



IMS Forum

The Voice of IP Convergence

www.imsforum.org

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MESSAGE FROM THE CHAIRMAN



Michael Khalilian
IMS Forum Chairman & President

Fellow IMS Forum Members and Friends:

I am pleased to update you on our continued progress in growing the IMS Forum, in addition to the leadership role we've taken in educating the industry as to the value and benefit of IMS.

I would like to welcome returning Board members Jean-Marc Desaulniers, Alcatel and Steve Edwards, Sonus Networks as well as new Board member Manuel Vexler, Coppercom, to the IMS Forum Board of Directors. Also, please join me in welcoming Service Provider and Integrator Board Co-Chair BayPackets, Sanjeev Chawla. I look forward to their respective insight and input to IMS Forum activities moving forward.

If the buzz surrounding IMS and the IMS Forum at GLOBALCOMM 2006 is any indication as to potential growth, clearly, we are on the verge of breaking new ground as an industry. At our Annual Meeting, (held on June 6 at GLOBALCOMM), we updated our industry colleagues, Forum members and friends on our progress to-date, in addition to presenting a technical paper, entitled, "IMS Technology Framework V2.0: Coordination of Multiple Services in an IMS Domain," which details the benefits of the Service Capability Interaction Manager (SCIM) function, as well as how to leverage this technology for managing interaction between multiple application servers in an IMS domain ([more detailed information in IMS Forum News](#)). Also of note, IMS Forum member

Cantata, in conjunction with BEA Systems, had IMS demo applications at the IMS Forum booth, entitled, "Feature Rich VoIP Services - Voice and Video Conferencing." A popular and highly trafficked attraction at GLOBALCOMM, this demo showcased the flexibility that IMS architecture delivers. Specifically, show attendees witnessed firsthand how users can create and remove conferences directly from using the web user interface (UI), and how users can switch back and forth between video and voice, as the media server uses voice-activated switching.

IMS Forum Board members, Peter Briscoe, Convedia, Farshid Mohammadi, UTStarcom and myself, served as judges for the GLOBALCOMM 2006 Awards of Excellence; a direct outgrowth of the SuperQuest awards that were presented by SuperComm for almost a decade, the awards were presented this year to service providers, network designers, and technology vendors in 10 different categories (www.globalcomm2006.com/awards/winners.cfm).

What's most encouraging and important to note, is that recent analyst reports concur with our belief that with the continued market penetration of IP Communications and the transition toward IP multimedia convergence, IMS could very well serve as the catalyst for *significant* growth within the telecommunications industry. In fact, in a recently published independent study, ABI Research commented, "that IP Multimedia Subsystem (IMS) may act as a jet engine that would power telecom markets to a new level," ([additional statistics in Industry Roundup](#)).

The IMS Forum has a number of initiatives forthcoming on which we look forward to working with our industry colleagues, such as the IMS Forum PlugFest and Security. (We are planning to launch the first interop and evaluations demo this Fall – additional information will become available as we move forward).

Thank you for your continued interest in and support of the IMS Forum.

All my best,

Michael Khalilian
Chairman & President
The IMS Forum
"The Voice of IP Convergence"

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INDUSTRY ROUNDUP

IMS Reaching \$10 Billion

Twelve months ago, [ABI Research](#) described IP Multimedia Subsystem (IMS) as a jet engine that would power telecom markets to a new level. A year later, that assessment still holds true, and IMS is on the verge of commercial reality. According to a new study, fixed and mobile network operators will invest a total of \$10.1 billion in IMS capital infrastructure over the next five years. This will yield a significant payoff, both in reduction of operating expenses and in the creation of new revenue from IP-based services. Worldwide, ABI Research forecasts that operators will generate \$49.6 billion in service revenue from IMS-enabled applications in 2011.

"Rich voice services will represent the lion's share of IMS ARPU for fixed networks, but mobile operators will deploy a greater diversity of services over the next few years, including push-to-talk, interactive games, web browsing, rich voice, streaming content, and instant multimedia messaging," says ABI Research analyst Ian Cox. "In the past year we have seen concrete progress on formulating IMS migration strategies, including voice call continuity between fixed and mobile networks and integrating PBX features into the standard

Cox further comments that "Progress is also being made on integrating IMS and web-based services and developing secure and reliable charging solutions for complex user sessions. But additional work is needed to formalize the relationship between IMS, service delivery platforms and session border controllers.

