



Message From The Chairman

Dear IPCC Members,

As you know, I've been working on partnerships and collaboration with other industry organizations to better improve the next generation/packet telecommunications space. One of the key areas that many of our members want improvement in is a better relationship with service providers and carriers. To that end, I am proud to announce that we will be working with the CompTel/ASCENT Alliance at their Spring Convention & Expo, February 8-11, 2004. The relationship will be comprised of three areas:

1. Member Meeting – the next IPCC member meeting will take place at the Anaheim Convention Center (where the CompTel/ASCENT Expo will be located), on Wednesday, February 11, 2004.
2. The Voice over IP track at the conference will be hosted by the IPCC. Please watch your email and the web site for speaker submission opportunities.
3. The CompTel/ASCENT Alliance will extend to IPCC members special rates to exhibit at the show and special discounts to attend the event. IPCC members will have a special area on the show floor specially dedicated to Packet Communications exhibits.

Please watch your emails and check the web site for more information on the special offers.

Again, the next IPCC member meeting will be taking place on Wednesday, February 11, 2004, at the Anaheim Convention Center. We will be working over the next few weeks to develop an agenda.

We also have many new projects under way. Please see the last page of this newsletter for details. Each group's lead is preparing for the first meeting so get signed up quickly. And, if you have ideas for additional projects, please let me or Lily Higman (Lhigman@packetcomm.org/712-540-4996) know so that we can get it in the queue. If you see a project that you'd like to take a leadership role on, please also let us know.

We have a lot going on over the next few months and hope that you will continue to join us in developing the market for packet communications. We will be looking forward to a more prosperous year for our industry in 2004 and want to make sure that you're all a part of it.

Please feel free to contact me with any comments and suggestions.

Regards,

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Multiple Customer Wins For BroadSoft

BROADSOFT With nine new customers and the launch of a new multimedia conferencing feature, Maryland-based BroadSoft made its case last week that hosted communications and the competitive service providers adopting it are alive and well.

BroadSoft announced ACC Telecom (Columbia, Md.), CyberSouth Networks (Vidalia, Ga.), Fox Communications (Kirkland, Wash.), MetTel (New York), Reynwood Communications (New York and Shrewsbury, N.J.), Tiogan Networks (Moraga, Calif.), Virtual IP and Who's Calling (Kirkland, Wash.) as its most recent customer wins.

BroadSoft launched the first of what

it hopes will be a series of customer conferences for hosted voice providers last week where it introduced the BroadWorks Conferencing Server. The new multimedia server provides a common platform for hosted PBX, voice VPN, unified messaging and conferencing. It is fully integrated with BroadWorks' back office capabilities and uses the company's CommPilot Web interface for scheduling and setting up conferences for as many as 96 users.

The conferencing server is intended to move conferencing into the mainstream. BroadSoft has integrated the conferencing server into its hosted communications platform in order to make multimedia conferencing as easy as regular voice services.

In addition to the customers listed above, BroadSoft also signed Onvoy, an integrated broadband provider from Minnesota. Using its private IP network, Onvoy offers local, long-distance voice, video conferencing, Internet access and private data networks.

Among BroadSoft's customers are independent operating companies, international long-distance carriers entering the local market, ISPs and CLECs.

The customer conference BroadSoft held in Phoenix last week brought these customers together to discuss among other issues the company's roadmap for the future of hosted communications.

Qwest To Roll-out VoIP

Local U.S. telephone company Qwest Communications International Inc. plans to roll out telephone service via the Internet in Minnesota since traditional, costly regulations do not apply there, the company's chief executive said.

The decision by the No. 4 local telephone carrier, which may expand the service to other states, comes after a federal judge's ruling last month that protects information services from regulation and preempts state limits



on VoIP services.

Companies that offer VoIP could avoid costly fees for connecting calls, and do not make direct payments to a fund to support rural and high-cost telephone and data service.

The new attention on VoIP came after a company challenged and pushed back attempts by the Minnesota Pub-

lic Utilities Commission to apply the same rules that cover phone companies to a VoIP provider called Vonage Holdings Corp. Vonage, which bills itself as "the broadband phone company," enables computer users with high-speed Internet connections to make and receive phone calls worldwide with a touch-tone telephone for a monthly fee of as little as \$35. The company has signed up about 500 customers with Minnesota addresses.

