

NEWSLETTER

August 2004

Volume 3, Issue 6

MESSAGE FROM THE CHAIRMAN

Dear IPCC Member,

I wanted to take a moment to go over some of the activities the IPCC is planning through the end of the year:

- **IPCC Speakers & Bylines Bureau:** In recognition of our technical and marketing leadership, the IPCC has received numerous invitations to speak at and sponsor industry leading trade shows, and to write bylines for the top publications in our market. The IPCC's Speakers Bureau offers opportunities for members to [speak at major industry events](#) such as Supercomm, CompTel, CommunicAsia, and Internet Telephony. Our [byline bureau](#) places IPCC articles in such leading publications as Converge! Network Digest, PHONE+, Internet Telephony, and many others. Follow the links above to learn how you can take advantage of these opportunities.
- **IPCC Newsletter:** The new IPCC Newsletter continues to receive the attention of the industry, with leading investment firms, cable associations, and individual companies asking to be added to our mailing list. The newsletter is now disseminated to over 20,000 packet communications players in all segments of the market. We need your [news and byline contributions](#) to maintain the high quality of this newsletter and ensure its relevance to the industry.
- **IPCC Working Group & Member Meetings:** To keep our work progressing on schedule, we are planning a number of [member and working group meetings](#) to coincide with CompTel in Miami on September 12-15, and later this year at VON Boston on Oct 19-20. Still others are planned via teleconference. See [pages 10-12 of this newsletter](#) for additional information.
- **NEW — IPCC Government and Regulatory Issue Working Group:** We are pleased to announce the formation of this new Working Group of the IPCC. The IPCC has submitted opinions and educated the FCC (and other governmental agencies) in the past, and anticipates this new Working Group will be able to formalize a more effective way to educate IPCC members and the FCC on important VoIP regulatory issues and opinions. Additional details regarding the group are provided on [page 11 of this newsletter](#). As always, full member participation is welcomed.

Over ten members will participate in our VoIP Interoperability demo at CompTel/Ascent in Miami, September 12-15, 2004. Specifics on how you can participate in these activities and other exciting networking events we have planned for later this year can be found in the [IPCC Membership and Marketing Activities](#) section of this newsletter. There you will also find information on discounts and member promotions regarding the [IPCC Pavilion at the Internet Telephony Conference & Expo in October](#). We look forward to seeing you at CompTel!

Regards,

Michael Khalilian
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INSIDE THIS ISSUE:

Educational Note	2
SP Deployment & Member News	3
Market Research Corner	7
Regulatory & Legislative Update	9
IPCC Membership & Marketing Activities	10

EDUCATIONAL NOTE

Netrake, Level 3 Demonstrate VoIP Migration

VoIP is moving. Like a soaking summer rain, the deluge of new VoIP services and capabilities has saturated the networking space and is now moving into residential markets. As this happens, the role of the session controller is changing as well.

Originally intended to help IP networks peer among themselves with more traditional players (and still a key responsibility of the technology), session controllers now help deliver VoIP into the consumer home with services that meet and exceed current telephone applications.

[Netrake](#), working with [Level 3 Communications](#) and its global networks, is helping to change the session controller space, moving, like VoIP itself, in a migratory fashion.

PEER-TO-PEER NETWORKING



The first collaboration between the two companies was traditional peer-to-peer networking. Level 3 was the first carrier to recognize the importance, from a technical and economic point of view, of peering VoIP among its own networks and IP partners, and was the first to actually set up peering points for VoIP using session controllers.



Netrake session controllers allowed Level 3 to manage large interconnection and peering agreements, giving the global carrier the advantages of IP transport while still connecting to wider international networks and spreading the use of IP-based telephony services across the world. As an incidental effect, many of the networks to whom Level 3 connected have also migrated to VoIP and are using session controllers, thus even further expanding the IP space.

ON TO THE RESIDENTIAL SPACE

With carrier-to-carrier peering in place, service providers like Level 3 can now offer more services that go beyond originating and terminating VoIP between networks and the residential space. Session controllers have propelled this migration by making certain that services available on the networks also reach user homes and businesses.

One of the strengths of Netrake session controllers is their ability to deploy additional applications via the same unit. Thus, when Level 3 begins to expand its residential VoIP service to cities worldwide, it can use its existing points-of-presence (PoPs) session controller infrastructure to deliver services to a new audience while maintaining quality of service (QoS).

Session controllers are already conveying additional features that target residential VoIP users like hosted firewall and NAT traversal. These two functions are needed to ensure that VoIP calls go through with extended consumer security - two of the most important facets of any VoIP service. Netrake's migratory technology, for example, puts them on the same platform that exists for network-to-network peering. So when a carrier adopts the session controller and places it in a PoP, it also assures that it will be able to reach residential end users.

