



Message From The Chairman

Dear IPCC Members,

We just completed participation at the SUPERCOMM 2003. I would like to congratulate and thank all the IPCC members who participated in our SUPERDemo! We had 12 company members participate in the booth and/or the IPCC Theatre and presented on a variety of packet communication topics including media servers, access gateways, security, and various Next Gen applications enabled by packet-based infrastructure. In addition, we had a dozen meetings with the press and analyst community to communicate the new charter and upcoming successes of the IPCC.

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IPCC members were well represented at the SUPERQuest awards held at SUPERCOMM. IPCC member Convedia won the first prize for the category of Applications Layer Systems and Technologies for its product *Automatic Speech Recognition (ASR) and Text to Speech (TTS)*. IPCC member Sylanro Systems was the runner up in the same category for its product *Enterprise Edition*.

The IPCC was also featured in an Industry Update session at SuperComm. The topic of the session was "IP Services: Is it here yet?" More than 300 people attended the session and the conclusion was "Yes, IP Services are here to stay!"

IPCC announced several new service provider members at SUPERCOMM: Qwest Communications, Caerus Inc., and Axes Technologies. Last week, the CALEA Implementation Section (CIS) of the FBI came on board also.

As a result of the increased activities over the past few months, we're not only getting new memberships but renewal rates are also increasing. In addition, we're also getting a great deal of attention from other industry organizations. We're now beginning a process of collaboration with these organizations to develop a stronger message to the industry and Carriers / Service Providers that packet-based infrastructure and communications systems are here and they're here to stay.

We are also establishing partnerships and interface with other organizations. Trendium Inc. joined IPCC and also is a liaison to the ATIS Board of Directors.

We will be starting many new projects and papers over the next few weeks so if you're interested in actively participating, please just let me know. We also have a new IPCC Marketing Chair (Farshid Mohammadi – UTStarcom Product Marketing Management Farshid.Mohammadi@Utstar.com). Farshid will be establishing a team for each of the projects we have in process. (I would like to invite all of you from Marketing and Product Management to participate with him)

We have accomplished a great deal and I'm excited about doing more! And, this newsletter goes out on a monthly basis. If you have any customer wins or new product information, please submit them to me (M.Khalilian@packetcomm.org) by 15th of every month for inclusion.

Continued on following page

Message From The Chairman ... Continued

There are two important events coming up in the next few months:

1. Elections for Board seats. Elections will be held again in July/August. Please send your nominations to Michael Khalilian (M.Khalilian@packetcomm.org) or Lily Higman (Lhigman@packetcomm.org).
2. Fall VON will be taking place in Boston on September 22-25, 2003. The IPCC has arranged a special package for IPCC members in the VON-IPCC Pavilion. IPCC members will have the choice of (1) booth space only for \$4,000 or (2) turn-key stand in the IPCC Pavilion for \$7,000. If you're interested in being a part of the IPCC Pavilion or want more information, please call or e-mail Lily Sun Higman at LHigman@packetcomm.com / +1-925-275-6674.

Thank you very much for your support and I look forward to a great rest of the 2003 year with all of you!


Regards,

Michael Khalilian
Chairman and President
M.Khalilian@PacketCom.org


IPCC @ Supercomm 2003



SUPERQuest Recognition For Convedia, Sylantro Systems

 Convedia Corporation, a leading developer of IP Media Servers for wireline and wireless service providers, and member of the IPCC since 2000, recently received a prestigious SUPERQuest award at Supercom 2003. Convedia's Media Servers with Advanced Speech Recognition took top honors in the SUPER-

Quest Application Layer Systems and Technologies category. Congratulations to Peter Briscoe and the entire Convedia team!

 Also, Sylantro Systems Corporation, the leading provider of telco-grade IP Centrex and Hosted PBX plat-

forms and solutions and an IPCC member, announced that its latest software release, which further expands carriers' abilities to support IP Centrex services to large and distributed enterprises, was given stand-out recognition at the sixth annual SUPERQuest awards ceremony held June 3 at SUPERCOMM in Atlanta.

