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## NetVanta 7100 Provides All-in-one Communications Solution for Construction Firm

### The Challenge

The Counts Company, Inc., a commercial construction company with two locations, a small staff, and no IT staff needed to upgrade its phone system to allow seamless communications with customers and employees, regardless of location or time of day.

### The Solution

ADTRAN's NetVanta 7100 was selected. It allows the owner to have the same telephone and network connectivity at work and the remote office. In addition, he now has connectivity to a remote aircraft hangar and has been able to connect IP Security Cameras to remotely monitor his assets. The NetVanta 7100 also provides the ability to have calls transferred or forwarded to his cell phone.

### The Benefit

The NetVanta 7100 is cost-effective integrated communications system that provides this small business owner access to his business from any location any time day or night and has allowed him to extend connectivity to remote locations.

In many ways Stief Counts, owner and president of The Counts Company, Inc. is a typical small business owner. His business is a commercial construction company with two locations, a small staff, and no IT staff. His two locations include a main business office with detached warehouse/machine shop and a remote office with an aircraft hanger in a rural location. Counts recently determined that he needed to upgrade his phone system to allow seamless communications with his customers and employees, regardless of his location or time of day.

### Improved Communication

Counts selected ADTRAN's NetVanta 7100 to meet his small business communication needs. The NetVanta 7100 allows him to have the same telephone and network connectivity at work and the remote office. He now has connectivity to his aircraft hangar and has been able to connect IP Security Cameras to remotely monitor his assets when away. He also has the ability to have his calls transferred or forwarded to his cell phone – a feature that is very important for a small business owner. Counts noted that the system is extremely easy to use. "I've been able to do a lot of things myself like modify the buttons on our IP Phones or relocate phones and PCs to other locations, even though I am not a technical person," he said.

The absence of communication cable between the main office and warehouse/machine shop presented a major challenge. The only wiring between the two buildings is AC electrical. A third-party solution was incorporated to provide Ethernet over the AC electrical wiring between the buildings. This provides a full-duplex Ethernet connection for IP phones now in the warehouse/machine shop.

### Remote Connectivity

The aircraft hanger and home office are located more than 15 miles away from the main business office in a remote area. This location has poor-quality analog telephone service and high-speed Internet via DSL or cable will never be available. These locations are now connected via a point-to-point T1 to the NetVanta 7100 at the main business office, providing telephone, data and Internet connectivity. The T1 is terminated into a NetVanta 1224STR PoE switch-router at the home office, providing IP phone and PC connections as well as connectivity to PoE IP Security Cameras. A 100-meter fiber-optic cable runs between the home office and the aircraft hanger, where it is terminated into a NetVanta 1224ST PoE switch. Fiber-optic cable was chosen to reduce the chance of failure due to frequent lightning strikes in the area. The NetVanta

1224ST PoE provides additional IP phone connectivity, as well as PC connectivity and a connection to another IP Security Camera. The camera provides real-time, remote monitoring of the aircraft hanger that can be viewed from the office, the Internet or Counts' PDA cell phone.

### Added Benefits

A Total Access 904 multiservice access gateway is connected to the NetVanta 1224ST PoE in the hanger, providing analog connections to both a door phone and a fax machine. When the door phone is activated, it automatically rings all phones at both the home office and the main business office. The door phone is connected to a third-party, door and light controller which allows opening and closing of the hanger door, as well as turning the interior lights on or off via a telephone keypad.

**"The NetVanta 7100 brings a rich feature set that will help me improve my profitability. I now have advanced functionality that I never knew was possible with a communications system like this."**

*Stief Counts  
Owner and President  
The Counts Company, Inc.*



NetVanta 7100

**ADTRAN**

Smart  
Solutions  
for a  
Connected  
World.