Session controllers now help deliver VoIP to the residential end user with services that meet and exceed current telephone applications

THE FUTURE

In addition to the “get-started” aspects of session control inherent in a migratory system, Netrake is also looking to the future by building a foundation on which applications can be added. Because VoIP is still in its early stages of development, it is difficult to say what features and applications will prove to be popular. However, it has become increasingly clear that session border controller technology will be able to deliver the goods. As Netrake and Level 3 are demonstrating every day, session controllers are not one trick ponies designed for a general purpose and restricted within that space. They are key elements in an ever-expanding global universe of VoIP.

This article is contributed by Micaela Giuhath, Assistant V.P., Global Alliances of Netrake. You can contact Ms. Giuhath at micaela@netrake.com.

SERVICE PROVIDER DEPLOYMENT & MEMBER NEWS

Click links below for news on these companies

AT&T	BroadSoft	Broadvox
BT	Cablevision	Juniper Networks
Level 3	MCI	McLeodUSA
Microsoft	Natural Convergence	Netrake
Net2phone	PointOne	Skype
Sprint	Sprint Canada	Teleglobe
Time Warner Telecom	UTStarcom	Verizon

Level 3 Supplies Skype with Wholesale VoIP



[Level 3 Communications](#) has signed an agreement to supply wholesale VoIP services to [Skype](#), the global Internet telephony company. Under the terms of the agreement, Luxembourg based Skype will add Level 3's IP-based voice termination service to its new SkypeOut service which enables Skype users to make VoIP calls from their personal computers to any phone in the world.

[Back to top of SP Deployment & Member News](#)

Natural Convergence Secures \$12M

[Natural Convergence Inc.](#), a supplier of VoIP application software for service providers, successfully completed its Series B financing round worth \$12M CDN. The investment was led by Boston-based VIMAC Ventures, LLC and includes follow-on investment from all existing investors including Jefferson Partners, BDC Venture Capital, Desjardins Venture Capital, Primaxis Technology Ventures, RBQ Inc., and Purple Angel. Telecommunications industry leader, Terry Matthews, also joins as a strategic investor through investment firm Wesley Clover.

[Back to top of SP Deployment & Member News](#)

BroadSoft Intros VoIP Open Interface

BROADSOFT [BroadSoft](#) announced that it has radically simplified the development of third-party applications with its comprehensive open interface for hosted voice services. Based on XML and SIP industry standards, the BroadWorks Open Client Interface enables developers to focus solely on their area of expertise to deliver high-demand, customized applications on their widely deployed platform for hosted PBX, IP Centrex, and residential broadband voice. Because BroadSoft absorbs third-party functions into the BroadWorks platform, developers no longer have to be telecom experts to enter this fast-growing field. Using the BroadWorks Open Client Interface, software vendors, service providers, and system integrators are free to leverage their core expertise to develop best-of-breed, customized applications that can be marketed to BroadSoft's customers such as BellSouth, Covad, MCI, PCCW, SingTel, and Telstra.


[Back to top of SP Deployment & Member News](#)

UTStarcom Reports 70% Increase in Quarterly Net Sales

[UTStarcom](#) net sales for the second quarter of 2004 were \$689.6 million, an increase of 70% over net sales of \$405.8 million reported in the second quarter of 2003. Second quarter gross margins came in at 25.4%, as compared to projected gross margins of 27-28%. GAAP net income for the second quarter of 2004 was \$43.2 million. This compares to net income of \$39.4 million for the second quarter of 2003.

[Back to top of SP Deployment & Member News](#)

Netrake Launches nCite™ Session Controller into the Cable Market

 **Netrake** has commercially launched its nCite™ session controller into the cable market to enable cable multi-system operators (MSOs) to interconnect with other cable MSOs and IP Carriers to provide VoIP and other SIP based multimedia service offerings. The nCite™ session controller, acting as a Border Proxy within the defined PacketCable 1.2 network architecture, complies with the CMSS signaling specification defined by CableLabs. This allows cable MSOs to deploy VoIP and other SIP-based multimedia services in a standards-based solution ensuring interoperability when connecting with other cable MSOs or VoIP carriers.



[Back to top of SP Deployment & Member News](#)

net2phone® Net2Phone Provides Brazilian Telco with VoIP Solutions

Net2Phone, a provider of retail VoIP services, announced that it has been selected by Primeira Escolha, a Brazil licensed telecommunications operator, to provide a suite of VoIP solutions to be offered in the Brazilian market. The agreement takes advantage of Net2Phone's centrally-managed hosted platform that supports multiple value added VoIP products and services economically.