BellSouth Expands VoIP Offering



BellSouth announced that it has expanded its voice-over-IP services to include packaged communications solutions targeted at small and mid-sized business customers.

The bundle, which includes Cisco and Nortel customer premises equipment, is designed to give users an

easy migration path to VoIP at a time when more and more businesses are starting to ask about those services. The package, which also includes network transport and professional services, is part of a larger BellSouth effort to capture as much of the evolving next-gen voice market as possible.

"It is an extension of what we've

been offering in the way of PBX IP solutions," said a BellSouth spokesman.

Next year, the company plans to rollout network-based VoIP services using softswitches. The current offering is geared to any business with more than 11 handsets and can grow to customers with several hundred users at multiple locations.

iBasis Selects NexTone



NexTone Communications, the leading provider of session controller technologies for secure peering of packet networks, announced that the leader in Internet-based voice communications, iBasis, Inc., based in Burlington, Massachusetts, has chosen the NexTone Multiprotocol Session Controller for deployment in

the iBasis Network™, the company's voice over Internet Protocol (VoIP) network.

The Multiprotocol Session Controller (MSC), NexTone's scalable carrier class edge session controller, solves the complex interoperability and security issues of VoIP network peering. The NexTone MSC provides iBasis with call admission control, route enforcement and the regulation

of bandwidth consumption to manage multimedia flows across IP interconnects for both carrier and enterprise boundaries.

Additionally the NexTone MSC provides stateful protocol interworking between SIP and H.323, different implementations of T.38 fax, as well as between multi-vendor VoIP networks.

Telica Wins ICS



Telica, Inc., announced that Integrated Communication

Solutions (ICS) selected Telica's carrier-grade soft-switch architecture as part of its multi-city, infrastructure buildout. ICS has deployed multiple Telica Plexus™ 9000 systems to provide wholesale long-distance services across its nationwide network.

ICS, an Ohio-based wholesale and enterprise provider, has built out a nationwide network of hubs using the Telica softswitch technology.

Telica's platform, in conjunction with ICS's proprietary software routing tool, allows ICS to offer the lowest possible cost to its carrier customers, such as Signet, Deltacom Networks.

By deploying Telica's solution in its backbone network, ICS realizes substantial capital expenditure and operational savings by taking advantage of the unique VoIP routing capabilities of the Telica switch while avoiding investment in legacy TDM equipment. In addition, the Telica solution brings state-of-the-art management and provisioning

tools to ICS, making its network significantly easier to administer.

Telica's Plexus 9000 is a carrier-grade switch that includes all the elements of a softswitch-based solution - media gateway, media gateway controller and signaling gateway - to provide Class 4/5, IP and TDM switching for wireline and wireless networks. These various softswitch components may be deployed in either a distributed or integrated configuration to meet a wide range of network requirements.



Overall spending on telecom services in the U.S. will grow less than 3% in 2004 -- from \$299 billion to \$307 billion. Meanwhile, U.S. service providers will spend 3% more on equipment in 2004, \$25.4 billion instead of the \$24.6 billion spent this year—IDC

News From Around the Industry

- UTStarcom, Inc. announced that it has signed an expansion contract valued in excess of \$30 million with Shanxi China Netcom. Under the terms of the contract, UTStarcom will expand and upgrade, existing IP-based PAS platforms in 19 county-level cities in the Province.

has received a strategic investment from Siemens Venture Capital to enable new product delivery and support for market expansion in the coming year. Together with past funding rounds, IP Unity's private capitalization now totals nearly \$70 million.

- IP Unity announced that it

- Mediatrix Telecom, Inc., announced that it has re-

ceived additional funding through its parent company, Media5 Corporation, and has announced a new management team. The funding will be used to support Mediatrix' strategic market initiatives which include the continued expansion of its VoIP access devices, gateways and software.

WMTA Begins Field Trial With sentitO

sentitO Networks announced that Woolstock Mutual Telephone Association (WMTA), a progressive independent operating company (IOC) based in Woolstock, Iowa will begin a Rural Utilities Service (RUS) field trial with sentitO's New End Office (NEO) softswitching platform.

End office softswitching differs from traditional softswitching solutions by focusing squarely on offering the service breadth (VoIP, SIP-based calling services), reliability, regulatory compliance, and scalability service providers demand when deliv-



ering converged services and connectivity directly to their residential and enterprise subscribers.

