



Application – Multi-site manufacturer

Products Used – Coral Sea Softswitch, T200 IP telephones, connected to two Nortel Meridian Option 11 PBXs

Details – Coral Sea provides telephony services for remote sites, conference bridges for entire enterprise

Industrial Pump Manufacturer unites North American sites with Coral Sea

Sulzer Pumps (US) adds a Tadiran Coral Sea Softswitch to save on conference call costs and to provide centralized management for remote users. Existing Nortel Meridian systems left in place for many users with planned migration to new softswitch.

For Sulzer Pumps (US) the need for a more unified organization didn't out-weigh the cost of completely fork-lifting their Nortel systems in lieu of a true distributed solution. A growing industrial pump developer with locations across North America, this company envisioned improved communications and better centralized management from their Oregon-based headquarters. Three major factors ultimately made the decision to implement Tadiran's Coral Sea Softswitch:

- ✓ *Reducing 3rd party conference bridge costs*
- ✓ *Proving IP telephone support to remote users*
- ✓ *Not wanting to invest into aging Nortel systems*



Tadiran Partner Bes Tel helped Sulzer Pumps (US) to achieve these goals by interfacing the Coral Sea Softswitch (using PRI) with their existing Nortel PBXs. Using the Coral Sea's internal conference facilities, and adding two new PRI circuits, they reduced the monthly conference costs by \$6,000 per month. This alone provided an excellent ROI. In addition, users in remote locations now use Tadiran IP telephones as their desk phone, as well as mobility with soft phones and other IP devices. All this was done at a fraction of the cost of upgrading their legacy PBX. The Coral Sea features a unified web administration, a 48 party conference bridge, built-in redundancy on a Linux-based OS on standard PC servers from Dell.