[Back to top of SP Deployment & Member News](#)

Time Warner Telecom Deploys Juniper's M-series Routers for VPLS

 **Time Warner Telecom** is using  **Juniper Networks** M-series Multiservice Routing Platform as a foundation for its newly extended metro Ethernet services, including its Multi-point Extended Native LAN - the largest Virtual Private LAN Service (VPLS) deployment in the U.S. The service, which is now available in 44 metropolitan areas across the country, uses IP/MPLS to provide a multipoint-to-multipoint Ethernet service between multiple enterprise sites in geographically dispersed locations. Sites in different cities appear to be on the same Ethernet-based LAN. Time Warner Telecom also uses Juniper Networks Gigabit Ethernet IQ PICs to provide per VLAN QoS to support prioritized voice, video, and other mission critical traffic over their network.

[Back to top of SP Deployment & Member News](#)

Teleglobe Integrates ITXC

Teleglobe has integrated the ITXC network and is now offering a common suite of international voice transport services. The company said all of its customers can now purchase any of three service offerings, using either TDM or IP interfaces. The three standard service offers are:

- Teleglobe VTS: High quality international call completion for retail carriers
- Teleglobe VTS Economy: High value international call completion for wholesale carriers and sophisticated routers
- Teleglobe VTS Mobile Premium: Highest quality international call completion with assured Caller Line Identification (CLI) delivery (primarily for mobile carriers)

[Back to top of SP Deployment & Member News](#)

AT&T to Withdraw from Consumer Circuit-Switched Services

AT&T announced a historic decision to shift its focus away from traditional consumer wireline telephony. Going forward, the company will concentrate its efforts on business customers and emerging IP services, including consumer VoIP. David W. Dorman, AT&T's Chairman and CEO, said the recent changes in regulatory policy governing local telephone service meant that AT&T could no longer compete in residential local and standalone long distance (LD) consumer markets.

[Back to top of SP Deployment & Member News](#)



Verizon Launches VoiceWing Consumer VoIP Service in 139 Markets

This initial rollout allows broadband users to choose area codes from 139 markets in 33 states and the District of Columbia. [Verizon's](#) VoiceWing offers features such as unlimited local and domestic long distance calls, call waiting, caller ID, call logs, enhanced call-forwarding, and online voice mail. VoiceWing does not support traditional 911 or E911 access to emergency services. The company recommends that users maintain an alternate means of requesting emergency services, such as a mobile phone or traditional landline.

VoiceWing is priced at \$39.95 per month; however, subscribers to Verizon Online DSL can get VoiceWing for \$34.95 a month. Those subscribers can also benefit from an introductory price of \$29.95 a month for the first six months if they order VoiceWing by Oct. 31, 2004. Users of other broadband services will get an introductory price of \$34.95 for the first six months of service if they order VoiceWing by Oct. 31, 2004. Verizon is supplying the VoIP adapter with a one time set-up fee of \$39.95. By early 2005, Verizon plans to launch a premium VoIP service aimed at small businesses and home workers. The premium service would run over Verizon's own last mile facilities, enabling it to support QoS on the VoIP calls.

[Back to top of SP Deployment & Member News](#)



Sprint Canada Launches Broadband VoIP

[Sprint Canada](#), a subsidiary of Call-Net Enterprises, launched a nationwide VoIP service aimed at households and small/home offices. Sprint Canada's Internet Phone Service (IPS), which rides over any DSL or cable modem connection, is supported on the company's own back office systems. The service is available as a stand-alone product and includes all standard home phone features such as operator services, 911, 411, and 711. Call waiting, call display, and voice mail are also available. IPS is also available as a part of bundled packages with local home phone service and wireless service. Introductory pricing starts at \$19.95 per month.

[Back to top of SP Deployment & Member News](#)

Broadvox Deploys Telica & Sylanro for its Hosted VoIP



[Broadvox](#) will deploy the [Telica](#) PLUS Compact Softswitch to enhance its existing VoIP infrastructure. Each PLUS softswitch provides more than 37,600 fully protected voice channels. The PLUS Compact Softswitches will be deployed in Dallas, Los Angeles, and New York and will increase Broadvox's network capacity, as well as provide the SS7 interconnect capability preferred by many large customers. Broadvox is using [Sylanro Systems'](#) hosted VoIP communications solution to address the consumer VoIP market and the business IP Centrex market.