Multiple Customer Wins For Sonus

 Sonus Networks is providing voice infrastructure solutions to the Technische Universitaet Berlin (TU Berlin) for deployment in the University's 'Beyond 3G' Testbed and Serviceware Framework. The project is sponsored by the German Federal Department for Education and Research (BMBF) and brings TU Berlin together with organizations including Deutsche Telekom AG, T-Mobile, T-Systems, Fraunhofer Institut FOKUS and the Technical University of Dresden to investigate the effective development, testing and deployment of mobile services.

Additionally, Unefon has chosen Sonus Networks to deploy a next-

generation packet voice network that will support access services, long distance voice and enhanced services. Unefon will implement Sonus' OSA and voice infrastructure solutions, including the GSX9000 Open Services Switch, the Insignus Softswitch and the Insight Management System.

Lastly, Epana Networks has deployed Sonus' packet voice infrastructure solutions to support the delivery of international and domestic prepaid calling services. Epana's VoIP network is commercially operational and has been carrying voice traffic since September 2002.

At the foundation of Epana's VoIP network are Sonus' OSA and voice infrastructure solutions, including the

GSX9000 Open Services Switch, the Insignus Softswitch and the Sonus Insight Management System. Additionally, Epana has implemented a complete SIP-based prepaid calling card solution from Sonus' OSPA members Pactolus Communications Software Corporation and Convedia Corporation. Epana has deployed Pactolus' SIPware Prepaid Calling Card application and RapidFLEX Application Server in conjunction with Convedia's CMS-6000 and CMS-1000 Media Servers. With the Sonus VoIP infrastructure and enhanced services applications in place, Epana calling card users can place domestic long distance and international calls to Asia, Africa, the Middle East and Latin America.

ICG Selects VocalData to Rollout "VoicePipe"

ICG Communications Inc. announced national availability of VoicePipe through direct and indirect channels. The offer bundles long distance and IP business telephone service with high-speed Internet access.

VoicePipe is a converged voice and data package for businesses that reduces the total cost of ownership of communications expenses by up to 25 percent and eliminates the need for multiple service providers and customer-premise-based phone systems, says the company.



ICG customers receive voice and Internet service delivered over the same local loop access circuit using IP, while being managed and controlled from ICG point of presence facilities. Voice traffic does not travel over the public Internet, but rather on ICG's QoS enabled nationwide IP and voice networks, or off-net on the Public Telephone Network. VoicePipe has the feature functionality of a PBX, key system

or Centrex, but requires no equipment or maintenance investment.

ICG deployed VocalData Inc.'s VOISS platform in its data network to deliver VoicePipe.

"As early movers in IP telephony, ICG and VocalData are demonstrating how traditional voice capabilities can be combined with exciting, Web-based services to deliver value and improve business productivity," says Danny Klein, analyst at the Yankee Group.

Cisco, Time Warner Deliver VoIP

Cisco Systems Inc. announced that Time Warner Cable, a leading provider of cable television and high-speed Internet access services, is now delivering a VoIP cable primary-line residential telephone service, Digital Phone, to customers in Portland, Maine.

Using the Cisco IP voice solution, Time Warner Cable is gaining significant operating efficiencies by adding their Digital Phone service to their existing Cisco Powered Network infrastructure.



Time Warner Cable is delivering a "triple play" bundle of services using standards-based technologies and intelligent networking based on Cisco products, including voice, video and internet access. This infrastructure also provides the foundation for future services such as video telephony and multiplayer on-line gaming.

Time Warner Cable's Digital Phone service recently received the Cisco Powered Network designation which identifies services that providers such as cable operators run over a network built with Cisco products from end-to-end.

Because it is a member of the Cisco Powered Network program, Time Warner Cable will also benefit from joint-marketing and technology-sharing activities with Cisco

Tekelec & Santera Complete Merger



Tekelec announced that it has completed its transaction with Santera Systems to form a majority owned next-generation switching subsidiary.

On a GAAP basis, Tekelec expects the transaction to re-

duce its EPS by approximately \$0.06 - \$0.08 for the second half of 2003 and \$0.01 - \$0.03 in 2004.

For the second half of 2003, the Company expects the earnings reduction to include amortization of acquired intangibles and the write-off of in-process Research and Development totaling approxi-

mately \$1.4 million, after the allocation to Santera's minority shareholders.

