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NEWS FOR IMMEDIATE RELEASE

**ATEL Communications Enhances Customers' Network Performance With
New SD-WAN Technology**

Leading Unified Communications Provider Brings New Technology to Replace MPLS

San Diego, CA — December 31, 2017– ATEL Communications, a leader in unified communications, announced today that the company will now offer SD-WAN (Software-Defined Networking in a Wide Area Network). SD-WAN simplifies the management and operation of a WAN (Wide Area Network) by separating the networking hardware from its control mechanism. A key application of an SD-WAN is to allow companies to build higher-performance WANs using lower-cost [Internet access](#), enabling businesses to partially or wholly replace more expensive private WAN connection technologies such as [MPLS](#). [Gartner](#), a marketing research firm, has predicted that by the end of 2019, 30% of enterprises will deploy SD-WAN technology in their branches.

“We continue to see more and more innovation in the world of business technology every single year,” stated Steve Handelman, President of ATEL Communications. “Our philosophy has always been to foresee emergent technologies that can help our customers increase their profitability and gain a competitive advantage in the marketplace. SD-WAN development provides us with a

new way to enhance the performance, profitability, security and safety of our customers' networks, which is why we've made the decision to deploy this solution.”

SD-WAN is a way to create a controlled-environment, private network. This benefits companies who are in the midst of virtualization and are taking their businesses more fully to the cloud because SD-WAN itself, is a cloud-based transport. When data becomes independent and can run on any transport protocol that is needed, including 3G, 4G LTE, MPLS, Internet, Ethernet, Serial or Wi-Fi, businesses using SD-WAN have total transport flexibility, which means more efficient operations or greater cost savings for present-day technology utilization. This development has provided unprecedented flexibility to organizations that are already migrating their networks to the cloud, which is nearly everyone in the modern day business world. “While lower costs tend to benefit everyone, the fastest adopters of SD-WAN are organizations who need highly functioning teams working across more than one physical location because the more complicated the organization's network, the more it can be streamlined, simplified and made leaner,” added Handelman.

Just as ATEL Communications was an early adopter of SIP (Session Initiation Protocol), which has proven to be a highly effective mode of data transport, SD-WAN offers the next layer to take this even further. “While our expert staff is very excited by the technical aspects of this technology, our customer-facing team is excited by how this new technology supports our customers' desire to increase their profitability with new technology. When we introduced SIP into our customers', we saw improved performance, dramatic cost savings, more secure networks and a better overall experience with technology. SD-WAN is simply the next step in our evolution,” concluded Handelman.

About ATEL Communications

ATEL Communications is the telecommunication company that cares. With our 30+ years of experience as technology solution providers, our team has developed a sixth sense about what an organization needs from a technology perspective to succeed.

Once your needs have been requirements, ATEL has the IT experience to ensure that we engineer what you need and it works exactly how you need it to. We ensure that we have live people available to answer your calls during business hours so the frustration of technology issues isn't compounded by an auto-attendant.

Our job is to keep you connected to your customers to keep them happy, and we're very passionate about doing that job with excellence.

For more information on ATEL Communications, call (858) 646-4600 or visit www.atelcommunications.com.

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