[Back to top of SP Deployment & Member News](#)

BT Launches VoIP - Yahoo! Messenger Service



[BT](#) and Yahoo! launched a residential service that allows consumers to manage all their home communications (phone calls, webcam, emails, texts, and instant messaging) together in one place from a Web browser. BT Communicator with Yahoo! Messenger is an integrated software package that combines voice services over the web with Yahoo!'s instant messaging. Users are able to make free calls when connecting from their PC to another PC, or make calls to a landline or mobile system from their computer at the same cost as a phone call on their BT Together fixed line phone package. Call records will appear on the standard BT telephone bill as "Clic2call" rather than "Mobile" or "Local Number". BT customers traveling abroad can make international calls back to any UK number for the price of a domestic UK call.

[Back to top of SP Deployment & Member News](#)

POINTONE PointOne Offers Wholesale VoIP to Regional Cable Operators

[PointOne](#)'s StarPoint IP wholesale service provides regional cable operators with local facilities-based VoIP capabilities. The service, available as StarPoint IP Home and StarPoint IP Office, will be delivered through cable operators. PointOne said it has invested over \$100 million in developing a facilities-based network that covers 75% of the U.S. population with a privately managed IP network. PointOne's converged voice and data IP network will in most cases carry the entire phone call without touching the public Internet.

Services include:

- Long distance and local service with e911, directory assistance, and operator services
- Enhanced features including call waiting, call return, call forward, and caller ID/ID block
- Voice mail, 3-way calling, voice conferencing, and a service provider web portal

In addition, StarPoint IP Office will include:

- Abbreviated dialing, call hunt, reservation-less and multi-way conferencing
- Auto Attendant to receive incoming calls via an automated voice response system that provides directory listing and automatic call forwarding based on user extension
- Free fax line

[Back to top of SP Deployment & Member News](#)

Sprint Expands Wholesale VoIP Initiatives with Cable Operators



USA Companies, a cable and Internet service provider based in Nebraska, awarded a 5-year contract to [Sprint](#) to provide voice services to its subscribers in California, Montana, and Nebraska. Using the Sprint services, USA Companies can now offer VoIP service to the 62,000 consumers in its territories. Sprint offers wholesale telecom services to domestic cable operators making it possible for them to broaden their bundled consumer offerings to include voice telephony solutions, data services over Sprint's Tier 1 Internet backbone, and advanced wireless services.

[Back to top of SP Deployment & Member News](#)



MCI VoIP Supports True 911 Capabilities

[MCI](#) announced that its "Advantage" VoIP service has now been supporting 911 capabilities at fixed locations for more than two years. In addition, the company has teamed with the National Emergency Number Association (NENA) and regional emergency communication organizations to develop and implement long-term solutions for 911 services to support mobile users.

MCI noted that its VoIP service has provided *true* 911, or E911, capabilities by utilizing the existing 911 network to route calls to the appropriate Public Safety Answering Point (PSAP) since 2001. MCI supports an administrative approach to maintain funding of 911 resources equivalent to those generated by current or evolving funding processes.

[Back to top of SP Deployment & Member News](#)



McLeodUSA Launches VoIP Service Trials

[McLeodUSA](#) launched its first market trials of a new VoIP Dynamic Integrated Access service for medium-to-large business customers. The integrated services run over a single T1 facility to the customer location. McLeodUSA plans to expand its VoIP service offerings into major markets across its 25-state footprint while adding additional VoIP features, functionality, and products beginning in early 2005.

[Back to top of SP Deployment & Member News](#)



Cablevision Reaches 115,050 Cable VoIP Customers

[Cablevision Systems](#) reported Q2 net revenue of \$1.2 billion, up 25% compared to the prior year period, based on continued strong growth at both Telecommunications Services and Rainbow Media's Core Networks. Consolidated operating income totaled \$159.1 million compared to operating income of \$26.2 million in the prior year period.

Some operating statistics for Q2:

- iO: Interactive Optimum digital video customers up 109,990 from March 2004 to 1,165,710
- Optimum Online HSD customers up 50,110 from March 2004 to 1,179,040
- Optimum Voice customers up 44,235 from March 2004 to 115,050
- Basic video subscribers increased 7,490 from March 2004
- Total cable television revenue per basic video customer up 18% to \$82.60 from \$70.23 in the prior year period
- VOD/SVOD revenue of \$5.10 per digital subscriber per month, up 30% from the prior year period's \$3.91
- 24% increase in advertising revenue from the prior year period

[Back to top of SP Deployment & Member News](#)



Microsoft's Xbox Live Tops One Million Users

[Microsoft's](#) Xbox Live online video gaming service has topped the one million subscriber mark. The service was launched in November 2002. Microsoft noted that Xbox users are playing an average of 265,549 hours every day. There are an average of 10.5 million sessions per month. The top 14 cities worldwide with the most Xbox Live members are Tokyo, London, Houston, Chicago, Toronto, San Diego, New York City, Los Angeles, Miami, Seattle, Calgary, San Antonio, Las Vegas, and Seoul.