For 2004, the Company expects the earnings reduction to include approximately \$1.0 million of amortization of acquired intangibles, after the allocation to Santera's minority shareholders.

According to FCC's eighth report on the state of competition in the wireless industry, wireless subscriber numbers increased by 10% last year to 141.8 million. Of these, 11.9 million also subscribed to mobile data services. Carriers generated more than \$76 billion in revenues.

News From Around the Industry

- Spanish telecom Telefonica is offering \$2.04 billion cash for the 62 percent of Terra Lycos it does not already own, saying the Internet unit will perform better in-house than as an independent company.
- Verio became the first major American service provider to offer the next generation protocol IP version 6 over its global backbone, building on the platform's initial success in Asia and the Pacific Rim. NTT Communication, Verio's parent company, has deployed a global IPv6 backbone and plans to offer commercial services to U.S. customers by the end of the year.
- Nortel Networks has introduced a new VPN services framework for carriers that includes four new solutions and technology enhancements. The framework, dubbed VPN Enablement, is broken down into three parts: leveraging existing infrastructure to drive additional, near-term revenue; delivering new VPN services; and a blueprint for carriers to fully engage enterprise customers.
- RealNetworks Inc. struck a deal with Vodafone, to deliver streaming video, music and pictures to its more than 112 million customers

IP Unity Enhances Product, Forges Partnership



IP Unity Corp., announced the general availability of Harmony6000 2.0, featuring VoiceXML 2.0 and SIP capabilities. Service providers can utilize VoiceXML to easily create, modify and differentiate voice services for various market segments and customers. The new technology offered by IP Unity is in line with the migration of carrier business models moving from offering standardized mass-market voice products to customized niche services.

With the addition of VoiceXML 2.0 on the media server platform, developers can create voice and multimedia applications using standard development tools. Carriers can offer corporate cus-

tomers a customized look and feel for business applications such as web-enabled conferencing or unified messaging, without incurring heavy development costs.

IP Unity also announced a partnership with Manystreams, a leading developer of solutions for intelligent media delivery over broadband networks. The partnership brings together the IP Unity Harmony6000 Media Server platform and the Manystreams' MCE 100, a multimedia content and communications engine. Together, the companies offer carriers the ability to develop and deploy new video-based services for corporate and residential end users, including services such as video messaging, streaming video and video conferencing.

Integrated into the IP Unity Media Application Environment, the MCE 100 supports video management capabilities including MPEG-4 rich media presentation packaging, media stream aggregation and delivery and bandwidth management.

Central to the joint offering is IP Unity's Harmony6000 Media Server platform, which hosts multiple, media-intensive applications and provides the powerful media processing required for complete video stream management. The media server also provides session management features in video applications, providing security and authentication while tracking usage and other information required for billing.

MCI Launches IP VPN Remote Access

MCI revealed plans for a host of new access services, filling in last-mile gaps for its business and enterprise customers. MCI launched a network-based IP VPN remote access solution, allowing its customers to connect to their corporate networks through MCI's IP backbone regardless of which network platform the customer subscribes to. MCI



also unveiled plans to add Wi-Fi hot spot services to its remote access platform and to augment its own last-mile access portfolio with Tachyon satellite services.

The remote access platform is

the first service MCI is launching using its Secure Internetworking Gateway, which allows customers to migrate IP services over their existing frame relay, ATM and private IP networks as well as link them to an IP VPN. The carrier plans to launch a slew of cross-platform services over the gateway in the coming year.

Packet-based Comms—Market Research

Yankee Group expects the number of mobile subscribers globally will increase 49% over the next 4 years and reach 1.72 billion by 2007. The firm said it expects subscriber revenues to rise 51% to \$584 billion by 2007, making mobile services similar in

value to worldwide crude oil production.

It expects GSM technology will control about 80% of the market in 2007, up from 70% of the market in 2002. CDMA will grow to about 16% of the market, from 13%.

According to Yano Research, Japan would have about 5.3 million VoIP users at the end of 2003, up from 3.1 million a year ago. It said the number of VoIP users would grow to as much as 27.9 million by 2007.

