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## MESSAGE FROM THE CHAIRMAN



**Michael Khalilian**  
IPCC Chairman  
and President

Fellow IPCC Members:

As expected, VoIP was the talk of the show at the National Cable Telecommunications Association (NCTA) National Show in San Francisco, April 3-5. Thanks to [Trendium](#), [Convedia](#), [Global Crossing](#), and [Brooktrout](#) for sponsoring our exhibit at the show. Convedia's Ray Adensamer provided visitors with demonstrations of the company's VoIP technology and we met with numerous members of the media, industry analysts, and potential members. Also, IPCC chaired a panel on "VoIP – Creating New Business Opportunities in Cable, Wireline, and Wireless" with IPCC members Global Crossing's Sian Cameron, [VoX Communications'](#) Mark Richards, and [CableLabs'](#) Jean-Francois Mule' participating. Many thanks to them for a great panel!

There is a lot of great work going on within our IPCC working groups. We are pushing forward with the development of technical documents.

For instance, our Wireless/Wireline Convergence Working Group is writing the industry's first position paper on using VoIP to transfer calls in progress between wireless, cable, and wireline broadband networks. Check out the IPCC News section of the newsletter for more information about other great progress from our working groups.

We are also seeing increased interest in organizations wishing to partner with the IPCC from numerous associations from the wireless, wireline, and cable industries.

Be sure to check our website at [www.packetcomm.org](http://www.packetcomm.org) for all the latest member news. Don't forget to send your company news releases to Debbie Hetland at [dhetland@packetcomm.org](mailto:dhetland@packetcomm.org) so your company news can be posted to the IPCC website.

Michael Khalilian  
Chairman and President  
International Packet Communications Consortium (IPCC)  
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IPCC's Michael Khalilian and  
Debbie Hetland, with Convedia's  
Ray Adensamer at NCTA's  
National Show in April

## MEMBER PROFILE



**Eric Burger**

*Vice President,  
Chief Technology  
Officer for Next-Gen  
Communications,  
Brooktrout Technology*

### **BROOKTROUT TECHNOLOGY**

Eric Burger is Vice President, Chief Technology Officer for Next-Gen Communications for [Brooktrout Technology](#).

### **IPCC: What are Brooktrout's primary products/services for VoIP and who are your target audiences/markets?**

**Eric:** We describe ourselves as an “enabling technology” company, which means that our products work with others to provide an application for a network operator or an enterprise. Our flagship product in the VoIP space is our SnowShore IP Media Server. It provides advanced voice and video processing functions for applications like voice and video mail, conferencing, or even interactive gaming. We also offer a TDM-to-IP gateway module called the TR2500. It can be combined with the Media Server to extend services to TDM networks, or configured with other 3<sup>rd</sup> party products. Finally, our TR1034, which is the market’s leading fax server platform, has now been fully IP-enabled to allow fax servers to work equally well behind IP and TDM PBXs.

### **IPCC: What are Brooktrout's 2005 priorities for VoIP?**

**Eric:** From an IPCC perspective, our priority is to make the IP Multimedia Subsystem (IMS) model more actionable for network operators. By now most operators have bought into IMS as *the* architecture, but many have shied away from actually implementing it. It seems like too big a step. What we’ve found working with our customers is that you don’t need to cut over to IMS all at once. Instead, you can take specific projects that are justified on their own ROI merits, and implement them in an IMS-compatible fashion. The key standards and protocols like SIP and VoiceXML—not to mention products like our own—are now mature enough for production applications.

### **IPCC: What do you see as the biggest challenges for VoIP becoming mainstream in the residential and business arena?**

**Eric:** For residential, the challenge is to overcome people’s inertia to change something that already works. But we’re seeing operators use VoIP technology to bring business-level phone capabilities—conference calling, call-forwarding, unified messaging, etc.—into peoples’ homes. As more people work from home, and as our society comes to expect sophisticated communications, these types of innovations will propel people to make the switch to VoIP.