[Back to top of SP Deployment & Member News](#)

MARKET RESEARCH CORNER

Click links below for research results

[Dell'Oro Group](#)

[Frost & Sullivan](#)

[Infonetics Research](#)

[Ipsos](#)

[Probe](#)



Probe: Russia Represents 3% of the World Market for VoIP

According to [Probe's](#) latest forecast for line-side VoIP, the Russian market is the largest in Europe and the sixth largest in the world. Competition is flourishing in large urban centers, primarily Moscow and St. Petersburg, and is often focused on 'triple-play' strategies involving upscale business and apartment complexes. But in the hinterlands, the name of the game is using packet architectures to more cost-effectively meet government targets for extending voice and data to low-density areas.

[Back to top of Market Research Corner](#)

Frost & Sullivan: Pure IP Systems are Inevitable for Call Centers

F R O S T & S U L L I V A N

[Frost & Sullivan's](#) "North American IP Contact Center Market – Moving Towards Mainstream Adoption" report released in July

2004 shows that a large number of companies will begin replacing their existing TDM call center systems which will result in larger IP implementations. These are the organizations that replaced their telephony infrastructure in 1999 and 2000 in preparation for Y2K. In fact, vendors report that the replacement business is already beginning to emerge and spurring IP adoption. This replacement cycle will accelerate the move to IP through 2008.

[Back to top of Market Research Corner](#)

Dell'Oro: Router Market Expanding

DELL'ORO GROUP In a newly published report, the [Dell'Oro Group](#) predicts the worldwide router market will grow from \$6.3 billion in 2003 to \$9.2 billion in 2008. According to the report, telecommunications and Internet service providers will contribute the largest proportion of the growth. They will increase their router purchases at an average annual rate of 14 percent from 2003 to 2008, a rate approximately three times greater than the rate that enterprises are projected to increase purchases.

[Back to top of Market Research Corner](#)



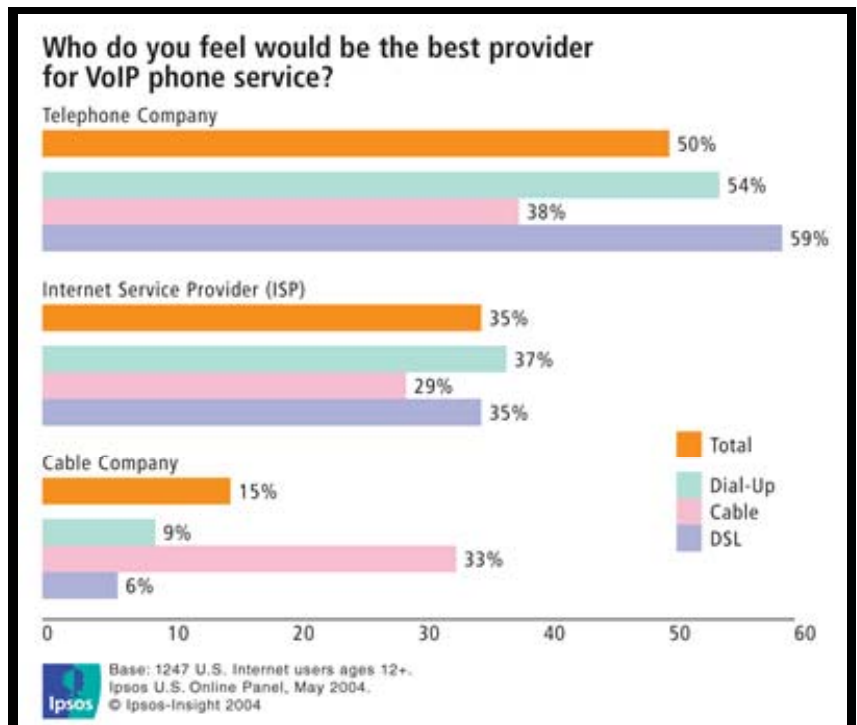
Ipsos: 1 in 5 US Internet Users will Upgrade to VoIP

Current DSL and dial-up customers, as well as people who spend over \$40 a month on phone bills, are most likely to sign up for VoIP service mainly for the cost savings. According to the 1,200 users surveyed, cable Internet users are more reluctant than DSL and dial-up users to try VoIP.

Among consumers likely to subscribe to VoIP, the most desired add-on feature was caller ID followed by voicemail, battery back up, and call waiting. Among Internet users in the U.S., half said that a telephone company would be the best provider for VoIP. ISPs came in second with a 35% vote of confidence, and cable companies came in last with only 15%. The graph on the right shows who the respondents think would be the best provider of VoIP phone service.