86% of US Operators See IMS as Key Priority

[Apertio's](#) independent survey conducted by Loudhouse Research of 57 global operators found that 86 percent of U.S. operators overwhelmingly place greater emphasis on deploying IMS, whereas only 66 percent of European operators find it as a key business priority. The research found that:

- 93 percent of respondents believe that IMS will have a positive impact on operational cost reduction, with 40 percent considering that impact to be "significant."
- 85 percent of respondents see the removal of legacy infrastructure as a critical aspect of reducing operational cost.
- 79 percent of carriers are using a disparate combination of tactics to deliver IMS, highlighting a lack of best practices.

The research also found that IMS is seen as a way for operators to meet ambitious OPEX and CAPEX reduction targets of 10 percent and 5 percent, respectively. U.S. operators place equal importance on business and technical challenges whereas in Europe, business change is more of a barrier than the technical issues.

For information on becoming an IMS Forum member, please visit our website at www.IMSForum.org or contact Debbie Hetland at DHetland@IMSForum.org.

IMS FORUM INDUSTRY NEWSLETTER
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IMS, Next-Gen Voice Equipment Sales Up 48%

It looks like IMS implementations are continuing to expand. While next-generation voice and IMS equipment revenue dropped worldwide during the first quarter of this year, it's still up 48 percent from the first quarter of 2006, according to a study by analyst firm [Infonetics Research](#).

The firm expects to see revenues continue to grow in this sector for at least a few years, hitting \$6.2 billion by 2009. Media gateway and softswitch sales should be particularly hot, the firm says. And it seems telcos are wise to ramp their investments, given the predicted surge in user demand. Infonetics predicts that the number of residential and SOHO VoIP subscribers will hit 47.3 million worldwide by the end of 2006, twice the

number subscribing in 2005. While this figure is still dwarfed by the number of wireline subscribers, VoIP should grab a huge share of traditional voice business in coming years, so now is the time to invest.

Beginning with the August issue, to be distributed on Wednesday, July 26, 2006, sponsorship of the IMS Forum Newsletter will be available on a first come, first serve basis to Forum members and partners. The IMS Forum newsletter represents a unique opportunity to reach more than 1,500 telecom industry decision-makers.

For more information in regard to IMSF Newsletter sponsorship, please contact Mostafa Razzak: m.razzak@23-31.com / 646.442.3361.

VoIP's Mainstream March

Cable providers' VoIP customers are almost twice as confident about the reliability of their service as the customers of specialized providers, according to a survey by [SupportSoft](#). Sixty-one percent of cable customers who are receiving VoIP are satisfied with their service, versus 57 percent of those using handset-based VoIP providers like Vonage; just 48 percent of PC-based VoIP customers services like Skype expressed satisfaction.

There are a couple of reasons for this difference, according to Boyd Peterson, senior vice president of consumer research at [Yankee Group](#). "The customers with video, data, and voice service are much more valuable to that cable operator, so the cable operator is more interested in providing highly supported services," he says. At the same time, a VoIP service like Vonage or Skype is "just an application, so the expectation for quality is lower for those service providers." And customers of those services know that the ability to get support will be lower. "It's like a cell phone. It's not quite as good as a land line, but the cost is so much better, it's worth it."

[DestinationCRM.com](#)

IDC Anticipates 34 Million More Residential VoIP Subscribers in 2010

[IDC](#) views voice over IP (VoIP) as the next generation of technology to change the telecommunications landscape. The market for consumer VoIP services is still in its infancy, but IDC's future outlook points to exponential growth within the next four years. IDC predicts that residential U.S. VoIP subscribers will grow from 10.3 million in 2006 to 44 million in 2010.

The latest IDC forecast shows that VoIP will be used in 62% of broadband households in 2010. This forecast is based on the market assumption that the increasing penetration of broadband into homes combined with consumers' comfort with new modes of alternative communications will allow for greater consumer receptivity to VoIP.

(continued on page 4)

Mobility, simplicity, and on-demand telephony top the list of trends that IDC believes will drive growth in consumer VoIP services. The opportunity for an alternative phone service combined with simple setup and hardware requirements is what will make VoIP a practical addition to homes. The potential for VoIP to combine with mobility will provide alternative service choices and devices that give users the experience of being able to communicate anytime, anyplace, anywhere.

In-Stat Reports New Converged Wi-Fi/Cellular Handsets to Take Market by Storm

Converged Wi-Fi/Cellular handsets are expected to make a big splash, reports [In-Stat](#). By 2010, shipments of cellular handsets containing Wi-Fi will exceed 132 million devices, the high-tech market research firm says. Carriers have been reluctant to offer Wi-Fi-capable handsets for several reasons, but Wi-Fi has spread so fast that carriers will not be able to resist much longer.