In the business arena, there’s a more formal ROI calculation. We as an industry must constantly challenge ourselves to provide a compelling case. On the cost side, our systems need to be competitive with similarly featured TDM switches and handsets. The good news is, that’s finally happening. On the benefit side, VoIP presents an opportunity to integrate phone systems much more directly with the corporate data infrastructure to improve employee productivity and customer service. Again, standards like SIP and VoiceXML are at the heart of this, because they allow the telephone to become just another access method to the company’s web data and applications, leveraging the huge investment that’s already been made in that infrastructure.

### **IPCC: What part do you think the IPCC can play to help advance VoIP convergence over wireless, wireline, and cable?**

**Eric:** Historically, wireless, wireline and cable networks have adopted separate standards and methods for accomplishing very similar goals. The transition to VoIP presents a great opportunity to increase commonality across these domains. This will pay off at many levels. Operators will be able to extend services to users regardless of how they access the network, so their decisions will be based on business opportunities, not on technology constraints. And users will get more value out of the networks because they will be able to use services in more environments, to connect with more people.

IPCC is in a great position to accelerate this convergence. First, we are a neutral body without allegiance to any specific type of network. Second, we bring together network operators, equipment vendors and technology providers so that all of the constituents can better understand what really needs to be done.

### **IPCC: Also, just for fun - where did the name Brooktrout come from?**

**Eric:** One of our founders is an avid fly-fisherman, and he always claimed that his best ideas came to him while fishing. So when it came time to name the company it had to be a fish. I guess there must be something to it, because that was 20 years ago, and we’re still coming up with new ideas!

## UPDATE FROM THE IPCC WORKING GROUPS

The IPCC is aggressively preparing technical documents and position papers that will help drive industry standards and architectures for VoIP over broadband cable, wireless, and wireline. All IPCC members should be involved in at least one of the working groups. Be sure to register for the working groups that interest you.

### Wireless/Wireline Convergence Working Group

Co-chaired by [UTStarcom's](#) Farshid Mohammadi, [NexTel's](#) Ahmed Bencheikh, and [Tekelec's](#) Payam Maveddat, the Wireless/Wireline Convergence Working Group is making great progress on writing the industry's first position paper on using VoIP to transfer calls in progress between wireless, cable, and wireline broadband networks.

### Network Boundary Working Group

The Network Boundary Working Group is developing another industry first by writing a technical document on the functional architecture of the SBC. This working group is co-chaired by [Acme Packet's](#) Annalisa Ouellette and [Netrake's](#) Micaela Giuhat.

### Service Providers' Interconnectivity Working Group

This working group is co-chaired by [Global Crossing's](#) Patrick Reilly, [Time Warner Telecom's](#) Earl Turner, and [XO's](#) Ramani Pandurangan, and the group is finalizing edits on the IPCC VoIP Interconnectivity document. The Service Providers' Interconnectivity Working Group will meet just following the IPCC Annual Meeting on June 6 at SUPERCOMM.

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## SAVE THE DATE! — IPCC ANNUAL MEMBER MEETING JUNE 6 DURING SUPERCOMM (Service Provider Meeting Immediately Following)

Calling all IPCC Members. Our IPCC Annual Meeting is scheduled for Monday, June 6 at the Hyatt Regency McCormick Place in Chicago. You won't want to miss it! We'll have guest speakers from Wall Street, the FCC, and Service Providers. More details are forthcoming in the next newsletter, but be sure to mark your calendars now:

<b>Date:</b>	Monday, June 6, 2005
<b>Location:</b>	Hyatt Regency McCormick Place 2233 South Martin Luther King Drive Chicago, IL 60616 <i>(hotel is attached to the convention center where SUPERCOMM will be)</i>
<b>Time and Room:</b>	Wireless Wireline Coverage Working Group: 9:30 a.m. - 11 a.m. IPCC Annual Member Meeting: 1 p.m. - 3 p.m. IPCC Service Providers Meeting: 3:30 p.m. - 5 p.m. <i>*** the above three meetings will be held in Conference Center 20 ***</i> Network Boundary Working Group: 3:30 p.m. - 5 p.m. (Conference Center 20B)

### Sponsorship Opportunity for IPCC Members

If your company is interested in sponsoring the IPCC Annual Member Meeting please contact Debbie Hetland at [dhetland@packetcomm.org](mailto:dhetland@packetcomm.org) for details.