With successful completion of the trial, sentitO will be placed on the RUS-approved vendor list in the first quarter of next year, making it easier for RUS-funded service providers to finance their deployments of the New End Office. RUS is a branch of the U.S. Department of Agriculture that provides low-interest

loans to rural telecommunications service providers to enable the development of an advanced communications infrastructure in rural locations of the United States.

WMTA will use sentitO's NEO to replace the company's existing Class 5 switch, as well as their external RAS devices. The NEO uniquely incorporates V.92 RAS modem termination and services, allowing rural service providers to both improve the level of dial-up Internet services they provide their customers, while dramatically reducing the costs of providing those services.

ACE * COMM Signs New Customers



ACE*COMM announced it has closed four new customer deals for NetPlus® since July 2003. The new customers encompass a variety of market sectors including a federal government civilian agency, a local-county government, a state government, and a financial markets organization. Each has turned to NetPlus®

EOSS as the platform for automating delivery of network services and management functions to help improve voice & data communications and control service costs.

Earlier this year, ACE*COMM introduced NetPlus® 6 EOSS which features a platform based on the n-tiered J2EE architecture, and represents a major improvement in

flexibility, extensibility, and mobility as compared to present day systems. The new browser-based interface eliminates the need for time-consuming client installation and upgrades, and includes a configurable Workflow Engine that enables IT departments to further automate labor and paper-intensive processes for improved network operating efficiency and data accuracy.



RHK predicts that wireline spending for full-year 2003 will likely fall below the most-likely forecast of \$31.2 billion and above the pessimistic forecast of \$29.0 billion. Mobile capital spending is expected to be close to the most-likely forecast of \$17.9 billion.

Packet-based Comms—Market Research

Spending on fixed-line telecom services in the United States will shrink 3% in 2004, from \$214 billion to \$207 billion. At the same time, domestic spending on wireless services will increase 15%, from \$85 billion to \$100 billion, driven largely by wireless data services. That's according to a new report from research analysis firm IDC.

The global broadband market is set to more than double in size to US\$80 billion from US\$30 billion within five years, according to a new study from management and technology consulting firm Arthur D. Little.

The Global Broadband Report predicts a compound annual growth rate (CAGR) of 22%

between 2003 and 2008. Europe is expected to record the highest growth rate, with a predicted CAGR of 30%. As it stands, North America is the world's largest broadband market, accounting for 45% of global revenues, while Europe and Asia each generate 20%. There are currently 57 million broadband subscribers worldwide.

Upcoming Events

The Western Show

Anaheim, CA
December 2-5, 2003

CompTel/ASCENT Spring Convention & Expo

Anaheim, CA
February 8-11, 2004

Spring VON 2004

Santa Clara, CA
March 28-April 1, 2004

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



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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 Projects

Voice over 802.11 document: This document will provide an overview of the benefits of providing Voice over 802.11 over packet technology and how this technology might be implemented in various networks.

Introduction to OSS in a Packet Environment document: This introductory document will provide an overview of the essential elements involved and needed in an OSS infrastructure for a packet-based environment.

Hosted Services research: This study will focus on end users and the wants and needs they have in the telecommunications/data area. Both service providers and vendors will benefit from this study.

Network Boundary Project (Session Border Control & Security): to develop a clear understanding of Network Boundary issues and solutions, description of the network architecture to include network boundary elements and various implementations, and develop any recommendations as appropriate.

Government Liaison Committee: The goal of this group is to educate policy makers, including FCC, state commissions, as well as Congress and the administration on technical and policy issues affecting the packet communications industry. The group will provide regular updates on FCC and other agency proceedings that may affect the industry. Based on these, the group will determine what and how the IPCC will advocate.

Recently Completed Documents:

- Softswitch as a CLASS 4 Tandem Replacement
- Introduction to Hosted Services
- Leveraging Legacy Networks while Delivering Enhanced IP Services

To Access these and other documents, please visit <http://www.packetcomm.org/dms/categorylist.asp>

Recent Announcements:

- IPCC Releases two new white papers: Softswitch as a CLASS 4 Tandem Replacement and Leveraging Legacy Networks while delivering Enhanced IP Services
- IPCC Announces Election Results for Its New Board of Directors
- IPCC Establishes Special Service Provider Integrator Board to Guide Activities of the Organization

To read these and other IPCC Announcements, please go to: http://www.packetcomm.org/newspr/press_releases.asp