



## NEWS RELEASE

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## **Force10 Networks Selected for Membership in Avaya DeveloperConnection Program**

*Network of companies creates innovative, IP-enabled Intelligent Communications applications that extend the value of multivendor networks*

**SAN JOSE, Calif., May 21, 2007** – Force10 Networks®, the pioneer in building and securing reliable networks, today announced it has been selected by Avaya Inc. (NYSE: AV), a leading global provider of business communications applications, systems and services, for membership in the Avaya DeveloperConnection program.

Force10 Networks is the developer of the C300 resilient switch, which supports mission critical applications across converged networks and delivers full 15.4W Class 3 power to 384 line-rate Gigabit Ethernet ports simultaneously. The Force10 Networks solution complements Avaya's Communication Manager Internet protocol (IP) telephony software, which is an application that supports intelligent communications.

The Avaya DeveloperConnection program promotes the development, compliance-testing and co-marketing of innovative third-party products that are compatible with standards-based Avaya solutions. Member organizations have expertise in a broad range of technologies – including IP telephony, contact centers and mobility applications – helping companies extend the value of multivendor networks and transform voice into an intelligent business application that delivers true value to the bottom line.

“Joining Avaya's developer community will enable us to provide greater value to enterprises by speeding time to deployment of voice over IP services over the network,” said Eric Tom, vice president of business development at Force10 Networks. “Force10 and Avaya are extending the value of multivendor networks to transform the business network into a true strategic asset.”

The Avaya DeveloperConnection program currently includes thousands of software and hardware developer companies, integrators, service providers and customers. Members have created hundreds of innovative solutions tested for Avaya compliance, including natural language speech recognition

applications, wireless services, specialized computer telephony integration and reporting capabilities, and applications tailored for specific vertical industries.

Through the *DeveloperConnection* program, Avaya provides a number of tools and capabilities to member companies. One example is Application Enablement Services (AES)—a set of application programming interfaces, protocols and Web services that makes it easier for developers to create Avaya-compatible networks, devices and applications.

“With the involvement of companies like Force10 Networks, our Avaya developer community has become a catalyst for rapid innovation — creating multivendor applications that help enterprises around the world unleash powerful new possibilities for operating more efficiently and effectively,” said Eric Rossman, vice president, developer relations and technical alliances, Avaya. “We help businesses embed secure, reliable Intelligent Communications into the very fabric of their organization so employees and customers have ready access to information regardless of where they are and how they prefer to communicate.”

As a member of the *DeveloperConnection* program, companies have access to a wide range of support from Avaya, including technical resources and training. There are three levels of membership – Registered, Gold and Platinum – each entailing progressive levels of marketing and sales involvement. Free Registered membership is available to anyone interested in designing Avaya-compatible solutions. Gold-level members and Platinum members must meet rigorous Avaya criteria for customer satisfaction, product support, business operations, marketing and sales. Force10 Networks is a Gold-level member of the *Avaya DeveloperConnection* program.

Membership information and a listing of solutions developed and tested under the *DeveloperConnection* program are available at [www.devconnectprogram.com](http://www.devconnectprogram.com).

### **About Avaya**

Avaya delivers Intelligent Communications solutions that help companies transform their businesses to achieve marketplace advantage. More than 1 million businesses worldwide, including more than 90 percent of the FORTUNE 500<sup>®</sup>, use Avaya solutions for IP Telephony, Unified Communications, Contact Centers and Communications-Enabled Business Processes. Avaya Global Services provides comprehensive service and support for companies, small to large. For more information visit the Avaya Web site: <http://www.avaya.com>.

### **About Force10 Networks**

Force10 Networks is the pioneer in building and securing reliable networks. Based on a revolutionary system architecture that delivers best-in-class resiliency and massive scalability, Force10's TeraScale E-Series switch/routers ensure predictable application performance, increase network availability and reduce operating costs. Today, many of the world's largest Gigabit Ethernet and 10 Gigabit Ethernet

networks depend on Force10 Networks. For additional information, please visit [www.force10networks.com](http://www.force10networks.com).

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