



## Message From The Chairman

Dear IPCC Members,

It's been quite a few months here at the new IPCC. As I promised that there would be positive changes on the horizon for the organization. We have made tremendous progress including:

- Revised the corporate bylaws and IPR policies to make it easier for the organization and its members to conduct business.
- Changed the organization's name from the ISC to the International Packet Communications Consortium (IPCC) to better represent the ever evolving and exciting industry we're in.
- Completed and distributed the Yankee Group study "Analysis of Global Deployment Plans for Packet Voice Architectures".
- Completed the following Packet technology reference documents:
  - PRI Offload Using Packet Based Communications
  - Defining SIP in the Next Generation Network
  - Softswitching in Wireless
  - Softswitching Reference Architecture v2.0
  - Deploying SIP Applications
- Held a Service Provider Forum that included representatives from Sprint, Nextel and Qwest, and received valuable information from them about where the IPCC should focus.
- Liaise with numerous other industry associations to provide support and value to the industry and our members.

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Over the next few months, we have more exciting and valuable activities in store, including:

- SUPERDemo at SUPERCOMM – IPCC members will be featured in the IPCC Pavilion. This year's Pavilion will feature a theatre area where participating members will be given the opportunity to make a presentation about their products/services. The IPCC is in Hall C1 Booth 10029. Please come visit your fellow IPCC members.
- IPCC Members will also participate in a panel discussion titled: "IP Services: Are we there yet?" This is a FREE session on Monday, June 2, 10 am-11:30 am, room B312-313.
- Continued development of documents:
  - Hosted Services document is currently out for comments/edits. Will be finalized in the next month
  - Glossary of next generation telecom terminologies
  - CLASS 4/Tandem Applications using Packet-based Networks
  - CLASS 5 services using Packet-based Networks
  - Packet Cable Applications
- Business Services project which includes research, documentation, business models, etc.
- Continued outreach including speaking engagements, partnerships with various industry organizations, etc.
- Additional research such as the end-user wants and needs for small, medium and large businesses.

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## Message From The Chairman (Continued) ...



**6th Annual SuperComm SUPERQuest Awards Ceremony**  
**Tuesday, June 3, 2003 at 5:00 pm**  
**Room C101 of the Georgia World Congress Center Atlanta**

I am also pleased to have been selected as a judge for the SUPERCOMM SUPERQuest awards in the Next Gen Products and Service Providers category. Now in its 6th year at SUPERCOMM 2003, the SUPERQuest Awards are the pre-eminent honor given to communications and IT product and service manufacturers for superior achievement in public and private network design and operations.

As you can see, we have accomplished quite a bit and will continue to develop activities, documents, research, and whatever is needed to make the IPCC the premier organization in the next generation network/packet communications industry. I encourage all of you to sign up for the various activities that have been outlined here and in my other emails, and check the web site [www.packetcomm.org](http://www.packetcomm.org) for the latest news and information.

As always, please feel free to contact me if you have any questions or are interested in getting involved in the activities. I hope to see all of you at SUPERCOMM. Please stop by the IPCC booth (#10026) and see what we're up to.

Thank you and regards,

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## Tekelec & Santera Combine Next-Gen Switching Business

Tekelec and Santera Systems, Inc. announced that they have signed a definitive agreement to combine their next-generation switching businesses to better address the needs of telecommunications service providers. The business, which includes investments of cash and strategic assets from both companies, will be a majority owned subsidiary of Tekelec and will be called Santera, a Tekelec company.

The transaction creates a switching solutions center of excellence for Tekelec in Plano, Texas, Santera Systems' current headquarters. The switching solutions center will complement Tekelec's existing signaling



solutions center of excellence in Research Triangle Park, North Carolina.



Under the terms of the agreement, Tekelec will contribute \$28 million in cash and its existing packet telephony business. Santera's current investors will contribute its assets and an additional \$12 million in cash. Initially, the division will be 52% owned by Tekelec. Tekelec will also have the ability to increase its ownership percentage in the new subsidiary up to 62.5% and has the option to purchase the entire remaining interest

during the period from July 1, 2005 through December 31, 2007. The transaction is expected to close before the end of the Q2, pending U.S. anti-trust approval.

