



## Message From The Chairman

Dear IPCC Members,

Following on the great success of our gathering of the service providers and integrators forum in Boston, the IPCC has started several new projects that we'd like to invite you, our members, to get involved with:

1. 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.
2. 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.
3. 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.
4. 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.
5. 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.

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I'd like to encourage all of you to get involved in and benefit from any or all of these projects, please email Lily Higman ([Lhigman@packetcomm.org](mailto:Lhigman@packetcomm.org)).

If you have any ideas for additional projects or documents that you'd like to initiate, please let me know. We're looking for leaders that can take charge of some of these great ideas to carry them through to completion.

Please feel free to contact me if you have any questions.

Regards,

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## Alcatel Wins Voice-over-IP Contract With Telenor



Alcatel announced that Telenor, the main telecommunications carrier in Norway, has selected Alcatel for the deployment of a VoIP solution, enabling Telenor to offer VPN services over IP. The contract provides Telenor Business Communication with the framework to offer viable integrated services to its enterprise customers across traditional telephone and IP networks.

The solution consists of the Alcatel 5020 Softswitch, the Alcatel 8690 Open Services Platform running the Alcatel 8605 Multimedia Applications Suite, and the Alcatel 7505 and 7510 Media Gateways.

Alcatel is providing Telenor with the building blocks needed to create an

IP-based network that offers the quality and reliability of conventional telephone networks for a full range of voice and multimedia services. In addition, Alcatel's VoIP solution saves costs by enabling more rapid service creation - thereby assuring sustainable competitive advantage and revenue growth.

Trygve Rolseth, director telephony services, Telenor Business Communication, commented: "We have very high expectations of this project as it enables Telenor to launch delivery of IP-based net-centric services to our customers. We have chosen Alcatel because their solutions will help us to gradually migrate our applications towards an IP environment and expand our services. As a result, we can satisfy the increasing needs of our business clients. We

strongly believe in the market potential for new enterprise services."

"This Telenor project is at the forefront of new developments by progressive service providers," said Alan Mottram, President of Alcatel's fixed solutions activities. "Delivering new and innovative services to the enterprise segment is a key objective for our customers. It is rewarding to see that more and more providers are following the lead of companies like Telenor in building new capabilities to deliver high value services to their customers. Alcatel's investment in applications and softswitches ideally positions us to take advantage of this growing trend."

The contract will be commercially deployed in early 2004.

## Level 3 Launches Remote Access Service

Level 3 Communications is turning its vast network of wholesale dial-up POPs to its own advantage, launching one of the nation's largest business remote access services. Utilizing its 2400 U.S. local access points and local access agreements in 130 countries, Level 3 plans to sell the remote access service as an extension to its VPN offerings through channel partners and resellers.

Level 3 runs an estimated one-third of all U.S. dial-up POPs covering 93% of the population and boasts al



most every major ISP as a wholesale customer. For the new service, it has optimized the standard managed-modem service it offers those wholesale customers to integrate directly into corporate extranets and intranets using its global network of softswitches. The service also supports broadband connections through DSL, cable and public Wi-Fi hotspots. The service is also optimized

with V.92 technology, which allows dial-up customers to interrupt a data-session for voice calling without severing their connections to the network.

Over the last year, Level 3 has become aggressive in developing direct services for enterprises, transforming itself from a wholesale provider to a direct provider. Last month Level 3 began offering Ethernet services and voice-over-IP services.

## Cisco Shrinks Telephony Platform For Small Office



Cisco Systems is downsizing its CallManager IP Communications system to fit into the small office environment.

The CallManager Express, which is being resold by at least one European carrier, is being integrated into Cisco's IOS software, which in turn

is being integrated into the vendor's access routers. Additionally, the package includes Unity Express, a voice-mail and automated-attendant offering that also is part of the router line.

The new platform is being offered by FastWeb in Italy. Cisco also has created a customer portal with 10 "blueprints" that show users how to

create services specifically geared to the CallManager Express.

In one example, clothing retailer Abercrombie & Fitch is using the new system to push a list of retail outlets' phone numbers to IP handsets that sit in their stores, allowing clerks to call other locations when they search for specific merchandise.

## Oni Telecom Deploys Sonus


 Portuguese telecom provider Oni Telecom and Sonus Networks announced that Oni is partnering with Sonus to build out a packet voice network. With the Sonus-based IP voice infrastructure, Oni will offer residential and corporate customers a variety of telephony services, including local and long distance voice services,

as well as enhanced services such as voice VPN.

In a multi-phase deployment, Oni is implementing the full set of Sonus voice infrastructure solutions: the GSX9000 Open Services Switch; the Insignis Softswitch, including the ASX Access Server, PSX Policy Server and SGX SS7 Signaling Gateway modules; and the Sonus Insight Management System. In the initial

phase, which is currently underway, Oni is deploying the Sonus systems to deliver long distance voice services between the Portuguese mainland and the Azores. In subsequent phases of the rollout, Oni will utilize Sonus' ASX Access Server to provide local voice services to residential and corporate users, and will also offer enhanced services such as voice VPN.

## Multiple Customer Wins For Tekelec

 Tekelec announced that Distributel, a Canadian provider of competitive long-distance services, has selected SanteraOne for a now- and next-generation multi-switch deployment. Distributel's purchase of four SanteraOne switches enables the company to eliminate its dependence on telco-based switching. As a result, Distributel anticipates significant network cost reductions and the ability to offer new services.