## IPCC MEMBERS SPEAK AROUND THE WORLD

IPCC is involved in numerous upcoming trade shows and speaking opportunities. It's a great way to be visible and influence the industry. If you are interested in participating in the IPCC Speakers Bureau, please contact Manual Vexler at [mvexler@packetcomm.org](mailto:mvexler@packetcomm.org) or Debbie Hetland at [dhetland@packetcomm.org](mailto:dhetland@packetcomm.org).

### Bring Yourself to Beijing in May

If you find yourself in Beijing on May 11, be sure to attend the Next Generation Networks discussion taking place at the NGN Conference. IPCC member [Sonus Networks](#) will moderate a panel with executives from [AT&T](#), [Lucent Technologies](#), [Avici Systems](#), and [Marconi](#) participating.

Details of the panel are:

<b>Day:</b>	Day 1, Strategy & Applications for Convergent Networks
<b>Date:</b>	Wednesday, May 11
<b>Track:</b>	Track 2, Next Generation Networks
<b>Time:</b>	16:00 - 18:30
<b>Panel:</b>	Next Generation Networks: Network Architecture For The Core And Edge Of The Network

### Be There in Baltimore May 24-26

ISPCON is quickly approaching, and IPCC Chairman Michael Khalilian is participating on a panel called, "Hosted VoIP and IP Centrex Services," on May 24 with executives from [Nuvio](#), [Pandora Networks](#), [BroadSoft](#), and [M5 Networks](#).

### Show Up in Chicago June 6-9

SUPERCOMM is quickly approaching and IPCC is busy preparing for the IPCC Annual Member Meeting and Service Provider Meeting, coordinating the exhibit demonstrations and putting together a panel on VoIP Services and Networks.

IPCC is planning to invite media and analysts to IPCC's VoIP demo exhibition at SUPERCOMM. If you would like to participate and provide your products or services for the VoIP demo process, please contact Debbie Hetland at [dhetland@packetcomm.org](mailto:dhetland@packetcomm.org) for details. Space is limited so it is on a first come/first served basis, and the deadline is April 27<sup>th</sup>.

IPCC is co-sponsoring a party on June 7 with TMC's Internet Telephony at Sears Tower from 5:30 p.m.– 8:00 p.m. For more information about this event and to RSVP please go to: <http://www.tmcnet.com/tmcnet/supercomm.htm>.

## Stay Down Under in Sydney June 7-9

IPCC is chairing a panel at VoIP World Asia Pacific 2005. The June 2005 conference, held at the Hotel InterContinental in Sydney, Australia, will bring unrivaled VoIP experts from Australia, New Zealand, Asia, Europe and North America. The IPCC panel, chaired by IPCC Chairman Michael Khalilian, is on June 8 and will focus on opportunities, challenges, and regulatory issues surrounding VoIP.

## Sling into Singapore June 15-16

The IPCC is chairing a two-day session at the CommunicAsia 2005 Conference in Singapore, June 15 and 16.

June 15 and 16 are chock-full of sessions on Voice Services Testing and Carrier Service Perspective that will be moderated by Eric Burger of [Brooktrout](#). IPCC members participating include [Convedia](#), [IP Unity](#), [Tekelec](#), [Lucent Technologies](#), [Acme Packet](#), [NexTone Communications](#), and [Spirent](#).