Fred Lax, Tekelec's President and CEO, will be chairman of the new unit's Board of Directors. Marty Kaplan, current chairman of Santera's Board of Directors, is expected to join Tekelec's Board of Directors, upon closing of the transaction. In addition, Marty will continue to work closely with the Santera management team and its new Board. Tekelec will have a majority of seats on the new Board of Directors.

## SAIC, CSC Select BroadSoft



BroadSoft and the Science Applications International Corporation (SAIC) have entered into a cooperative agreement. Through this strategic alliance, SAIC, the nation's largest employee-owned research and engineering company, will deploy BroadSoft's BroadWorks platform as a key component of its system integration, distribution, and managed communications services for global

telecommunications carriers and large enterprise customers.

SAIC, a Fortune 500 company, is a leading provider of telecommunications services. The company selected BroadSoft's BroadWorks platform to expand its existing managed services portfolio to include Hosted PBX and IP Centrex applications.

Additionally, BroadSoft announced that Computer Sciences Corporation, a provider of hosted voice and data

services to several federal agencies, selected BroadWorks solution to deliver hosted communications services to a major federal agency customer.

BroadSoft has now announced 16 customers that are using the BroadWorks hosted communications platform. With the most announced customers in the hosted communications space, BroadSoft is the leader in the market for these applications.

## Sylantro Completes Interoperability With CITELE, Swissvoice



Technologies announced their partnership to deliver an innovative SIP-based solution that allows service providers to deliver advanced hosted PBX and IP Centrex services to millions of legacy business telephone sets currently in use. This new joint offering also enables business users to preserve the largest portion of their previous communications investment – their digital telephone handsets – while benefiting from ad-

vanced IP Centrex capabilities.

The two companies have partnered to establish interoperability between Sylantro's applications feature server and CITELE's *CITELink*<sup>TM</sup> IP Handset Gateway, which links digital telephone handsets with IP-based communications services.

Sylantro and Swissvoice Group, a major supplier of fixed network telephone sets, announced the successful completion of interoperability testing between Swissvoice's IP phones

and Sylantro's telco-grade application server. Both companies worked closely to reach full operability between Swissvoice's IP20/IP10 devices and Sylantro's application server and applications.

Sylantro also announced that globally, more than 15 incumbent and next-generation service providers are offering services based on Sylantro's application feature servers. The announcement underscores the growing market momentum for integrated communications services.

## VocalData Launches New Application Initiatives

VocalData Inc., announced a new applications initiative, centered around four key categories of IP telephony services: productivity applications, mobility applications, business applications and desktop integration applications. The new initiative is designed to help service providers demonstrate and deliver a quick return on VoIP investment to their business customers.

VocalData developed its ap-



plications initiative based on specific requests from VocalData's service provider customers and their end users – and after market research showed that certain hosted PBX applications deliver higher revenue margins to service providers. The initiative is designed to enable businesses and individual workers to leverage the unique functionality of IP telephony ap-

plications to improve their success – and thus capture a quick return on their VoIP investment.

VocalData also launched its new Business Success Portfolio program, a suite of services and tools designed to assist VocalData's service provider customers with the successful implementation, marketing and selling of revenue-generating, hosted IP telephony solutions.

## Sprint to Resell Santera



Sprint announced that Santera Systems Inc., has selected Sprint North Supply to be the first nationwide wholesale distributor for Santera One, a carrier-grade integrated voice and data switching solution that delivers key applications all on a single platform.

With both TDM and packet fabrics, SanteraOne is a cost-effective alternative for either TDM only or TDM/data-centric applications. The carrier-grade switch enables a

smooth migration from traditional circuit-based networks to next generation packet-based technology. It allows services to be switched in their native form as well as any-to-any mode and delivers full-featured performance in network environments including IXC Tandem, Voice over Broadband, and comprehensive Class 5 functionality with LNP, CALEA, and GR-303 interfaces.

Sprint North Supply's reach, breadth of knowledge and commitment to customer service allows Santera to focus

its efforts on the business of producing carrier-grade switching solutions.

Between Sprint North Supply and Santera, service providers can rest assured that they are getting the five-nines of quality and reliability their subscribers deserve in SanteraOne.

Sprint North Supply is a supply chain solution provider serving network service providers, manufacturers and resellers throughout North America.

