Price reduction on select SBC 1000 / 2000 pre-Release 6.1 SKUs

Sonus recently announced the launch of SBC 1000 / 2000 Release 6.1 (generally available on October 24, 2016), which provides increased capacity, improved support for 3rd party applications, and the availability of a Microsoft Cloud Connector Edition appliance.

To ensure continued value to customers interested in purchasing pre-Release 6.1 configurations, Sonus is announcing price reductions on a select set of SKUs, listed in the table below. The price reductions will take effect on October 17, 2016 and remain in effect through End of Product Sale (EOPS) of the impacted SKUs.

Price reductions to take effect October 17th, 2016:

SKU	Description	List Price	New List Price (effective 10/17/16)
SBC-1K-BRIFXS-S	SBC1000 W/ 4 BRI, 4 FXS, 2 DSPS, SBA. LICENSABLE GROWTH TO 8 BRI, 8 FXS. SIP:SIP LICENSABLE	$5,225	**$4,000**
SBC-1K-FXS8FXO-P-S	SBC1000 W/ 1 PRI, 4 FXO,4 FXS,SBA, 3 DSPS, LICENSABLE GROWTH TO 2 PRI,16 FXS,8FXO SIP:SIP LICENSABLE	$7,340	**$5,500**
SBC-1K-FXSFXO-S	SBC1000 W/ 4 FXO, 4 FXS, 2 DSPS, SBA. LICENSABLE GROWTH TO 12 FXS. SIP:SIP LICENSABLE	$5,050	**$3,800**
SBC-1K-FXS-P-S	SBC1000 W/ 1 PRI, 4 FXS, 3 DSPS, SBA. LICENSABLE GROWTH TO 2 PRI, 24 FXS. SIP:SIP LICENSABLE	$6,570	**$4,900**
SBC-1K-P-S	SBC1000 W/ 1 PRI, 3 DSPS, SBA. LICENSABLE GROWTH TO 2 PRI. SIP:SIP LICENSABLE	$6,275	**$4,700**
SBC-1K-SIP-E-S	SBC1000 W/ 1 DSP, SBA. SIP:SIP LICENSABLE	$4,370	**$3,300**
SBC-1K-SIP-S	SBC1000 W/ 3 DSPS, SBA. SIP:SIP LICENSABLE	$5,280	**$4,000**
SBC-2K-S-1	SBC2000 W/ 1 DSP, SBA. SIP:SIP LICENSABLE	$12,060	**$9,000**
SBC-2K-S-2	SBC2000 W/ 2 DSPS, SBA. SIP:SIP LICENSABLE	$13,570	**$10,000**

Frequently Asked Questions (FAQs)

Frequently Asked Questions	Answer
Why is Sonus making this price reduction?	The price reduction supports sale of pre-6.1 product alongside 6.1 product. Sonus endeavors to provide continued value to customers that remain interested in purchasing pre-6.1 SKUs.
How long will the price reductions stay in effect	Price reductions will remain in effect through End of Product Sale (EOPS) of the impacted SKUs.
How long will the price reduced SKUs remain available for sale?	The pre-6.1 product will remain available for purchase through the end of 2016, and potentially early 2017. Sonus will withdraw the pre-6.1 product from the market place according to the practice identified in the Sonus End of Product Sale policy posted on the Sonus web portal. Sonus will identify comparable 6.1 product as replacement to the pre-6.1 product when the withdrawal is announced.
Are the new Release 6.1 SKUs priced higher than the SKUs currently for sale?	Yes. However, the 6.1 product presents a number of features not found in the pre-6.1 product, such as higher capacity and port expansion options, support of 3rd party applications, etc. Furthermore, please note the 6.1 product is priced equal to or less than the comparable pre-6.1 product prior to the pricing actions identified in the document.
Do the new Release 6.1 SKUs do everything that the SKUs currently for sale do?	Yes, and much more. Note the following additional features on the comparable 6.1 products: • SBC 1000 ability to support 192 SIP – SIP sessions, vs. 160 in pre-6.1 products; • SBC 1000 ability to support 4 PRI ports, vs. 2 in pre-6.1 products; • SBC 1000 available 3 GbE ports, vs. 2 in pre-6.1 products; • SBC 1000 ability to support 12 FXO ports in FXx only configurations, vs. 4 in pre-6.1 products; • SBC 1000 ASM (applications solutions module) with support for 1000 SBA (Microsoft® Skype for Business Survivable Branch Appliance) users/240 sessions, vs. 400 users/100 sessions in pre-6.1 products; • SBC 1000/2000 ASM with Hyper-V support for 3rd party applications.
Can new Release 6.1 SKUs be purchased in place of a comparable SKUs currently for sale?	Yes. Orders for the 6.1 product will be accepted in early October 2016, and Sonus expects shipments to begin in late October 2016.
Will current SKUs with an ASM (applications solutions module) include the Microsoft® Skype for Business Survivable Branch Appliance?	Yes, as of late October 2016.
What Sonus firmware version will be shipped within the SKUs currently for sale.	As of late October 2016, **Release 6.1**. However, please note the Release 6.1 feature set available within the pre-6.1 product will be limited to the capabilities of the underlying hardware. For example, the support of 3 or 4 PRI ports in the pre-6.1 product will not be available.

If I receive a product with a firmware release other than Release 6.1, am I able to upgrade to the Release 6.1 software?	Yes, per the instructions on the Sonus support portal.
If I receive a product without the Microsoft® Skype for Business Survivable Branch Appliance, am I able to upgrade the unit with the latter?	Yes, per the instructions on the Sonus support portal.

Sonus Confidential & Proprietary
This bulletin is subject to the existing customer purchase agreement between the parties which shall control in the event of conflict. The above dates are for planning purposes only and Sonus reserves the right to change with notice.