

## Avaya, FatPipe Partner on SD-WAN

*Written by James Anderson December 12, 2017*

### **Avaya says this is the answer to dropped calls.**

Avaya and its channel partners can now sell SD-WAN products from FatPipe Networks.

FatPipe on Tuesday announced that it has joined Avaya's DevConnect Select Product Program. The program gives customers and partners access to third-party applications that enhance and integrate with Avaya's unified communications platform.

"Being selected for the Avaya DevConnect Select Product Program is significant to FatPipe Networks because it extends our reach to Avaya's global customers and channel partners," said Sanch Datta, chief technology officer of FatPipe. "This compatibility gives customers a single solution that's highly scalable and easily meets all their networking and communications requirements, allowing them to focus on their business without concern for network performance."

The FatPipe application in this case is its series of MPVPN SD-WAN products. Avaya says the FatPipe offerings will integrate with Avaya's Aura, its enterprise collaboration platform. The main benefit FatPipe will provide, according to Avaya, is the promise that calls will not drop when lines fail.

"The inclusion of products or services from technology partners like FatPipe Networks in the DevConnect Select Product Program helps Avaya customers deploy complete, end-to-end next-gen networking solutions with ease," said Eric Rossman, Avaya's vice president of partnerships and alliances. "This enables customers to confidently rely on their network to deliver optimal performance of real-time VoIP and video communications and collaboration, CRM, cloud, mobile video, messaging and other business-critical applications."

Avaya says customers can buy the products either directly or through channel partners. Ordering is available worldwide.

FatPipe released a new SD-WAN product in October that aims to make it easier to deploy network functions virtualization (NFV)