Distributel, a 15-year veteran

and pioneer in the Canadian competitive long-distance market, is using SanteraOne to consolidate voice traffic from existing switches in two provinces, as well as to migrate voice traffic from leased facilities to its new next-generation Tekelec equipment. A key benefit of SanteraOne is its ability to make these network changes without service interruption or noticeable changes in service for end users.

Tekelec also announced that it has been awarded a contract by Cegetel Group, a leading

operator in France, for the Equipment Identity Register (EIR) feature combined with the flexible numbering solution, G-Flex HLR Manager.

SFR, the mobile subsidiary of Cegetel Group, will deploy the solution on Tekelec's EAGLE® 5 Signaling Application System (SAS) in its global system for mobile communications (GSM) network. The EIR feature will allow SFR to block and prevent reuse of stolen or lost GSM handsets.



TIA predicts that spending on unified messaging systems will rise to \$3.5 billion in 2005 from \$1.2 billion in 2001, growing at a 32.1% compound annual growth rate.

## News From Around the Industry

- Covad announced that the carrier planned to trial voice-over-IP network with a partner by the first half of 2004, and begin a systematic rollout across its nationwide network throughout the rest of the year.
- Sprint, feels confident enough of its VoIP and video over IP technology and service to offer reputedly the industry's first 100% money-back guarantee on monthly charges for its global IP-based VPN, Frame Relay and PPL services.
- UTStarcom, Inc. announced that it has signed a contract valued at approximately \$32 million with China Netcom to expand deployments of its IP-based

PAS (Personal Access System) equipment in several cities in the HeiLongJiang Province. This second expansion is launched just four months after a first expansion and just ten months after the original deployment in the Province. Subscribers in the Province have already exceeded 1 million.

## Mediatix Expands Product Line, Partners



Mediatix Telecom, Inc., announced the launch of a complete line of digital VoIP gateways and routers. The new product line addresses the particular needs of ISDN and T1/E1 networks, as well as the interconnection of digital PBX and Key Systems to an IP network.

The new products complement Mediatix' current award-winning analog VoIP offering. The Mediatix analog product family is well suited for low-density applications. These access devices and gateways connect analog

telephones, fax machines, legacy PBX and Key Systems, and PSTN lines to an IP telephony network. They also provide PSTN access for various VoIP end points such as IP phones, FXS devices, soft-phones, and IP-based PBX and Key Systems.

Mediatix' new VoIP gateways and routers provide IP connectivity for higher density applications using ISDN BRI/PRI phones and PSTN/ISDN lines, as well as PBX PRI trunks and Key System BRI lines.

Mediatix also announced the signing of Channel Partner

Agreements with NETXUSA and Intrusat Telecomunicaciones, S.A.

Under the terms of the agreement, NETXUSA will distribute and support Mediatix' complete line of VoIP access devices, gateways and software applications. NETXUSA's customer base consists of IP Telephony resellers as well as enterprise end-users.

Intrasat will market and distribute Mediatix 1102 VoIP access devices running the SIP protocol to its residential subscriber base across Spain.

## Dalton Utilities Deploys Primal



Primal Solutions, Inc. has successfully deployed its suite of next generation operation support systems to support Dalton Utilities' Optilink family of services. Dalton's OptiLink includes analog and digital cable, telephone and high-speed internet services to residents and businesses at highly affordable rates.

Dalton has licensed Primal's Access IM IP Mediation, Connect RTR™ real time rating and Connect CCB™ Customer Care and Billing Solutions. Access IM collects, formats and stores all usage information for all IP services, including telephony, video and high speed data usage. This data is made available for the billing system and for detailed customer usage analysis. Connect RTR, an ad-

vanced real time rating engine applies charges for both traditional telephony services and for usage of other IP based services. Connect CCB provides subscription billing and web presentation and payment to the end customers. In addition, the Connect CCB system will act as one point of entry for the provisioning of all the services.



In-Stat/MDR expects the total market for DSL ICs to grow from about 50.0 million ports in 2002 to 107.9 ports by 2007. Likewise, total revenue is expected to rise from about US\$ 594.9 million in 2002, to US\$ 732.8 million by 2007.

## Packet-based Comms—Market Research

During 2Q03, VoIP shipments passed several noteworthy milestones. Almost one-third of all business telephone equipment lines shipped into the U.S. market were VoIP. Even if the sequential quarterly growth rate of VoIP shipments were to decline significantly during next quarter, from its current 20% -plus quarter-over-quarter shipment

growth rate, VoIP shipments are poised to break through the million-lines shipped milestone in 3Q03. With per-line, end-user prices averaging \$500-600 per line, complete, the VoIP equipment industry could see its revenues exceed the half-a-billion dollar threshold.—Eastern Management Group

Russian telecom market had annual revenues of 101.2 bn roubles. The expected total revenues for 2003 are 361.3 bn roubles. The overall number of subscribers has grown from 1.5 million to 3.5 million over the four-year period, and, at present, mobile operators are adding around 1 million subscribers a month.—ITU

## Upcoming Events

### **Next Generation Networks: 17th Annual Conference**

November 3-7, 2003 Boston, MA

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

Payam Maveddat, the IPCC TAC Chair, will be leading a Birds of a Feather session on Wednesday, November 6, 4:45 pm - 5:45 pm.

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 or visit [www.packetcomm.org](http://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

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### 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](http://www.packetcomm.org/newspr/press_releases.asp)