

# NEWSLETTER

October / November 2004

Volume 3, Issue 8

## MESSAGE FROM THE CHAIRMAN

Dear IPCC Member,

We have had a very busy and successful fall season so far at the IPCC. We had a strong showing at the Internet Telephony Conference & Expo, and we were invited by TMC to jointly preside over their Service Provider Awards Ceremony, an event where many IPCC members were honored. The IPCC also had many high profile speaking engagements at the show, as detailed in our previous newsletter. On the floor, we had a fully staffed booth right by the entrance to the exposition area. We were very impressed with the quality and number of attendees at this show. Many new applications for IPCC membership were submitted from show attendees. Further details on this show and our participation can be found in the [IPCC Membership & Marketing Activities](#) section of this newsletter.

Our next and final show of the year will be the rescheduled CompTel/ASCENT show taking place October 31 – November 2 in Orlando, FL. At this show we will hold a live VoIP demo featuring eight IPCC members, and we will also chair panels on service management and SP interconnection.



Photo by Cathy Clarke

The Cheers Bar  
in Boston, MA

We received many compliments from attendees of the Cheers Bar networking event that we cosponsored with IPCC members TMC, Convidia and Brooktrout during the VON show in Boston on Tuesday, November 19. Packet communications industry players enjoyed a drink and a “byte” to eat, and got caught up in “a place where everybody knows your name ...”

We held our semi-annual member meetings last week in Boston. In addition to our general Members Meeting, the following Working Groups were convened: the Government and Regulatory Working Group, the Service Provider VoIP Interconnection Working Group (including liaisons with the SIP Forum and the IPDR Forum), the Marketing and Education Working Group, and the Network Boundary Controller Group. Each Working Group Chair also presented at the Members Meeting. More details on these meetings are provided in the [IPCC Membership & Marketing Activities](#) section of this newsletter.

We were very gratified by the turnout at these meetings and the feedback that we received from all participants. This year has already been a banner one for the IPCC and 2005 promises to be even more exciting for our members as VoIP reaches critical mass. To meet our plans and objectives we invite you to take a more active role in our Working Groups and all of the activities the IPCC offers. We ask you to provide us with your feedback. We look forward to seeing you at the CompTel/ASCENT show.

Regards,

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# EDUCATIONAL NOTE

## ETSI Plugtests™ and IPCC SP Interconnection Group to Test VoIP

On November 2, 2004, the IPCC and [ETSI Plugtests™](#) will sign a MoU to cooperate on service provider interconnection specifications and testing. Under the terms of the agreement, the IPCC will work with ETSI Plugtests to provide input regarding specifications and requirements, and to develop tests and proposals. The IPCC will inform its members about the results of the ETSI Plugtests.

This article provides some background on the ETSI Plugtests organization, which was created in 1999 within ETSI (European Telecommunications Standards Institute), a not for profit organization, with the purpose of organizing interoperability events.

### **DID YOU KNOW?**

**ETSI Plugtests was created in 1999 to organize interoperability events.**

By incorporating Plugtests in its standardization activities, ETSI is complementing its support for conformance testing activities (e.g., use of formal specification techniques such as SDL and TTCN) and providing fast feedback into the standards process, enhancing the quality of the final deliverable.

ETSI's experience in telecommunications standardization has shown that the guarantee of interoperability is essential, not only to the standardization process but also to the whole deployment of technology. Its openness and neutrality makes ETSI Plugtests ideally suited for organizing this type of event.

The ETSI Plugtests service is a professional unit specializing in running interoperability test events for a wide range of telecommunications, Internet, broadcasting, and multimedia standards. Plugtests events reduce time to market and speed up the standardization process; feedback in every satisfaction survey shows clear evidence of their usefulness to participants.

The results of Plugtests events also provide valuable feedback to other groups of international impact, such as the Internet Engineering Task Force (IETF) and the Third Generation Partnership Project (3GPP).

ETSI Plugtests fact and figure:

- Comprised of 2700 engineers from 976 companies

Before the end of 2004, the ETSI Plugtests service will host various interoperability events related to F-MMS, J2ME, Powerline, Smart Card, and NGN-VoIP.

The ETSI Plugtests calendar for 2005 includes the following testing events:

- |             |                          |              |
|-------------|--------------------------|--------------|
| • DSL       | • ebXML and applications | • ENUM       |
| • F-MMS     | • GRID                   | • HF         |
| • IPv6      | • OMA                    | • OSA-Parlay |
| • Powerline | • SIGTRAN-NGN            | • Smart Card |
| • SQTE      | • STQ Mobile             | • UWB        |
| • VoWLAN    | • WIMAX                  | • WLAN IRAP  |

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ETSI Plugtests will hold its first NGN-VoIP event from November 29 to December 3, 2004. It will offer cost efficient solutions by focusing on interoperability between devices interconnected around the new developing NGN interfaces, as well as interworking between different VoIP enabling protocols and bearer networks.