"In the end, most US cellular carriers will embrace Wi-Fi in their handsets, as carriers know that if they don't, other carriers will, and these carriers will likely steal away some of their customers," says Allen Nogee, In-Stat analyst. Combo handsets also offer carriers opportunities to provide services such as VoIP over Wi-Fi, lessening impact on their cellular data system.

Recent research by In-Stat found the following:

- More than 20 cellular handset models now have, or will soon be, released with embedded Wi-Fi access.
- A few cellular carriers are planning to offer services that support voice calls over both cellular and Wi-Fi, and some Wi-Fi/Cellular handsets are incorporating VoIP clients for services like Skype.
- It had been assumed that business customers would be first to adopt Wi-Fi/Cellular handsets, but in fact consumers are likely to be more receptive to early adoption of the technology.

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IMS FORUM NEWS

IMS Forum Presents Technical Paper to Membership at GLOBALCOMM 2006 Advising Service Providers on Benefit, Use of SCIM Function for Converged Applications and Services Delivery

Earlier this month, at GLOBALCOMM 2006, the IMS Forum presented its membership with a technical paper, entitled, "IMS Technology Framework V2.0: Coordination of Multiple Services in an IMS Domain," which details the benefits of the Service Capability Interaction Manager (SCIM) function, as well as how to leverage this technology for managing interaction between multiple application servers in an IMS domain.

Using SCIM within the Service Management layer, service providers can manage a "customer view" of the SIP service mapped to actual SIP resources, which also abstracts those resources to simplify the task of service management. Also of note, is that SCIM creates a service inventory that virtualizes and integrates information from multiple SIP applications to create a simple, non-technical means for service providers to automate the end-to-end business processes for IMS service creation, deployment and assurance.

This paper objectively examines the role of the Service Capability Interaction Manager in the IMS framework; it examines what is available, what is missing, who will fill in the gaps, and most importantly, investigates deployment scenarios.

Project: IMS Plugfest

At its Annual Meeting, held on June 6, 2006, the IMS Forum announced the development of the first IMS Applications plugfest. Plugfest events will build toward an IMS Forum certification process, allowing companies to ensure that their products are interoperable in both the lab and the field.

Preliminary plans detail a one-week event that will explore IMS applications interoperability in a multi-vendor setting. The event, scheduled for early 2007, will engage service providers and vendors active in the wireless, wireline and cable IMS deployments, as well as those organizations interested in resolving interoperability issues.

For additional information in regard to the IMS Forum Plugfest, please contact Debbie Hetland, dhetland@imsforum.org, or Manuel Vexler, mvexler@coppercom.com.

NewHeights Software Joins IMS Forum

NewHeights Collaborates With Industry's IMS Vendors to Advance the Real-World Understanding and Adoption of IMS Services Within the Enterprise

[NewHeights Software](#), a leading provider of next-generation software client solutions, announced that it has joined the IMS Forum, the industry association recognized as the Voice of IP Convergence.

As an IMS Forum member, NewHeights will bring an in-depth expertise in next-generation soft-client solutions and will provide strategic and technical insight on how soft-client technology can be leveraged to accelerate adoption of IP Multimedia Subsystem (IMS) services within the enterprise. Of particular note, NewHeights will work towards the IMS Forum 'Seal of Interoperability' – which qualifies technologies as IMS compliant based on extensive testing.

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Cantata and IMS Forum Announce Preliminary Survey Results

At GLOBALCOMM 2006, the IMS Forum, in conjunction with its member, [Cantata](#), conducted a survey among conference attendees that addressed current awareness of IMS, value industry leaders presently place on IMS, in addition to other relevant topics. Though all data is still being tabulated, some preliminary results of particular note include:

- Of 32 surveyed, 21 carriers are actively planning IMS strategies, while 7 are actively trialing and deploying.
- In addition, when queried as to specific timeframes on when the first phase of their respective IMS infrastructures will be in place, more than 40% of respondents acknowledged that they already have the appropriate infrastructure in place, or expect to in 2007.

IMS Forum Announces Board Election Results

The IMS Forum 2006 Elections took place during the Annual Meeting in Chicago, IL, June 6th (GLOBALCOMM), at which time the membership voted for three operational Board seats. Please join me in congratulating our new and returning officers.