“Cable companies may be facing an uphill battle in the emerging VoIP marketplace,” concluded Lynne Bartos, SVP and Head of [Ipsos](#) Cable, Media, & Entertainment practice. “But cable operators can definitely rise to the occasion. They have already proven they can transcend their traditional video services by offering a reliable and compelling high speed Internet access product. With solid marketing and substantial bundled offers, cable operators should be able to overcome VoIP barriers and gain market share pretty quickly,” Bartos said.

[Back to top of Market Research Corner](#)



Infonetics: “Service Provider Plans for Next Gen Voice 2004”

This [Infonetics](#) report examines the trends, drivers, barriers, and implementation plans of IP based services based on interviews with 32 carriers (63% from North America, 28% from Europe, and 9% from Asia Pacific). The firm finds investments by service providers in next-gen equipment worldwide will grow from \$1.2 billion in 2003 to \$4.8 billion by 2007. The carrier survey found that:

- MPLS is the most popular means for providing QoS/CoS for IP networks
- A majority of the respondents endorsed SIP (82%)
- Nearly all of the respondents (94%) already offer the service or plan to launch hosted IP voice services by 2005
- 75% of the respondents planned to launch managed IP PBX services by 2005 or already offer the service

[Back to top of Market Research Corner](#)

REGULATORY & LEGISLATIVE UPDATE

CONGRESS

On July 23 the Senate Commerce, Science, and Transportation Committee held a mark-up of the VoIP Regulatory Freedom Act of 2004 that was originally sponsored by Senator John Sununu (R-NH). The bill as submitted for mark-up was crafted with Senators McCain (R-AZ) and Stevens (R-Alaska) to impose a 3-year moratorium on state and local regulation of VoIP applications. The revised bill does not attempt to categorize VoIP as either telecom or information service. Moreover, the bill does not address the many social policy issues considered more specifically in Sununu's original bill.

Two amendments significantly undercut the scope of Federal preemption and would allow for state regulation over some flavors of VoIP

Two amendments, however, significantly undercut the scope of Federal preemption and would allow for state regulation over at least some flavors of VoIP. Senator Byron Dorgan (D-ND), introduced an amendment that would permit states to require providers of VoIP applications to contribute to state universal service programs and to pay intrastate access charges. Unlike the rest of the legislation which refers to "connected" VoIP applications, the Dorgan amendment more broadly refers to VoIP applications in general, thereby arguably covering peer-to-peer services as well. The Dorgan amendment passed by a vote of 12 to 10. A second amendment, proposed by Senator Burns (R-Mont.), allows for state authority to mandate E911 compliance by "connected" VoIP providers. The entire amended "Regulatory Freedom Act" passed by a vote of 13 to 9.

The legislation now goes to the full Senate for consideration, but it is unlikely that there will be a vote on the legislation before the end of the Congressional session. However, it is likely that State Representative Pickering (R-Miss.) will revise and reintroduce his House corollary bill to track the new language and scope of the Sununu Bill. Pickering's bill has not yet moved through committee in the House.

THE STATES

On July 16 the United States District Court for the Southern District of New York issued its decision enjoining the New York Public Service Commission (PSC) from exercising jurisdiction over Vonage.

FCC

On July 24, citing national security concerns, the Federal Communications Commission (FCC) adopted new rules requiring wireless, wireline, cable, and satellite telecommunications providers to report information electronically to the Commission about significant disruptions or outages to their communications systems. Under the new rules, both wireless and satellite providers will be subject, for the first time, to the Commission's reporting requirements. Currently, only wireline and cable telephony communications providers are required to report.

On July 24, the FCC adopted new rules requiring service providers to report information electronically to the Commission about significant disruptions or outages to their communications systems

In addition, the FCC will require network outage reports whenever certain critical facilities are affected, including, for example, E911 facilities and the nation's larger airports. The Commission will also require network outage reports whenever especially critical transmission and network control technologies are disrupted, such as Signaling System 7 (SS7) and DS-3 transmission failures. The FCC also ruled that all sensitive information collected as a result of these new rules will be protected from public disclosure.

On August 8, the FCC issued a Notice of Proposed Rule Making (NPRM) for applying CALEA law enforcement wire-tapping requirements to all forms of broadband Internet access along with both managed and "mediated" VoIP services since they are a "substantial replacement" for traditional telephone service. The FCC also has moved to clarify cost compensation and reimbursements for carriers to meet the CALEA standards.

This monthly column is contributed by Staci Pies; IPCC Government and Regulatory Group Chair, and Vice President, Governmental & Regulatory Affairs, PointOne. Contact Ms. Pies at spies@pointone.com.