Hosted IP-PBX accounted for about \$16 million in worldwide VOIP service revenues in 2001, roughly 35% of total sales. By 2008, hosted IP-PBX revenues will have grown 39% to over \$9 billion and will represent more than 25% of worldwide VOIP service revenues — ABI

## News From Around the Industry

- Sonus Networks Inc. announced a secondary public offering, selling 20 million shares at \$3.05 a share, raising \$61 million, which will amount to about \$57 million after underwriter Goldman Sachs & Co. takes its cut.
- VocalData is set to close \$15 million in a third round of financing next month, company executives told industry sources. This will bring VocalData's total funding to date to \$62.5 million. The company expects the latest tranche to see it through to profitability by mid-2004.
- Wholesale service provider Level 3 Communications Inc., announced that it is shipping between 15 billion and 20 billion soft-switched minutes a month in the US.
- Telica, Inc., announces that Rio Communications Inc., an Oregon-based integrated telecommunications service provider, has completed the first phase of a regional ten-city deployment of the Telica® Plexus(tm) 9000.

## Qwest To Offer Voice-Over-Net Services

Qwest Communications said it plans to launch a voice-over Internet protocol service around mid- May. The offering will be introduced in a couple of markets outside Qwest's 14-state local phone region.

The voice-over-IP offering will be targeted to businesses and will include local, long-distance, Internet telephone calling, dedicated Internet access and features to meet customer calling patterns and needs.

Qwest characterized the effort as part of a trend toward "ubiquity," or the communications industry's equivalent of a Starbucks coffee shop on every corner.

Voice-over-IP technology en-



ables any laptop or personal computer to act as an employee's office with phone call and conferencing capabilities. Rather than voice services being a stationary application, users can integrate their communications services anywhere, any time.

Customers of the Qwest service will have a "personal communications dashboard" integrated with Microsoft Office that will enable them to select where to forward specific calls and how to prioritize voice mails, among other features.

Packages and pricing weren't disclosed. But the offering

moves Qwest into a space where it is selling value-added services that have higher gross-profit margins. Drawing a comparison to traditional telephone services, Qwest noted that the company doesn't make much money on providing just a dial tone but does make good margins on the features on top of a dial tone, such as call waiting and caller ID.

Qwest executives stressed that it will take some time for the company to generate significant revenues from voice-over IP. Qwest also wants to keep the service as unregulated as possible and is working closely with its regulatory and legal folks on such issues. Eventually Qwest would like to offer the product within its 14-state region.

## MyaTel Selects MetaSwitch

MetaSwitch announced that MyaTel Corporation, a Florida-based local and long distance competitive service provider, has selected the MetaSwitch VP3500 Next Generation Class 5 Switch to provide packet voice and traditional TDM services. MetaSwitch was selected after a comprehensive review of next generation switch vendors,



including CopperCom, Sentito, Lucent and Siemens. The key advantages of the MetaSwitch solution included its proven Class 5 capabilities, exceptional support and superior financial stability based on over 21 years of consistent, profitable growth.

MyaTel, a facilities-based local & long distance exchange carrier provides local, long distance, CLASS, Centrex and high-speed Internet services to a growing base of small to medium-sized businesses and residential customers in Ft. Lauderdale, Jacksonville, Miami, Orlando, Tampa and West Palm Beach.

## Packet-based Comms—Market Research

According to Gartner and eMarketer, there will be 4.2 million Wireless local area network users in North America in 2003. Projected number of WLAN users in North America in 2007 is 31 million.

According to eMarketer, in 2002, North America had 3,400 hot spots, compared with Western Europe's 1,400. By 2007, Western Europe is projected to have 30,000 hot spots, surpassing North America's 27,000.

In just two years, the number of broadband, or high-speed, Internet connections has grown tenfold, to more than 10 million. Broadband should reach about half of all homes by 2007, according to forecasts by Gartner Japan.

Web, audio, & data conferencing and Groupware comprise one of the fastest-growing segments in the telecom industry. Total spending in these areas is expected to jump from \$5.8 billion in 2002 to \$6.95 billion in 2003.—TIA

## Upcoming Events

### **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.

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

September 23-25, 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.

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



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](mailto:m.khalilian@packetcomm.org).