

## Message From The Chairman

Dear ISC Members,

Last month I told you that the ISC will be transitioning to the International Packet Communications Consortium (IPCC) with a renewed focus on market development and evangelism for packet-based communications. I'm happy to tell you that on March 31, 2003, the IPCC will be formally launched. The launch will include a whole new look and feel for the organization. Here's the new logo as a preview. A press release was sent on Tuesday, March 25, as a preview to the press and industry at large (attached).



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I invite you to the IPCC member meeting on Monday, March 31, 2003, at the San Jose Convention Center to hear what we have planned for the new organization. You can register for the meeting at [http://www.softswitch.org/meetings/event\\_info/033103Announcement.asp](http://www.softswitch.org/meetings/event_info/033103Announcement.asp).

The agenda (as of 3/24/03) for the meeting is:

**IPCC Member Meeting  
Monday, March 31, 2003  
San Jose Convention Center**

Time	Topic	Presenter
8:30 AM	Continental Breakfast	
9:00 AM	Welcome	Lily
9:30 AM	Launch of IPCC - Introduce new logo, web site, and charter	Michael
	2002 Accomplishments - marketing, documents, events, overhaul of bylaw and IPR	Michael/Payam
	Legal Intercept Update	TBD
	Regulatory Update	Dennis Gallitano
10:30 AM	Break	
	2003 Goals and Activities -- reorganization of groups to Marketing and Technical	Michael
10:45 AM		
11:30 AM	Lunch	
	Yankee Group Presentation -- a summary of the entire study (wireline and wireless) will be presented	Christin Flynn/Phil Marshall
12:15 PM		
2:15 PM	Break	
2:30 PM	Service Provider Roundtable	Service Providers
3:30 PM	Break	
	Open Discussion/Q&A regarding organization of the groups, what was presented so far, etc.	All
4:00 PM		
5:00-7:00 PM	Reception	

## Message From The Chairman (Cont'd)

And, after the member meeting, join your colleagues at Spring VON 2003! ISC members get a special discount so visit <http://pulver.com/von/register.html>. Use special priority code: ISCMBR.

I hope to see you at the member meeting and see what the new IPCC is all about. Your contribution is a key factor in the acceleration of deployments of packet-based networks.

Regards,

Michael Khalilian

## Upcoming Events

### **VON Spring 2003**

April 1-3, 2003, San Jose, CA

[www.von.com](http://www.von.com)

The IPCC will be presenting a panel on softswitching and the next generation network. This session will give a general update of the architecture but will also address how softswitching fits into the wireless network.

### **China VoIP Conference & Expo**

May 27-29, 2003, Beijing, China

[www.china-voip.com](http://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.

### **SUPERCOMM 2003**

June 2-5, 2003, Atlanta, GA

[www.supercomm2003.com](http://www.supercomm2003.com)

The IPCC will again participate in the SUPERDemos. Last year's demo met with great success! Come be a part of the IPCC Interoperability Demonstration.

### **CommunicAsia 2003**

June 16-19, Singapore

[www.communicasia.com](http://www.communicasia.com)

The IPCC will co-organize a full-day conference on Next Generation Networks. Please join us at the largest communications conference and expo in the region.

For additional information on the above listed events, please contact Lily Sun:  
[Lsun@inventures.com](mailto:Lsun@inventures.com) / +1-925-275-6674.

## AT&T, Cisco Partner For Managed Services

Cisco Systems and AT&T announced they are expanding their partnership to sell managed services and equipment to medium business and smaller enterprises. The two companies said they are aligning their marketing and sales forces as well as forming advisory councils to investigate new managed services technology based on customer feedback.

Cisco and AT&T expect to get real gains out of this partnership by focusing on selling managed services to a business segment that has been traditionally passed over for the high-end enterprise market.



AT&T and Cisco started their joint effort two years ago when Cisco began selling AT&T circuits and services along with its routing equipment and software. Since then the two have brought the AT&T sales force into the mix and are now extending the effort into both companies' indirect sales channels.

The partnership will offer 17 separate services, including IP VPN, IP network security, metro optical and

Ethernet services, managed router services and hosting services and voice/data integrated-access services. The two plan to package equipment and service in one offering, opening up managed services to smaller and medium businesses that would normally not go through the trouble of separately procuring circuits from AT&T and buying equipment from Cisco.

Cisco has struck similar partnerships with SBC, Sprint and other carriers, but Cisco officials said this alliance it's broadest so far.