IPCC MEMBERSHIP & MARKETING ACTIVITIES

MARK YOUR CALENDAR FOR THE FOLLOWING IPCC MEMBER MEETINGS AND NETWORKING EVENTS

Please RSVP for any of the below events with Debbie Hetland at 510-608-5907 or dhetland@packetcomm.org.

Event	Location & Date	Meeting Time	Meetings and Networking Events
CompTel / Ascent	Fontainebleau Hilton Miami, Florida September 13, 2004	10:00 a.m. - 12:00 p.m.	Marketing Meeting
		2:00 p.m. - 3:30 p.m.	Service Provider Meeting
		3:30 p.m. - 5:00 p.m.	Regulatory and Working Groups meeting
	Marriot Hotel (<i>adjacent to the Fontainebleau Hilton</i>) Miami, Florida September 13, 2004	5:00 p.m. - 7:00 p.m.	Banquet dinner sponsored by the IPCC and TMC for members, service providers, and guests. Dinner will be served on the hotel's beachfront patio.
Please Note: We will be holding press meeting hours on Tuesday, September 14 from 3:00 p.m. - 5:00 p.m. starting at the IPCC booth. Members attending CompTel are welcome to stop by and help us represent the good work of the IPCC and the industry to journalists. If you have any questions about this, please contact Cathy Clarke at cathy@cncassocs.com .			
Internet Telephony	Millennium Biltmore Hotel Los Angeles, California October 4 - 7, 2004	October 4 7:30 p.m.	SP Awards Dinner: TMC & IPCC Sponsors
VON	Back Bay Hilton Boston, Massachusetts October 18 - 21, 2004	October 18 6:00 p.m. - 8:00 p.m.	Evening SP Birds of a Feather Session
		October 19 10:00 a.m. - 5:00 p.m.	Member Meeting & SP WG Meeting
		October 19 6:00 p.m. - 8:00 p.m.	Dinner for Members, SPs, and Guests
		October 20 9:00 a.m. - Noon	Session Border Controller (SBC) Working Group Meeting

IT'S NOT TOO LATE TO PARTICIPATE IN THE IPCC'S EXHIBIT AT COMPTEL

Marketing material from member companies will be displayed in the IPCC booth on a literature display rack. At our previous exhibitions many conference attendees have stopped by to pick up this literature from our member companies. If you would like to ship marketing materials to the booth, please contact Debbie Hetland at 510-608-5907 or via email at dhetland@packetcomm.org.

DON'T MISS THE IPCC VOIP TRACK SESSIONS AT COMPTEL			
The IPCC will organize and chair the following sessions at CompTel, both on Tuesday, September 14, 2004			
9:45 a.m. – 10:45 a.m.	Track 1	The Next Generation of Interconnection <i>Hosted by International Packet Communications Consortium (IPCC)</i>	
	Location	Miami, FL – Fontainebleau Hilton (Pasteur Room)	
	Session Leader	Michael Khalilian, Chairman & President, IPCC	
	Speakers	<ul style="list-style-type: none"> Jack Waters, CTO, Level 3 Communications Cathy Martine, SVP of Internet Telephony, AT&T Michael Tribolet, Executive Vice President of Operations, Vonage 	

[session list is continued on the next page ...](#)

[session list is continued from the previous page ...](#)

11:00 a.m. – 12:00 p.m.	Track 1	Service Management for Next Generation Networks (OSS) <i>Hosted by International Packet Communications Consortium (IPCC)</i>
	Location	Miami, FL – Fontainebleau Hilton (Pasteur Room)
	Session Leader	Dr. Hanafy Meleis, Vice Chairman & Treasurer, IPCC
	Speakers	<ul style="list-style-type: none"> • Harald J. Braun, President, Carrier Division, Siemens • Bruce Hill, President, Netrake • Andy Ory, President, Acme Packet • Raj Sharma, Founder and President, NexTone

LIMITED TIME OFFER TO PARTICIPATE IN THE IPCC PAVILION AT THE OCTOBER INTERNET TELEPHONY CONFERENCE & EXPO IN LOS ANGELES, CA, OCTOBER 4-7, 2004

DEADLINE: Reply before September 10

The IPCC is inviting our member companies to become part of the IPCC Pavilion at the 10th Annual Internet Telephony Conference & Expo taking place October 5-7 at the Millennium Biltmore Hotel in Los Angeles. We have put on hold two rows of booths right at the main showroom entrance for our member companies. IPCC member companies are also offered a special package featuring price discounts of 30-40%, enhanced signage, and special marketing that will help drive focused buyers to our booths. Other advantages of joining the IPCC Pavilion include:

- Special recognition in the Show Directory highlighting the IPCC Pavilion
- Pre Event e-newsletter that will highlight the IPCC Pavilion exhibitors
- Special signage throughout the exhibit floor directing traffic to the IPCC Pavilion

Technology Marketing Corporation (TMC), the organizer of the Internet Telephony Conference & Expo, is expecting approximately 3,500 attendees (90% of which are involved in making purchasing decisions) and has already signed up 50 exhibitors. You can view a copy of the program and speaker roster at: <http://www.tmcnet.com/itexpo/>.

