

# NSGDatacom

*Privately held,  
growing, and  
profitable since  
1991*

*Large installed  
base of Carrier and  
Fortune 1000  
customers  
throughout the  
world*

*Standards-based  
products with  
unique, proprietary  
content*

*TCP/IP and Internet  
interconnectivity  
throughout our  
product range*

*Long history and  
outstanding  
reputation for  
product quality and  
reliability*

## Company

NSGDatacom is a privately owned data communications company with offices in Virginia, Maryland, the UK, and Hong Kong. NSGDatacom designs, manufactures, sells and supports a wide range of proven voice and data products for real world business communication needs.

## Focus

NSGDatacom is focused on providing organizations with existing voice and data networks a secure and easy migration path to and through the Internet, allowing them to utilize more reliable, higher bandwidth data transport systems with confidence and without replacing all of their existing equipment and applications. The company also offers cost effective wireless solutions for digital data access in situations where terrestrial solutions are either too expensive or non-existent. NSGDatacom continues to expand the capabilities of its IP-based voice/data gateways.

## History

Originally founded as Network Services Group in 1991, the company has acquired ownership of many firsts in the industry. In 1989, Netrix Corporation brought to market the first truly integrated switching system, the #1-ISS, and was a founding member of the Frame Relay Forum. In 1994 Netrix acquired Republic Telecom, holders of a number of patents, including packetized voice. This technology was incorporated into access products used to build some of the first Voice over Frame Relay (VoFR) and Voice over Internet Protocol (VoIP) networks. Proteon, later known as OpenRoute, the first U.S. Router Company and inventor of OSPF, merged with Netrix in 1999 to form Nx Networks. In March of 2002, NSGDatacom acquired the assets of Nx Networks, retaining all product technology rights and many employees. Previously the company had acquired Frederick Electronics in 1998 and the product lines of Assured Digital Inc. (ADI) and Dynetcom (formerly Dynatech Communications) in 2001. In July of 2002 NSGDatacom acquired the product technology rights of Advanced Switching Communications, a manufacturer of broadband access products.

## Customers

NSGDatacom products are deployed in tens of thousands of locations in over 100 countries worldwide. Customers include corporate, financial, and government networks. Over 300,000 voice lines are running over IP and Frame Relay networks using our products. Our data and VPN switches are heavily used by Telephone Companies, Satellite Network (VSAT) operators and Internet Service Providers. Our data switches and wireless products are widely used in banking, lottery and in other financial and transaction-based systems.



# NSGDatacom

## Solutions

### Voice/Data Optimization for Satellite

Our extensive range of switching and gateway products offer efficient transport of voice and packet-based data protocols over IP. Our solutions are ideally suited for maximizing throughput and maintaining quality over satellite links.

- *Low bandwidth (< 8kbps) toll-quality voice*
- *Optimize mixed voice/data over TDM or DAMA satellite links*
- *Interoperable with Industry standard soft-switches (VoIP)*
- *Optional VPN security on IP links*

### Cell Site Line Optimization

The cell site line optimization products offer an ideal solution to bandwidth optimization, minimizing bandwidth usage for both voice and data transport while maintaining high quality of service to existing users, and facilitating the gradual deployment of additional physical circuits to support the growth of new services.

- *Lower backhaul costs: minimize bandwidth usage through data/voice compression and intelligent aggregation techniques*
- *Aggregate and optimize TDM services over IP wireless or satellite links*

### WAN Switching

- Multi-protocol switches preserve critical applications running on traditional protocols while allowing a smooth migration to IP
- Supports a wide range of port densities and transmission speeds

### Patch Panels and A/B Switching

- Dynetcom's patching, A/B switching, Twinax and Coax patching products
- Ethernet patch panels and IP-enabled remote control backup A/B switching systems

### Transaction Switches for Point of Sale, Telemetry, Lottery and Banking System

Our products provide a unique combination of legacy protocol support plus advanced IP connectivity to make the transition from legacy systems to IP as trouble-free and cost-effective as possible. Our products utilize a combination of protocol conversion, protocol spoofing and other proprietary techniques to enhance performance over terrestrial, wireless and satellite networks, whether using IP backbones or other proven packet-based connections.

- *Host and terminal solutions*
- *Optimized for Wireless, Satellite or Terrestrial networks*
- *Protocol spoofing and conversion to IP for polled Async, Frame Relay, X.25, CDLC, SDLC, SNA, Bisynch, SCADA X.42 (including manufacturer specific variants), and others*

### Telex and Email Integration

- Replace and migrate Telex systems with IP enabled message switches
- Full real-time inter-working capability between Telex and Async or X.25/FR/IP or other IP-based services

### HF Modems

- Industry leading Frederick Electronics high frequency data modems
- Automatic Link Establishment (ALE) Radio Controllers

### VPN Routers and Switches

- Intelligent hardware-based IPsec, VPN switches optimized for Satellite networks and IP service providers

# NSGDatacom

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