## Santera Announces Customer Wins, New Product Release

Santera Systems Inc., a leading provider of now- and next-generation switching solutions, announced that the SanteraOne platform has complete IXC-tandem replacement functionality and is commercially available for installation in networks.

The first customer to install a SanteraOne to replace its legacy Nortel long-distance switch is Cinergy Communications. The car-

rier is currently in the process of migrating its network from legacy time division multiplexing (TDM) equipment to a next-generation switching system that can carry packet-based voice and data traffic, as well as to traditional circuit based voice traffic. Cinergy Communications is also using SanteraOne to replace a CopperCom switch in its local network to deliver both traditional and newer IP-based Class 5 services. Santera also announced that BridgeCom, a provider whose current ser-

vices relies in part on UNE-P and its existing data and unified messaging facilities, is using SanteraOne to become a full facilities-based provider.

Santera has also added wireless functionality to SanteraOne's media gateway, allowing for operation in a wireless network. Currently in lab trials with wireless Beta customers, SanteraOne, with this increased functionality, will be in field applications at the end of first quarter 2003.

## EarthLink Launches Internet Telephony, Taps BellSouth



EarthLink, the USA's No. 3 Internet service provider, announced the first mainstream

Internet telephony service aimed at consumers.

For about \$90 a month, EarthLink customers can get unlimited high-speed Internet access and unlimited local and long-distance calls in the USA. That's comparable to similar bundles from telephone carriers, including Verizon Communications.

EarthLink's service, powered by privately held Vonage, is one of the first to make home Internet calls as easy as regular calls. Customers use a regular phone, which they plug into an adapter. They can call any-



one with any kind of phone. Additionally, EarthLink Inc. and BellSouth Corp. have expanded an agreement to offer high-speed Internet service throughout BellSouth's markets.

Under the financial terms of the deal, which were not disclosed, EarthLink will be able to use BellSouth's broadband infrastructure to serve an additional 4.5 million households, expanding its market presence to 79 cities within BellSouth's markets. With this agreement, EarthLink expects to begin widening its coverage in existing markets and introducing service in new ones during the second quarter of 2003.

## Telverse & Sentient Partner To Deliver VoIPpro

Telverse Communications, the wholesale 'Business Tone' IP communications service provider, announced a partnership with Sentient Group, Inc. to deliver the Sentient VoIPpro service. Available now, VoIPpro offers a wide variety of IP-based phone services above and beyond traditional PBX, key systems or Centrex services.

Sentient, through its partnership with Telverse is providing VoIPpro service throughout California and nationwide. The VoIPpro service enables geographically dispersed companies to connect offices and remote workers with greater



cost effectiveness via a centrally managed voice/data IP communications service. VoIPpro services offer a user-friendly web-based interface for service management, end-user control and access to their communications service through any WAP-enabled device.

Telverse supplies Sentient with a cost effective, private labeled, turnkey communications service designed to increase revenues, build customer loyalty and generate

brand awareness.

Telverse 'Business Tone' service gives its service partners an alternative offering to traditional Centrex, PBXs, key systems and IP-PBXs. The service includes a TelePortal for moves/adds/changes, initiation of find/follow-me services, IP conferencing, online summary of call logs, click-to-dial services and complete access to online billing information, unified communications, networking with existing PBX and Voice-mail systems, in addition to traditional PBX features.

## VocalTec Goes SIP, Partners With Telica

VocalTec Communications introduced a SIP-based softswitch architecture designed in part to get the company further into the domestic long-distance market.

The Essentra platform integrates with media gateway solutions to provide a migration from the current PSTN architecture. VocalTec, which



has won much of its business overseas, is clearly aiming the new platform at carriers carrying more domestic traffic who have yet to make the jump from circuit-switched to packet-based infrastructures.

VocalTec also signed a joint

marketing and product alliance with next-gen switch vendor Telica. Telica, which has been targeting the U.S. Tier-1 market, will get access to a number of international accounts where VocalTec has had its greatest success.

## News From Around the Industry

- Enhancing its IP technology, Cisco Systems will pay \$13.5 million in stock to buy telecom software specialist SignalWorks.

The two companies already have a working relationship. SignalWorks' Acoustic Echo Canceller (AEC) software is used by Cisco in its IP phones. About 1.5 million have been shipped, mostly to Fortune 500 firms.

In addition to sound clarity, the application supports speakerphone capabilities, stereo sound and PC-based soft phones. These features, Cisco believes, will allow it to further penetrate the enterprise, small- and medium-sized business, and service provider managed services markets.

