

Introduction

Easley, McCaleb & Associates, Inc. is a national full service property tax consulting firm that has represented thousands of properties throughout the United States. In business for over 26 years they have managed an impressive portfolio worth billions of dollars. They have a network of regional offices staffed with consultants intimately familiar with area tax laws and officials to effectively meet the needs of individual property owners across the country.

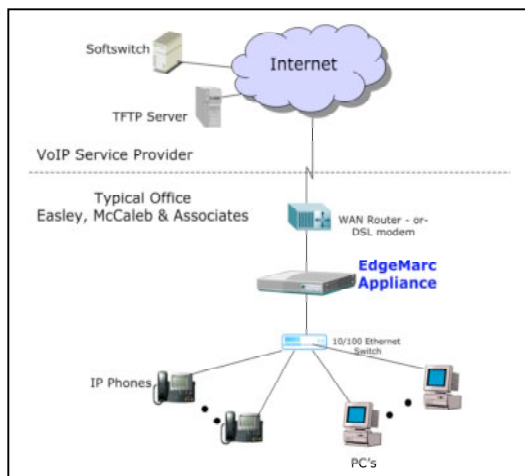
EdgeMarc Appliances

- Provide voice and data security
- Ensure high quality voice
- Maximize WAN link utilization
- Reduce costs
- Simplify deployment of VoIP

Kim Tan, Vice President of Information Technology at Easley, McCaleb & Associates, Inc. is responsible for network operations and maintaining the voice and data systems at all regional offices. In order to reduce costs and improve communications his team is transitioning the company from a legacy PBX system to a hosted VoIP service.

Solution Description

In considering the networking equipment for this project Mr. Tan was looking for a solution that was simple to install and maintain, could ensure high quality voice calls on the converged IP network and provide enterprise class security for the remote offices. He was pleased to learn that his service provider had selected Edgewater's EdgeMarc Series appliances to provide:



- **Cost savings** – Appliances are a low cost, all-in-one solution that replaces multiple standalone systems at each office.
- **A voice and data firewall** – Uses stateful packet inspection for data & tracks VoIP signaling states to dynamically open and close ports to fully protect the LAN.
- **Traffic management that maximizes WAN link utilization** – Prioritizes voice over data traffic to ensure toll quality voice calls while allowing data traffic to burst up to full line rate when possible.
- **Network and port address translation** – Enables a single public IP address to be used for multiple IP phones and PCs on the LAN.
- **Breadth of solution** – Edgewater has a range of

products optimized for low speed DSL links, fractional and full T1 circuits and beyond to accommodate offices of all sizes.

A typical remote office deployment is depicted above. EdgeMarc appliances are installed behind the WAN router or xDSL modem and in front of the PCs and IP phones.

Results

"We are very impressed with the Edgewater device," said Mr. Tan, "It was important to us that we reduce the amount of equipment at each office to simplify management and reduce costs. The EdgeMarc appliances provide the level of integration with the ease of use that we needed. Setup was very straightforward."

"We perceive no difference in the quality of the voice calls between standard phone lines and VoIP calls supported by the Edgemarc appliance," he continued "The appliances have done an excellent job of prioritizing the voice traffic and at the same time enabling us to get the most out of our WAN links for data."