IMS Forum BOARD OF DIRECTORS

The following directors were elected:

Jean-Marc Desaulniers: Alcatel

Manuel Vexler: Coppercom

Steve Edwards: Sonus Networks

Officers who were not up for election and will continue to serve

Ahmed Bencheikh: Sprint Nextel Corporation

Greg Pisano: Cantata Technology

Peter Briscoe: Convedia

Payam Maveddat: Tekelec

Dr. Hanafy Meleis: Trendium, Inc.

Michael Khalilian: TSA/eLEC

Farshid Mohammadi: UTStarcom

IMSF Officers were elected as follows

Michael Khalilian: Chairman & President

Dr. Hanafy Meleis: Vice Chairman and Treasurer

Peter Briscoe: Secretary and Co-Treasurer

Additional IMSF Executives elections

Chairman of Marketing and Vice President Business Development: Farshid Mohammadi, UTStarcom

PlugFest Co-Chair: Manuel Vexler, Coppercom

Vice Chair Marketing: Dave Rodriguez, TMC

Service Providers & Integrator Advisory Board Co-Chair: Sanjeev Chawla, Bay Packets

Service Providers & Integrator Advisory Board Co-Chair: Greg Welch, GlobalTouch Telecom

IMS Forum European Vice President Liaison: Jean-Marc Desaulniers, Alcatel

IMS Forum Middle East Vice President Liaison: Soloman Al-Madi, Aramco

IMS Forum Asia Vice President Liaison: Eric Burger, Cantata Technology

MARK YOUR CALENDAR

The IMS Forum will participate in the following events this year. Please let us know if you are interested in speaking or exhibiting at any of these events by contacting Debbie Hetland via email at dhetland@imsforum.org or by calling (510) 744-4020.

August 8–10, 2006 Santa Clara, CA	<u>3rd Annual VoIP Developer Conference</u> (Conference: August 8–10, Exhibits: August 9–10)	• Speak, Attend
August 29–30, 2006 Washington, DC	<u>Fierce Markets IMS Executive Summit</u> A discount of \$300 off of the registration rate (at the time of registration) for any IMS Forum registrants.	• Speak, Attend
September 12–14, 2006 Los Angeles, CA	<u>CTIA 2006</u>	• TBA
September 28–29, 2006 San Jose, CA	<u>Fixed Mobile Convergence Live!</u>	• Speak
October 8–11, 2006 Orlando, FL	<u>COMPTEL PLUS Fall Convention & EXPO</u>	• Speak, Exhibit
October 10–13, 2006 San Diego, CA	<u>INTERNET TELEPHONY Conference & EXPO WEST</u> (Fall 2006)	• Speak, Exhibit
December 4–7, 2006 Dallas, TX	<u>TeleManagement World Dallas</u>	• TBA
January 7, 2007 Las Vegas, NV	<u>Consumer VoIP SUMMIT (VON)</u>	• TBA
January 23–27, 2007 Ft. Lauderdale, FL	<u>INTERNET TELEPHONY Conference & EXPO East</u>	• TBA
February 12–15, 2007 Barcelona, Spain	<u>3GSM</u>	• TBA
March 5–8, 2007 Orlando, FL	<u>VoiceCon 2007</u>	• TBA
May 7–9, 2007 Las Vegas, NV	<u>NCTA: The National Show</u>	• TBA
June 18–21, 2007 Chicago, IL	<u>GLOBALCOMM 2007</u>	• TBA

WORKING GROUP UPDATE

by **Marian Stasney, Director, Technical Working Group for the IMS Forum**

SCIM Study Group

Prior to GlobalComm, the Service Creation Interaction Manager (SCIM) Study Group published a strong paper on the management of interactions between multiple application servers in an IMS domain using 3GPP-defined components. As the SCIM is still in an early stage of formation, this paper provides a substantial background to the real-world problems of service interaction management. The SCIM is discussed in terms of its functionalities, so that the reader is brought to an understanding as to how those functions may be best implemented in existing or future network architecture. It has generated interest from many outside the organization, due to the fact that this paper is one of the few of its kind in existence. Many thanks to the contributors, who were dedicated to completing this important work in record time:

- Meenal Agarwal, UTStarcom
- Shankar Govindasamy, Cisco Systems
- Michael Palmeter, BEA Systems, Inc.
- Frank Salm, Sylanro
- Eric Wong, UTStarcom
- Sameh Yamany, Trendium
- Solomon Al-Madi, Aramco
- Payam Maveddat, Tekelec
- John Salak, The Salak Group, Strategic Consultants
- John Weald, Sylanro
- Louis Woynarowski, IMS Forum Technical Editor

The group is seeking concrete input on the paper. Your quick responses to the following would go far toward making future papers even more meaningful to the membership. It would be most helpful if you would circulate the paper to others within your organization and solicit their input as well. The working group papers are intended for member organizations only. If you are not a member, please contact Marian for further discussion.