Asia's IP-PBX market is expected to grow by a compound annual growth rate of 65.1% to \$1.67 billion in revenue by 2008

— Frost & Sullivan

Upcoming Events

Fall 2003 VON Conference & Expo

September 22-25 at the Hynes Convention Center in Boston.

www.pulver.com/von/

As a member of the IPCC, if you are planning to attend the Fall 2003 VON Tradeshow and Expo, you can receive significant savings by using priority code: IPCC. By using the special priority code: IPCC, you can register to attend the Fall 2003 VON Conference for:

VON Package - US\$ 1895

Full Conference - US\$ 1595

Both of these prices reflect an additional \$300 savings from Pulver's "Early Bird" pricing. If you are interested in just the Fall 2003 VON Expo, you can register for as little as US\$ 75 by using the same priority code. There are already over 70 confirmed exhibitors <http://www.pulver.com/von/exhibit.html> in the exhibit hall. Delegates with an "Exhibits Only" Registration will have access to the exhibit hall as well as the VON Keynotes. Please note that this offer expires on July 31, 2003.

China VoIP Conference & Expo

September 23-25, 2003, Beijing, China

www.china-voip.com

The IPCC will be giving a keynote speech on the advancement of softswitching and next generation networks around the world. IPCC members will also have an opportunity to participate on a softswitching panel.

Next Generation Networks: 17th Annual Conference

November 3-7, 2003 Boston, MA

<http://www.bcr.com/ngn/>

The IPCC will again lead a Birds of a Feather session at this annual conference on Next Generation Networks.

For additional information on the above listed events, please contact Lily Sun Higman at: LHigman@packetcomm.com / +1-925-275-6674.

Special Offer From Frost & Sullivan

Frost & Sullivan and the IPCC have joined forces to offer IPCC members a unique opportunity to obtain high quality, strategic, insightful, objective market research and analysis for a minimal investment. The purpose of this is to allow IPCC members the opportunity to use market information from Frost to grow and position themselves for the exciting years ahead. Only IPCC members can receive Frost & Sullivan's Voice over Packet Subscription for this unprecedented price (more than a 75% savings). This opportunity allows member companies to fully capitalize on the advantages of access to quality market research and strategic analysis.

IPCC Members Only Subscription is set up by Frost & Sullivan. Each subscribing company receives:

- Access to www.frost.com, your source for all unlimited access to content including reports (see complete report list below), articles, news, and more.
- Unlimited access within your company in North America.
- Access to Frost & Sullivan's New Research Analyst Briefings: a live audio conference for new publications to field questions and discuss findings.
- Only full IPCC members may receive this service.

For further information, please contact James Brehm, Account Manager, Frost & Sullivan at jbrehm@frost.com / +1-210-247-3868.



IPCC Industry Newsletter
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About The IPCC

“The International Packet Communications Consortium (IPCC) is the premiere forum for the worldwide advancement of the next generation networks through products, services, applications, and solutions utilizing packet-based voice, data and video communications technologies available today via any transport medium including but not limited to copper, broadband and fiber optics.

The IPCC establishes a common terminology for the softswitch-based architecture, and it promotes interoperability, conducts research, and liaises with governmental and industry organizations to address industry issues that service providers and vendors face. By providing a variety of educational seminars and by fostering the Open Network and Standard Interfaces, the Consortium accelerates the advancement and usage of softswitch-based networks.

The IPCC membership includes wireline and wireless service providers and carriers, governmental agencies, standards bodies, and equipment and software vendors representing all network elements involved in the softswitch-based and next generation network.”

Upcoming Technology Documents

Over the course of next few weeks, IPCC will release a number of Technology White Papers to its consortium members. A brief overview of these documents is as follows:

• VoP in Tandem Applications:

The document will address the following areas:

- Scalability
- Reliability
- Quality of Service
- Features and Applications
- Signaling
- Regulatory Issues

• VoP in Class 5 Applications:

The document will address the following areas:

- Scalability
- Reliability
- Quality of Service
- Features and Applications
- Signaling
- Regulatory Issues

Comments and suggestions to the new sletter and activities are welcome. Submissions to the monthly IPCC newsletter should arrive no later than the 15th of each month. All comments, submissions and ideas for new technology documents/projects should be sent to the attention of Michael Khalilian, m.khalilian@packetcomm.org.