



# The Story of a Better VoIP Gateway for Your Business

Make the easiest, reliable connection for TDM to IP



*"The need to converge TDM and IP-based voice traffic makes VoIP gateways indispensable for many network operators."*

**Light Reading Insider**



*Digium partners have built profitable custom communications businesses with Asterisk, the world's most popular open source telephony platform. Asterisk is the engine that has powered the VoIP revolution.*

*We invite you to be part of that success. In addition to our new gateways, Digium manufactures analog, BRI and T1/E1 interface cards, redundancy appliances and IP phones for Asterisk. Every product sold helps continue to strengthen and support the growth of the Asterisk project.*

## Our news is good news for your business.

When Digium released new VoIP gateways, the single-span G100 and the dual-span G200, our partners, and the many Asterisk integrators were curious: Why now? Why would Digium, the leading manufacturer of telephony interface cards for Asterisk, want to move into the gateway market? The short answer is that it made sense. These IP media gateways, humble devices that convert calls on T1 lines from circuit-switched TDM to SIP and RTP, provide another opportunity to help our partners grow their business, while providing customers with a flexible, Asterisk-based solution. But, there's more to the story....

## Making Gateways better for all businesses.

Digium has actually been in the gateway business since we started manufacturing cards in 2003. From the very beginning, clever people have used Digium cards, Asterisk, and ordinary computer hardware to build VoIP-to-TDM gateways. Just pop a card into a computer, install Linux, DAHDi, and Asterisk, and configure to taste. Not too difficult if you know Asterisk. Unfortunately, this solution has a few drawbacks.

One of the biggest down sides of this scenario is the computer. Now, those of us at Digium love computers. In fact, much of the advantage of Asterisk is that it runs on ordinary computers. But, while general-purpose computers are great for some tasks, they tend to make poor appliances. They have moving parts (hard drives and fans) that wear out over time. They also burn up a lot of electricity, much of which is used to spin the hard drives and run the fans.

***Asterisk is the engine that has powered the VoIP revolution.***





## Early reviews are in!

*"Digium gateways are so much easier to configure than any other gateway we've used!"*



### Why Digium Cards Make Every Call Count.

- *First vendor to introduce cards to the Asterisk market*
- *Still own more than 50% of the card market*
- *Guaranteed to work with Asterisk since we are the creator, sponsor and maintainer of the project*
- *Continue to support the card market with new products such as the Octal card*
- *Using Digium cards helps support the Asterisk Project, more than 80,000 developers strong*

Although computers can typically run for several years when kept in clean, temperature-controlled environments, embedded devices can actually run for decades in the kinds of filthy closets where they typically put phone gear. So, if computer hardware is one of the reasons for building gateways, another is that many computers today have no hardware at all. Can you say, "virtualization?"

Virtualization and cloud computing have drastically changed the dynamics of IT in the past decade. Rather than buying a new server to run a particular application, businesses simply spin up a new virtual machine. And these virtual machines never seem to have card slots.



"The core economic driver for VOIP gateways' higher profile is VoIP traffic volume."

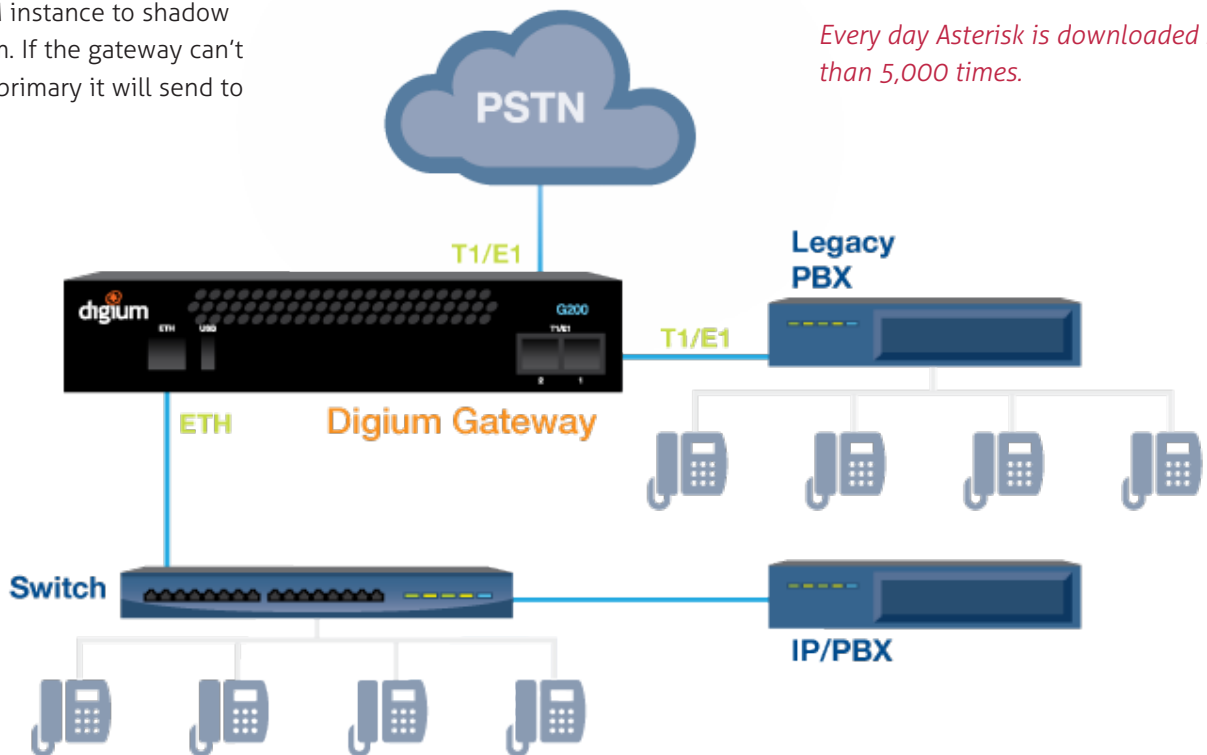
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## Flexibility is the key to future-proofing any business.