Please cut and paste, with your responses, to marian@imsforum.org. I will compile and report to the Study Group (if you have suggestions for how to make this process more formal in the future, please include that too).

Property	Ranking (5 being highest, 1 being least relevant)
Relevance of topic	
Timeliness	
Completeness	
Clarity	

Call for Input

Turning to the future, a new Study Group is forming and we are actively seeking input on interest in the following topics. I have been working one-on-one with as members and significant non-members to solidify interest in the following topics. Please email your feedback, input, and concerns to marian@imsforum.org.

- Reference Architecture: Solidify concepts with a graphical informational flow, using real-world examples of LSOs/PoPs, user profiles, network policies, and initial filter criteria to chart the flow of identifiers through the network, focusing most specifically on the HSS.
- Vcc Handover implications (Voice call continuity). Feasibility study of the 3GPP adopted method (static anchoring-IMS control model and other proposed methods - static anchoring CS domain control, dynamic anchoring and others via 23.806), as related to the VCC between IMS domain and circuit switched domain.

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- OSS and HSS, as related to the Sh interface with regard to billing and back office operations
- Implications of data transfer through the Sh interface.
- Security implications of current IMS deployments.

The goal of the TWG is to form Study Groups with specific intellectual property to support the technical demonstrations and interoperability testing planned for later this year, as well as early next year. Therefore, selection of topics will be ranked with these goals in mind, as well as the goal of IMS Forum toward best practices, technical specifications and implementations, and reference architectures.

The TWG (or its subsidiary Study Group) meets every other Tuesday.

Ongoing Progress

An application has been made to the 3GPP for Market Representation Partner (MRP) status. The goal is to establish a liaison partnership with the 3GPP in order to:

- Disseminate information
- Assign a liaison representative from both groups
- Attend representation meetings
- Summarize information presented
- Communicate ideas and common goals

Also of note is application to the Telemanagement Forum for status as a liaison partner with the same goals in mind. If you are interested in participating as a liaison for either of these groups, please email me.

Inclusion in the Technical Working Group Study Groups

As the IMS Forum continues to add quality organizations to its membership, the strength of the Technical Working Group grows as well. Attendance at bi-weekly conference calls is at an all-time high and we continue to add value to every call, with guest speakers and open discussions surrounding the technical and business issues facing early adopters of IMS. If you or a team member is not currently on the mailing list, receiving notices of bi-weekly conference calls, et cetera, please email dhetland@imsforum.org for inclusion or login in to the private member website and opt in.

Respectfully submitted,
Marian Stasney



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MEMBER PROFILE



EMPIRIX – Helping Vendors and Service Providers be Confident in IMS

Duane Sword is VP of Product Management at [Empirix](#).

IMS Forum: Please tell us about Empirix and its products and services.

Duane Sword (DS): Empirix is a Test and Monitoring company. For more than 13 years our products have been used in hundreds of service provider and network equipment manufacturer labs to test the latest emerging technologies, including CTI, VoIP, Next-Gen Networks, and IMS today. We were the first test company to introduce a H.323 VoIP testing product back in 1998 and the first to introduce a SIP testing product several years later, so we have had a lot of time to master VoIP testing technology. In fact, Frost and Sullivan has recognized us as the market share leader in VoIP Testing for the past four years.

Empirix offers load testing products for stress testing and network sizing, feature testing products to verify the functionality of services applications, device emulation products to emulate NGN and IMS infrastructure devices, call analysis products voice quality analysis and diagnostics, and network emulation products to simulate common IP network conditions and failures. Because most networks today employ a variety of legacy and new technologies, our products support SS7 and TDM in addition to a wide array of IP protocols.

We also offer real-time network monitoring products that allow network operators to quickly monitor, find, and isolate voice quality issues. We even have product lines that extend into the contact center and enterprise and a web-testing business.

IMS Forum: What do you think the IMS Forum can do for you and your company?