### NetVanta 7100

- IP PBX (up to 50 SIP phones)
- Supports analog phones, fax, modem
- Internal voicemail (12 hours, 8 ports)
- Multi-level auto attendant
- Analog, T1, or PRI trunks
- DSL/Cable Ethernet WAN interface
- Includes 24 port Power over Ethernet Switch (802.3af)
- Integrated IP router
- Layer 2 and Layer 3 QoS support
- Stateful inspection firewall
- VPN (50 tunnels)
- DSU/CSU
- Web GUI

### Phones/Doorphones

- IP 601 six-line IP phone
- IP 501 three-line IP phone
- Doorphone – weather-resistant outdoor call box



### NetVanta 1224STR PoE/1224ST PoE

- Combines 24-port PoE switch, IP router, DSU/CSU, VPN and firewall
- Includes 24 port Power over Ethernet Switch (802.3af)
- Non-blocking switching in compact IU platform capacity: 8.8 Gbps
- Dual combination 10/100/1000Base-T Ethernet port/SFP module slots for high-speed uplink or stacking requirements
- Supports stacking, QoS, Link Aggregation and much more

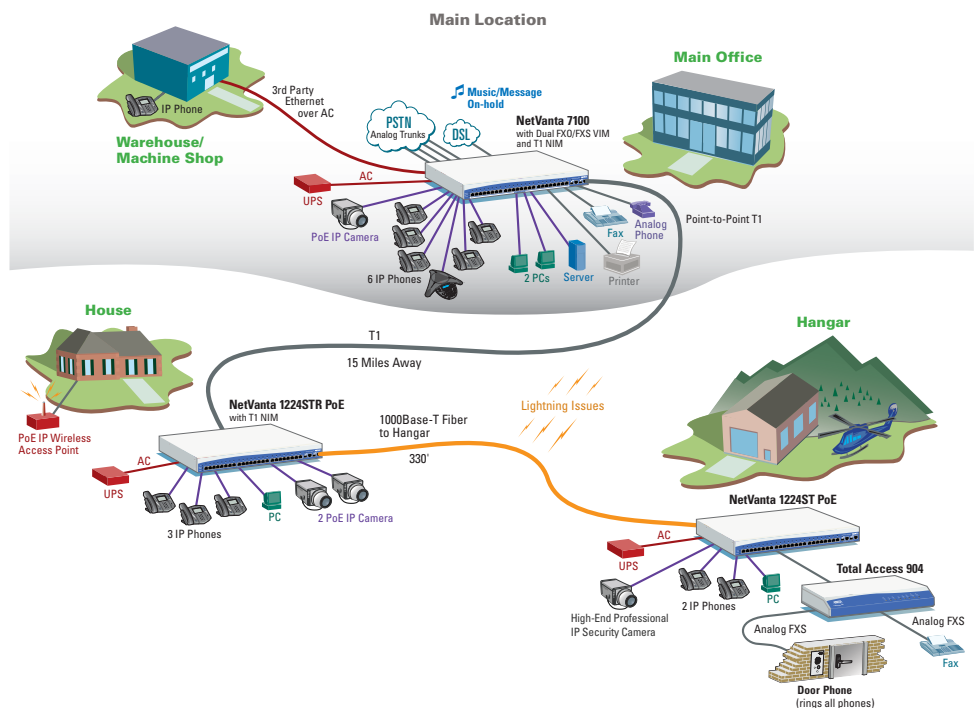


### Total Access 904

- Seamless voice and data integration over VoIP based network architectures
- SIP to TDM Conversion
- Provides four analog FXS, T1/PRI Connectivity
- Includes SIP gateway, robust IP router, stateful inspection firewall with Denial of Service prevention
- Compatible with industry leading soft switches and call agents
- Low latency, WFQ, CBWFQ Quality of Service (QoS)

The person answering the door phone call can operate these functions from any telephone on the system. These functions can also be accessed remotely and securely by calling in via the NetVanta 7100 auto-attendant and using pre-programmed speed dials. For example, if the hanger door is left open after leaving, Counts can activate a speed dial on his cell phone to close the door and then use the same cell phone to view the IP camera inside the hanger to verify it is closed.

"I've been pleased with the NetVanta® 7100. It is doing an outstanding job for my small business and has helped me to become more efficient," said Counts. "The NetVanta 7100 brings a rich feature set that will help me improve my productivity and profitability. I now have advanced functionality that I never knew was possible with a communications system like this."



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