Additionally, Cisco moved into the small-office/home-

office networking space, with its \$500 million purchase of Linksys Group Inc. last week

- British Telecom has reached a major milestone in broadband connections with its 750,000th asymmetric digital subscriber line (ADSL), and the company is on course for one million connections by this summer.

*On average, U.S. consumers pay \$58 a month for local and long-distance service. Broadband runs about \$45 a month.*

*Gartner Group*

## NexTone Wins Customer, Taps SnowShore

Latinode Communications, the leading provider of wholesale Voice Over IP (VoIP) long distance services for Latin America, today announced the completion of its network migration to a session controller architecture based on NexTone technology. Latinode's network uses the NexTone Multiprotocol Signaling Switch (MSW) in its core to provide advanced session routing, enhanced service quality and simplified network operations. Latinode is also replacing back-to-back VoIP gateways with the NexTone Multiprotocol Session Controller (MSC) to reduce the time and cost needed to interconnect with other international carriers.

Latinode uses NexTone and Cisco based technologies to deliver carrier class services, including fax, voice, and hosting/management of pre-paid services over IP. Latinode's customers include carriers, wholesalers, retailers, and pre-paid calling card vendors, who are attracted to lower international termination rates, faster access, and quality of service enabled by the packet technol-



ogy employed in the Latinode network.

The NexTone MSW is a core session controller that is deployed at the center of the network. It provides a sophisticated route engine, centralized collection of call detail records, SIP/H.323 interworking and service-level call admission control. The MSW dramatically improves call completion rates by using advanced routing capabilities such as call route hunting. Route hunting by the MSW allows carriers to dynamically route traffic to different route partners based on call completion rate, route profit and route availability. This capability has resulted in a 26 percent improvement in Latinode's route profit margins.

The NexTone MSC serves as a border session controller deployed at the network edge. Latinode uses the dynamic call admission control, SIP/H.323 interworking function and network address transla-

tion capability of the MSC to interconnect with other IP based carriers. The flexibility of the MSC enables Latinode to securely and quickly interconnect directly with its carrier partners via IP instead of using gateways deployed in a back-to-back configuration. The ability of the MSC to interoperate with gateway products from Cisco, Sonus, Clarent, Lucent, Quintum, and VocalTec enables Latinode to rapidly facilitate VoIP interconnects across multiple carriers, thereby greatly enhancing their revenues and optimizing their margins.

Additionally, NexTone Communications announced that it has partnered with SnowShore Networks to offer its field proven Multiprotocol Session Controller (MSC) on SnowShore's A1-Media Firewall media processing platform. This highly scalable, best in class border solution will allow carriers to ensure the highest possible levels of security and reliability in the cross-network delivery and peering of IP communication services.



## Packet-based Comms—Market Research

The opportunity for the hosted IP voice market is staggering with an expected growth of up to \$6.7 billion by 2007 (IDC, U.S. Hosted IP Voice Forecast and Analysis, 2002-07).

Analysts at Synergy Research Group expect the IP telephony market to increase from approximately \$900 million in 2002 to \$4.3 billion in 2006.

According to an IDC Israel

survey, Israeli telecommunications market revenue amounted to \$3.78 billion in 2002, \$2.6 billion of which, amounting to two thirds, came from cellular communications, and \$1.17 billion from fixed-line communications.

According to Allied Business Intelligence, shipments of IP PBX seats are projected to grow from 1.9 million in 2001 to 42 million in 2007. Manu-

facturers of IP-based systems in 2007 are projected to generate 500% more revenues than manufacturers of legacy equipment in the same year.

According to Frost & Sullivan, the international long distance wholesale business in Latin America will grow from 1 billion minutes of use in 2001 to 15.4 billion minutes in 2007



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## About ISC

“The International Softswitch Consortium (ISC) 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 ISC 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 ISC 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, ISC will release a number of Technology White Papers to its consortium members. A brief overview of these documents is as follows:

### • **Softswitching in Wireless:**

Various Research, Development and Strategic Technology teams are partnering to develop a softswitch reference architecture model. The document will define the three general areas for Softswitch in Wireless that is emerging this year:

- Packet Gateway MSC for local and long distance
- Distributed MSC
- WiFi Integration with Macro Cellular

### • **Packet-based Communications—Hosted Applications:**

Next-generation VoIP networks will have many functions to deliver the best performance if those functions are hosted. That functionality will reside in multiple hardware and software components. The question is not how many components will be needed but whether the network is intelligent enough to control the diverse services hosted across them. This paper will define how today's applications-enabled softswitch has the super-intelligence needed to drive these diverse components and deliver the variety of services in the VoIP networks of tomorrow.