

## Support for Existing Ribbon EdgeMarc Customers

Existing Ribbon customers with currently fielded EdgeMarcs can be converted into the Cloud2Edge Hosted Edition environment to gain access to centralized management and RibbonCare services. These legacy devices qualify for a reduced subscription price (as the device was purchased with a higher cost perpetual license).

## Better than the Competition

Multiple vendors have stopped investing in edge devices, a few have left the market entirely. Ribbon's EdgeMarc portfolio isn't going anywhere. The portfolio includes multiple options for scaling, analog gateway options and even LTE back-up. Cloud2Edge Hosted Edition offers a cost effective way to replace 3rd party solutions and add centralized management services that many 3rd party offers have never offered. EdgeMarc offers a fully supported solution that delivers more value than the competition.

## Intelligent Edge Devices - EdgeMarc Portfolio

	EdgeMarc 2900e	EdgeMarc 2900a	EdgeMarc 2900e PoE	EdgeMarc 2900a PoE	EdgeMarc 4806	EdgeMarc 4808	EdgeMarc 6000
Maximum Concurrent Calls	300	300	300	300	500	500	500
WAN Interfaces							
Ethernet	2	2	2	2	2	2	2
Optical	2	2	2	2	2	2	2
T-1					Up to 2	Up to 2	Up to 2
4G LTE							Optional
LAN-side Interfaces							
Gb Ethernet	4	4	12 PoE	12 PoE	8	8	4
Other Interfaces							
PRI					2	2	2
FXO		0   2		2	0   2	0   2	0   2
FXS		8   6		6	8   6	24   22	8   6



### More Information

Let Ribbon demonstrate how Cloud2Edge Hosted Edition complements your network management infrastructure and improves your service offerings. We've helped hundreds of service providers and channel partners gain a complete view of their customer's communications networks as well as improving security, visibility, and service quality.

### About Ribbon

Ribbon Communications (Nasdaq: [RBBN](#)) delivers [secure cloud communications](#) and [IP and optical networking solutions](#) to service providers, enterprises and critical infrastructure sectors globally. We engage deeply with our customers, helping them modernize their networks for improved competitive positioning and business outcomes in today's smart, always-on and data-hungry world. Our end-to-end portfolio of communications software and IP Optical networking solutions deliver superior value and innovation by leveraging cloud-native architectures, automation and analytics tools, and leading-edge security. We maintain a keen focus on our commitments to Environmental, Social, and Governance (ESG) matters, offering an annual Sustainability Report to our stakeholders.

**Contact Us**  Contact us to learn more about Ribbon solutions.