## TAKE ADVANTAGE OF IPCC'S BYLINE BUREAU

The IPCC has been approached by a number of publications who are interested in publishing articles written by IPCC members. We have agreements with Internet Telephony magazine and others. Please submit any articles for consideration to [tammysnook@hightechpr.net](mailto:tammysnook@hightechpr.net).

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# VoIP WORLD

## Asia Pacific 2005

7-9 June 2005, Hotel InterContinental, Sydney, Australia



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**Michael Khalilian**  
President  
International Packet Communications Consortium  
IPCC, USA

[www.terrapijn.com/2005/voip\\_au](http://www.terrapijn.com/2005/voip_au)

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Complimentary appetizers, cocktails and soft drinks. Plus photos with the Luvabulls against the backdrop of the Chicago skyline from the 100th floor of the Sears Tower, compliments of INTERNET TELEPHONY.

Where: Sears Tower, 233 South Wacker Drive

When: Tuesday, June 7, 2005 at 5:30 - 8:00pm

Co-Sponsored By: 

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R.S.V.P. Required

Internet Telephony Conference & EXPO

Sears Tower

Chicago Luvabulls Dancers

## Mark Your Calendars

The IPCC will sponsor and/or chair panels at several upcoming shows this summer. Please mark your calendars for the following:

<b>May 11 - 12 Beijing</b>	Next Generation Networks	IPCC chairing panel on State of VoIP Industry
<b>May 24 - 26 Baltimore</b>	ISPCON Spring 2005	IPCC participating on panel on Hosted VoIP
<b>June 1-2 Wash. D.C.</b>	The 2nd Workshop on VoIP Security "Harmonizing Technology and Policy" Event	IPCC co-sponsoring two-day event
<b>June 6 Chicago</b>	IPCC Annual Meeting	All members to attend
<b>June 6 - 9 Chicago</b>	SuperComm	IPCC chairing panel on VoIP Services and Networks
<b>June 7 Sydney</b>	VoIP World Asia Pacific	IPCC co-sponsoring two-day event
<b>June 14 - 17 Singapore</b>	CommunicAsia	IPCC co-sponsoring two-day event



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14 - 16 June 2005

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## REGULATORY UPDATE



**Staci Pies**

*IPCC Government and  
Regulatory Group Chair,  
and Vice President, Gov-  
ernmental & Regulatory  
Affairs, PointOne*

### FCC ACTIONS

#### **Madison River Port Blocking Consent Decree**

On March 3, 2005, the Enforcement Bureau of the FCC adopted a Consent Decree terminating an investigation into the compliance of Madison River Communication with the Communications Act with respect to the blocking of ports used for VoIP applications, thereby affecting customers' ability to use VoIP through one or more VoIP service providers. The Enforcement Bureau required that Madison River shall not block ports used for VoIP applications or otherwise prevent customers from using VoIP applications.

#### **Rules for Wireless Broadband Services in the 3650-3700 MHz Band**

On March 10, 2005, the FCC adopted rules to open access to new spectrum for wireless broadband in the 3650-3700 MHz band (3650 MHz). The FCC also adopted a streamlined licensing mechanism.

#### **Level 3 Forbearance Petition**

On March 21, 2005, Level 3 withdrew a forbearance petition the company had filed in December 2003 seeking to clarify that access charges do not apply to IP-PSTN VoIP service.

#### **Bell South Preemption Petition**

On March 25, 2005, the FCC issued an order preempting state requirements that incumbent LECs provide DS service to an end user customer over the same unbundled UNE loop facility that a CLEC uses to provide voice services to that end user. The FCC also issued a Notice of Inquiry to examine the competitive consequences when providers bundle their legacy services with new services, or "tie" such services together such that the services are not available independent from one another to end users. Comments are due by June 13, 2005, and replies by July 12, 2005.

#### **SBC-AT&T Proposed Merger**

The FCC request comment on the application for consent to transfer control filed by SBC and AT&T. Comments are due April 25, 2005. Responses due May 10, 2005.

