

BladeCenter T Endorsements

CIRPACK

"IBM BladeCenter™ T is a platform of choice for telecom operators to deploy Next Generation Networks. It brings superior power and modularity to design very large switches delivering complex services, while allowing large CAPEX and OPEX reduction. By basing our products on IBM BladeCenter T, CIRPACK now stands out in the marketplace, providing the voice switching technology needed for the very large nodes and infrastructures demanded by telecom operators."

-- **Jean-Pierre Dumolard, CEO, CIRPACK**

Dot Hill®

"Our SANnet II FC is a good fit for IBM's BladeCenter T customers because of its small footprint, high performance and high availability. We look forward to working with IBM to provide its BladeCenter T customers with flexible, cost-effective external storage solutions."

-- **Omar Barraza, Director of Marketing, Dot Hill**

Druitt Corporation

"IBM's BladeCenter systems running Linux can provide unprecedented performance, cost of ownership and investment value for Service Providers deploying the Druitt Grid solution, a high availability deployment architecture for Druitt products. Performance tests at the IBM Linux for Service Provider Lab revealed exceptional results. Running Druitt Rendering, a content rendering engine, on the grid architecture showed more than twice the performance over traditional platforms at less than half the cost. Our solution on BladeCenter running Linux provides an unbeatable combination and allows customers investment protection by being open standards based."

-- **Roland Svensson, CEO, Druitt**

Eternal Systems™

"Eternal Systems, a leading developer of high availability and fault tolerant software solutions, endorses IBM's strategy of using open standards based Linux and BladeCenter technology to provide superior performance and lower total cost of ownership solutions. The industry is moving toward Commercial Off the Shelf (COTS) solutions and Eternal Systems software deployed on IBM technology provides our customers with ultra-reliability, simplicity and cost savings not possible before."

-- **Bill Hogan, CEO, Eternal Systems**

Interphase

"Interphase is very pleased to participate in the IBM eServer BladeCenter T announcement and the extension of IBM's presence into the telecommunications market. "The eServer BladeCenter T offering is a highly flexible, scalable, modular, and cost-effective solution based on a robust technology architecture. Coupled with Interphase's industry leading communications I/O and protocol interworking offerings, the BladeCenter T will enable IBM to meet the needs of both public and private sector network applications. Thus, IBM's advanced, high performance design is now united with Interphase's network migration solutions for linking legacy and new packet-based networks. The synergies between Interphase and IBM's offerings have resulted in one of the most powerful solutions the industry has seen to date and should help expand IBM's reach into the telecommunications network marketplace rapidly."

-- **Randall McComas, Global VP of Sales and Marketing, Interphase Corporation**

jNETx™

"As a provider of Next Generation Intelligent Network solutions, jNETx sees strong value in working with IBM. IBM has maximized compatibility across the BladeCenter family through the implementation of common blades and switches. Basing key jNETx solution components on BladeCenter and BladeCenter T provide our customers with telco-grade reliability and high performance, as well as drives down costs and timeframes for service deployment in the Central Office or Data Center. The requirement for an open, programmable JAIN SLEE application server operating on standards-driven blade technology is increasingly evident in opportunities we are addressing today."

-- **Tom Martinson, CEO, jNETx.**

NexTone Communications

"NexTone is elated that IBM is focusing on a large scale telco solution like the BCT. This key decision enables Intel/Linux based solutions like the NexTone session controller to meet the demanding needs of the Tier 1 carrier market by providing the high scale and reliability requirements necessary to compete with outdated legacy solutions."

-- **Brad Miller, VP of Business Development, NexTone**

RadiSys®

"We are honored to be a member of the IBM BladeCenter and BladeCenter T program. RadiSys has rich set of OEM solutions for the TEMs/NEPs that accelerate their time to market. We look forward to working with IBM and other industry leaders to enable solutions, especially with our Intel (R) IXP Network Processor based solutions, targeting complex NGN applications."

-- **Fred Yentz, VP, Radisys**

SnowShore Networks

"We believe IBM's timing with BladeCenter T is impeccable. VoIP is growing rapidly, and now more than ever, service providers must leverage open, flexible platforms to drive innovation, or respond to competitive threats. Until now, purpose-built servers were often required to meet service provider's critical carrier-class requirements. We know, we've delivered purpose-built Media Servers to many of the world's Tier 1 service providers. With BladeCenter T, IBM has enabled SnowShore to bring yet another innovation to market: open, commercial server-based, Media Servers and Media Firewalls that delivery greater flexibility than ever before, while meeting our customer's carrier-class demands."

-- **Raymond Muscatell, Director of Sales and Business Development, SnowShore**

Sylantro

"As IP Centrex solutions reach critical mass in the marketplace, it becomes ever more important to offer service providers a choice in operating systems and platforms. The IBM BladeCenter T offers a carrier-grade system that is fully interoperable with Sylantro's IP Centrex platform, coupled with solid price/performance advantages and the operational flexibility to support massively scalable deployments in service-provider networks."

-- **Jack Sorci, VP of Business Development, Sylantro Systems Corporation.**

Ubiquity

"IBM's Blade Center -T is an impressive system that helps drive the telecom industry towards the next generation service delivery network. By providing easy-to-manage, scalable, lower cost network hardware platforms, IBM allows Ubiquity's service provider customers to focus on quickly building and deploying enhanced SIP-based services at the application layer of their networks."

-- **Ian McLaren, President & CEO, Ubiquity Software**

Ulticom®

"Ulticom is pleased to work with IBM in offering platforms for building network convergent solutions. IBM's BladeCenter T leverages the success of the enterprise targeted BladeCenter. We view the BladeCenter T as capable of providing the flexibility, reliability and performance required to support the convergence of enterprise and next generation networks."

-- **Osman Duman, VP of Marketing, Ulticom**