



GENBAND on the Prowl...Again

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By [Bob Emmerson](#), TMC European Editor

GENBAND ([News - Alert](#)) has bought NextPoint Networks, a development that follows the acquisition of Tekelec's Switching Solutions Group in April 2007 and Nokia Siemens ([News - Alert](#)) Networks' Surpass IP trunking gateway product lines a year later.

In addition, the company has established partnerships with leading network equipment manufacturers such as Alcatel Lucent, Nokia ([News - Alert](#)) Siemens Networks, Nortel and NEC.

With this move, GENBAND adds a layer of security capabilities to the company's comprehensive range of gateway solutions. NextPoint ([News - Alert](#)) is said to be a "market share leader" in carrier grade security solutions that include Session Border Controllers and Security Gateways for Fixed Mobile Convergence solutions.

"We are extremely focused on building our next-generation IP gateway business and the acquisition of NextPoint fits perfectly into our product development roadmap," said Charles Vogt, president and chief executive officer of GENBAND.

"By adding very competitive SBC and FMC security technology into our gateway solutions, we significantly increase our addressable market. The acquisition allows us to fulfill the critical security requirements our customers and partners face as they move toward and embrace IP-based technologies in telecommunications networks."

Right now GENBAND offers one of the broadest portfolios of gateway products through its G Series of low-, mid- and high-capacity converged gateways and the C Series of gateway controllers. The acquisition adds the newly branded S Series of security-based solutions. As GENBAND expects its portfolio of products to further evolve, future product development that integrates robust security capabilities into its next-gen gateways will be branded the E Series.

Looking ahead, the company is ideally positioned to further enable networks in the rapidly growing IP-to-IP space to communicate securely and efficiently. These complementary solutions address the needs of fixed, mobile and converged network operators and allow them to embrace emerging IMS migration and Long Term Evolution (LTE) network requirements.

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