#### **Verizon-MCI Proposed Merger**

The FCC requested comment on the application for consent to transfer control filed by Verizon and MCI. Comments are due May 9, 2005. Responses due May 25, 2005.

### CANADA

The Canadian Radio-television and Telecommunications Commission (CRTC) announced a decision on April 4, 2005 that addresses the requirements for voice over Internet protocol (VoIP) service providers to offer emergency 9-1-1 service. The CRTC requires VoIP service providers who provide *fixed* VoIP service to provide the same level of 9-1-1 emergency service that is provided by the incumbent telephone companies to their existing customers (either Enhanced 9-1-1 or Basic 9-1-1 service), within 90 days from the date of this decision.

### STATE ACTIONS

#### **Nebraska**

The Public Service Commission voted unanimously to assess a state universal service fund (USF) surcharge on the intrastate portion of facilities-based providers of voice-over-Internet protocol (VoIP) services. The order will become effective on June 1.

## **Arkansas**

Gov. Mike Huckabee signed into law a bill that clarifies the taxability of "various innovative and rapidly growing telecommunications services," as well as preserves the collection of gross receipts tax on telecom services. Under the law, telecom services subject to tax will include "the one-way or two-way transmission of messages, voice messages, images, or other real time or essentially real time communications whether accomplished by any means including wire, cable, fiber optics, laser, microwave, radio, satellite, voice-over-Internet protocol, or similar facilities."

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## **VoIP RESEARCH**

### **VOIP RESEARCH – DID YOU KNOW?**

- Residential voice-over-Internet Protocol (VoIP) service clearly has come into its own in the United States as major telecom carriers increasingly begin to roll out offerings, according to research company IDC. Analysts there expect the number of U.S. subscribers to residential VoIP services will grow from 3 million this year to 27 million by the end of 2009.
- The number of cable VoIP subscribers in North America jumped 900% between 2003 and 2004, from less than 50,000 to close to half a million, while cable broadband subscribers grew 26%, from 17.7 million to 22.4 million, according to Infonetics Research's latest report, Cable VoIP Equipment Market Outlook, which includes subscriber and VoIP equipment revenue forecasts through 2007.
- IP PBXs are hot, with the worldwide PBX/KTS (key telephone system) market growing 8 percent to \$1.7 billion between 3Q04 and 4Q04. Year-over-year, such sales jumped 16 percent between 4Q03 and 4Q04, according to a quarterly market share and forecast report now being circulated by Infonetics Research.
- Security fears are holding back the broader adoption of VoIP technology in the corporate market, warns the new Voice over Internet Protocol (VoIP) Security Alliance. The industry body was launched recently to research for ways of making VoIP networks more secure. Its members include equipment vendors such as Alcatel, 3Com and Avaya, specialist software firms such as Symantec and security consultants.
- A survey by Forrester Research shows that VoIP, while growing, is a challenge. Most consumers are only vaguely aware of it, according to the Forrester survey, and 43 percent use less than an hour of long distance a month, so Internet service would provide minimal savings. In addition, more than 60 percent say they are satisfied with the service provided by traditional phone companies.
- The increasingly widespread adoption of voice-over-IP technology could make the recording and archiving of phone calls much easier and more common. Since Internet-based phone calls already consist of packets of data, they're potentially much easier to copy and archive than traditional calls. Convenient recording of phone conversations could prove a boon for businesses that need to keep track of every bit of information. Products are already appearing on the market to make recording VoIP calls easier. Last month, New York-based United Virtualities released software called HotRecorder that can archive calls over PC-based VoIP services like Skype, AIM, Yahoo! Messenger, and Net2Phone. And specialized products from Witness sit inside a corporate network and archive all the calls employees make (excerpts from CNET News).

For information on becoming an IPCC member, please visit our website at [www.packetcomm.org](http://www.packetcomm.org) or contact Debbie Hetland at [dhetland@packetcomm.org](mailto:dhetland@packetcomm.org).

**IPCC INDUSTRY NEWSLETTER**

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