For questions and event registration, please email David Rodriguez at droduiguez@tmcnet.com, Manuel Vexler at mvoxler@packetcomm.org, or Debbie Hetland at dhetland@packetcomm.org.

IPCC LAUNCHES GOVERNMENT AND REGULATORY ISSUES GROUP

The mission of the Government and Regulatory Issues Group is to utilize the group's expertise to educate policy makers (the FCC, DoJ, and FBI, as well as other state and federal entities and standards setting bodies) on how the economics and architecture of IP-enabled technology affects policy issues under consideration.

Representing some of the leading technical and business experts in the IP industry, IPCC members are uniquely qualified to provide an unbiased technical and economic assessment of relevant policy issues such as access to emergency services, lawful intercept compliance, and disabilities access. This working group will liaise with other industry organizations such as CompTel/Ascent and ATIS (CALEA). In addition to US governmental entities, the Working Group will address relevant issues in the EU and other international governmental bodies as time permits.

If you have any questions regarding this Working Group, please contact Staci Pies, IPCC Government and Regulatory Group Chair; Vice President, Governmental and Regulatory Affairs, PointOne, at 202-742-5737 or via email at spies@pointone.com.

PLEASE NOTE: REGULARLY SCHEDULED IPCC WORKING GROUP CONFERENCE CALLS

When they are not holding face to face meetings, all IPCC Working Groups meet regularly for conference calls. The Service Provider Working Group, for example, meets on a bi-weekly basis on Thursday mornings at 11 AM EDT. If you would like to be added to *any* of the IPCC Working Groups e-mail lists, please contact Debbie Hetland at 510-608-5907 or via email at dhetland@packetcomm.org.

RAISE YOUR PROFILE BY PARTICIPATING IN THE IPCC SPEAKERS & BYLINES BUREAUS

The IPCC speakers bureau sponsors members to present at high profile conferences worldwide. If you are a member, you are welcome to register for our Speakers & Bylines Bureau. In order to be considered for one of our high profile speaking spots, visit the [IPCC website](#) and fill out a brief form to register yourself with the speaker's bureau. The form is found under the "Membership Services" tab on the home page. You will need your IPCC password to access this part of the site. If you don't have a password yet, please see [below](#) for information on how to obtain one. If you would like to write a byline for the IPCC and have an idea for a topic, please submit it to Cathy Clarke at cathy@cncassocs.com.

GET YOUR NEW IPCC PASSWORD

The IPCC's new Association Resources Online (ARO) system now features the ability to upload and download contributions, manage list subscriptions, register for meetings, develop forum-wide calendars, and manage projects. To retrieve your password, go to <http://www.packetcomm.org/ibin/c5i?rid=1001> and follow the instructions on the page. Your password will automatically be emailed to you. If you receive an error message, you may either email a request to open a new account by providing your name, company name, and email address to help@packetcomm.org or go to http://www.packetcomm.org/member_pwd_request.html and fill out a form with the same information.

Once you have logged in, information on how to Manage Documents and use ARO can be found by clicking on the "ARO Manual" link at the top of the page. If you have any additional questions about ARO you can contact Debbie Hetland at 510-608-5907 or via email at dhhetland@packetcomm.org.

SEND US YOUR NEWS FOR THE IPCC NEWSLETTER

"Your News is Our News!" This is a reminder to please send us your news for the IPCC Newsletter so that we can highlight them in our monthly newsletter. Have your designated PR/Marketing person e-mail your press releases to our Newsletter Editor, Cathy Clarke at cathy@cncassocs.com.

Submit a byline for the "Educational Note" section of our newsletter. This is a great way for you to educate the industry on a topic that is important to you and your company. Each "Educational Note" article is about 550 words in length. The deadline to receive an article draft is the first day of each month. If you are interested in submitting an article on one of the topics listed below, please review the editorial schedule and contact Cathy Clarke at cathy@cncassocs.com or 617-527-2089.

September	OSS & QoS Measurements for VoIP
October	Lab Interconnection Test Requirements
November	Cable Market Requirements
December	<ul style="list-style-type: none"> • Wireless Requirements for VoIP • Year end Review