By moving the critical, but rather mundane, process of converting phone lines into SIP and RTP packets into a separate, dedicated, solid-state device, you're free to put your Asterisk application **anywhere**. Run it on actual metal; run it on a slice of your virtual infrastructure; or run it on a cloud instance - *anywhere you like*. Flexibility is a requirement for your IT team in order to scale for growth.

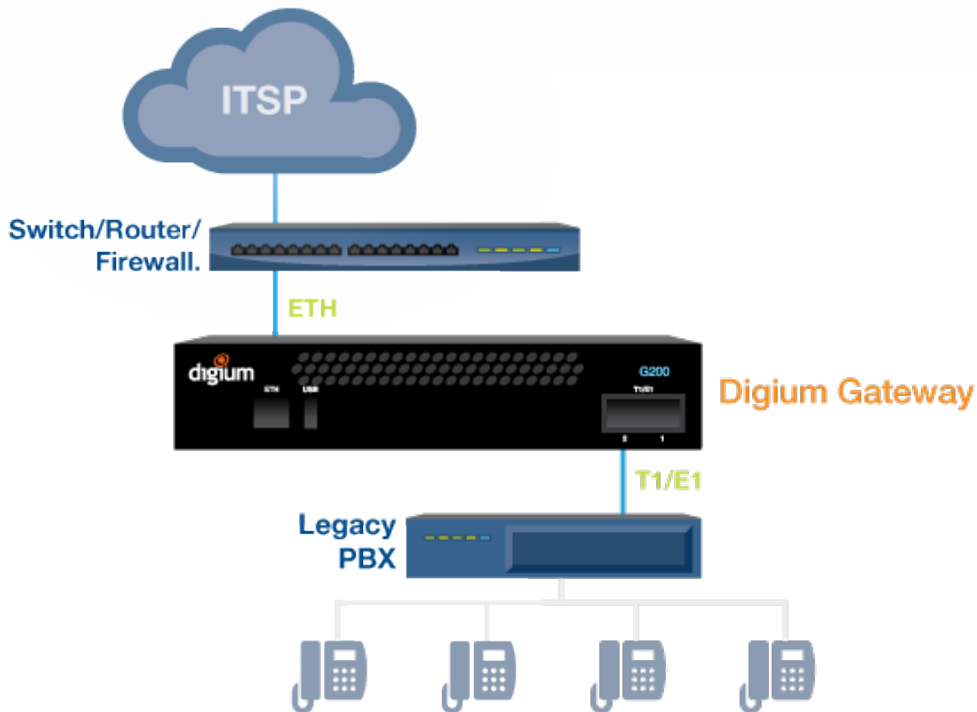
For example: Need more computing power? No problem. Set the gateway up to route calls to multiple servers. Want redundancy? Set up a backup VM instance to shadow your primary system. If the gateway can't deliver calls to the primary it will send to the secondary.



### Did you know?

*More than a million phone systems around the world run on Asterisk?*

*Every day Asterisk is downloaded more than 5,000 times.*



### Easiest Gateways to Configure and Use with Asterisk

- *Easy to navigate GUI*
- *Easy to configure - saves admin costs in setup time*
- *Solid state design, no moving parts*
- *Intelligent call routing*
- *Low power consumption*
- *Leverage Digium's expertise in providing 12 years of gateway toolkit solutions in the Asterisk market*

## Ease-of-use is what makes Digium gateways best for your business.

So hardened, embedded technology is a big plus. The ability to run Asterisk in virtual environments is another advantage. But, *the best part* about our gateways is how **easy** they are to use. The average IT worker can set up a Digium gateway in only a few minutes and with only a small amount of information from the telco. They sport the same sleek, intuitive GUI that Digium uses on our award-winning Switchvox Unified Communications (UC) system and phones. The stuff that everyone uses is front-and-center – and the stuff that rarely needs to be changed is out of the way, but only a mouse-click away.

So there you have it. Digium has done it again – designing gateways that anyone can use. Digium Gateways take advantage of the power and flexibility of Asterisk. Digium Gateways cost less out of the gate, and will cost you even less over time. That's why Digium's Gateways are simply better for your business.

#### Talk with our phone system experts or visit:

[www.digium.com/en/products/hardware/gateway](http://www.digium.com/en/products/hardware/gateway)

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