IMS Forum is playing a critical role in making the IMS vision a reality by bringing together a broad and diverse member base and conducting the latest research and interoperability tests. Much like the forum, Empirix also serves a diverse customer base that includes competing IMS vendors and service providers. Our purpose is also somewhat similar to the Forum's – helping our customers verifying that their IMS network and product visions are in fact real by testing to ensure they work. In fact, many IMS forum members are already our customers, so we had a tremendous number of synergies with the Forum from the start.

Empirix has had a long history of supporting emerging technologies and in general deployment of any new technology is good news for us because it is always accompanied by a lot of testing. That being said, we are particularly excited about IMS because it plays to so many of our existing strengths. The IMS Forum's efforts to push the technology forward and help it mature, specifically in the applications and services area where we play, is extremely complementary to our own goals.

Finally, we look forward to future interoperability events where we will put our tools in action and show their unique value in helping to overcome some of the toughest implementation and migration challenges IMS has to offer.

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REGULATORY ROUNDUP

FCC Rules VoIP Must Pay into Universal Service Fund

By Robert Liu
TMCnet Executive Editor

Operating with a Republican majority for the first time in over a year, the Federal Communications Commission on Wednesday ruled that voice over Internet Protocol (VoIP) providers, like cellular operators, must pay into the Universal Service Fund (USF), a fund that subsidizes providers in rural and lower-income areas to ensure accessibility at reasonable rates.

In a two-part order, the FCC (News - Alert) ruled that a portion of any interconnected VoIP provider's revenue will be determined to be interstate traffic and subject to the tax rate outlined by USF. That percentage, known as the "safe harbor" percentage, was arbitrarily set at 64.9 percent. The second part of today's order raised the existing wireless safe harbor percentage from 28.5 percent to 37.1 percent of total revenue – the first update since 2002.

"We're going to send out notices on July 1," said Bryan Martin, CEO at 8x8, which owns and operates the Packet8 VoIP service. Packet8 will pass along the additional cost to its customers, Martin told TMCnet.

However, due to the recent elimination of the Federal Excise Tax (FET) on long distance service, the overall impact on the VoIP industry will be neutral and negligible, according to Vonage (News - Alert) spokeswoman Brooke Schulz. "So it's kind of a wash. If there is an increase, it will be slight for our customers," Schulz emphasized during a telephone interview.

Interconnected VoIP providers have the option to base their USF contributions either on their actual revenues or on traffic studies that estimate interstate revenues, as wireless carriers have had for some time.

Israel Addresses VoIP

Israel, which is the world leader in Skype users per resident, hopes soon to finally set regulations for VoIP and voice over broadband, according to the Ministry of Communication.

'(Minister of Communications) Ariel Atias plans to get this over with,' the ministry's Senior Deputy Director General for Economics and Budgets Assaf Cohen told the 'Voice on the Net: Israel' conference Tuesday.

The country, a leader in high-tech in general and a base of enthusiastic support for VoIP technology in particular, is in danger of being left behind in the VoIP revolution because of a lack of regulations and unusually prohibitive download and upload speed limits. The maximum speed available here, 2.5 megabits, means that watching broadcast TV or establishing a virtual private network are almost impossible in Israel. Furthermore, Internet service providers have admitted that surfing pages set up on servers outside Israel is slower than surfing the domestic Web.

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**Remarks of Jonathan S. Adelstein
Commissioner, Federal Communications Commission**

***Wireless Communications Association
WCA 2006
Washington, DC
June 27, 2006***

With recent changes and consolidation in the communications industry, it becomes even more critical that we make vibrant, spectrum-based communications opportunities available to more consumers and companies. We need to promote opportunities to expand wireless connectivity, as well as to reach our most underserved communities with broadband access.

I firmly believe that broadband is the key to economic growth in this digital information age. It is a key that can open the door to educational and economic opportunities to communities across America, enriching people's lives. That is why facilitating access to wireless broadband is one of my core policy goals while at the FCC.

And it is a goal that I know the WCA membership shares. You have one of the more diverse membership groups in Washington representing all different types of licensees and unlicensed providers. And while you operate in a number of different bands, you all seem to share the common vision of providing the best broadband service possible to the communities you serve.

I am also continually evaluating our service and construction rules to ensure that our policies do not undercut the ability of wireless innovators to get access to new or unused spectrum. So in developing policies, I have tried to advocate a carrot and stick approach. I want to promote flexibility and innovation. But since the spectrum is a finite public resource, I want to see results as well – particularly in the area of wireless broadband.



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Scott Erickson, *President of IMS Service Delivery Solutions, Telecordia.*

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