For the first time, the event will convene all companies involved in producing components for VoIP services based on SIP, H.323, MEGACO, SIGTRAN, SCTP, SS7, etc. Therefore, protocols interworking will be one of the main focal points of the event. Speech quality is another topic that will also be addressed.

IPCC members are invited to come and check their products' SIP and H.323 interoperability with different vendors at the upcoming NGN-VoIP event. This will be a great opportunity to detect possible errors in your implementation with fast turn-around testing.

For further details and to register, please visit our Web site at the following URL: [http://www.etsi.org/plugtests/NGN\\_VoIP.htm](http://www.etsi.org/plugtests/NGN_VoIP.htm). The registration deadline is November 5, 2004.

This high visibility event also offers a wide range of sponsorship opportunities. Visit the ETSI Plugtests sponsorship program at: <http://www.etsi.org/plugtests/sponsorus.htm>.

*This article was contributed by Philippe Cousin, the ETSI Plugtests manager. Contact Philippe with any questions at [plugtests@etsi.org](mailto:plugtests@etsi.org).*

## SERVICE PROVIDER DEPLOYMENT & MEMBER NEWS

Click links below for news on these companies

(Numbers in parenthesis indicate multiple articles regarding that company)

<a href="#">Allstream</a>	<a href="#">ALLTEL</a>	<a href="#">AT&amp;T</a>	<a href="#">BroadSoft</a>
<a href="#">Brooktrout Technology</a>	<a href="#">Callipso</a>	<a href="#">Convedia</a> (1) (2)	<a href="#">Cox</a>
<a href="#">EarthLink</a>	<a href="#">Global Crossing</a>	<a href="#">Intrado</a>	<a href="#">iLocus</a>
<a href="#">Jasomi</a>	<a href="#">Level3</a>	<a href="#">Lightyear</a>	<a href="#">NetCentrex</a>
<a href="#">Nortel Networks</a>	<a href="#">PointOne</a>	<a href="#">Qwest</a> (1) (2)	<a href="#">SBC</a>
<a href="#">Siemens AG</a>	<a href="#">Sprint</a>	<a href="#">Supercomm</a>	<a href="#">Sylantro</a>
<a href="#">Telecommunications Industry Association</a>	<a href="#">Telekenex</a>	<a href="#">United States Telecom Association</a>	<a href="#">VocalData</a>
<a href="#">Vonage</a> (1) (2)	<a href="#">WebEx</a>	<a href="#">8x8</a> (1) (2)	

### WebEx Selects Convedia Media Servers to Enhance Integrated VoIP Conferencing Services



[WebEx Communications](#), the web communications services leader, has deployed [Convedia](#)'s CMS-6000 and CMS-1000 Media Servers in their WebEx MediaTone Network. Convedia Media Servers deliver IP media processing power for an integrated VoIP conferencing capability, allowing WebEx to deliver a seamless multimedia conferencing experience over a common, economical IP-based services infrastructure.

“Our technical team has performed extensive internal testing of IP Media Server products from a number of vendors,” said Shawn Farshchi, CIO at WebEx Communications. “In the end, Convedia’s features, reliability, scalability, and technical support proved decisive in the selection and deployment of Convedia Media Servers.”

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## ALLTEL Deploys Nortel Networks for Circuit-to-Packet Migration



[ALLTEL](#) is deploying [Nortel Networks](#) Succession Communication Server (CS) 2000, Passport Packet Voice Gateway (PVG), and Succession Media Gateway 9000 for a circuit-to-packet network migration in select locations across North Carolina and Georgia. Financial terms were not disclosed. Over the past year, Nortel Networks has announced wins with major carriers including Verizon, BellSouth, Bell Canada, and Charter Communications in North America; Chungwha Telecom and Dacom in Asia Pacific; Cable & Wireless and Telefonica in the Caribbean and Latin America; and THUS in Europe.

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## PointOne to Acquire Assets from Callipso



[PointOne](#) agreed to acquire certain assets from [Callipso](#), a nationwide carrier of VoIP traffic. Callipso filed for Chapter 11 bankruptcy protection last month. PointOne said it will provide strategic network elements in the migration of customer support and services, as well as facilities, personnel, and expertise to the existing VoIP customers of Callipso for the rapid integration of services onto the PointOne managed network. Financial terms were not disclosed.

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## Qwest Offers Enhanced IP Centrex Solution



[Qwest Communications](#) introduced an IP Centrex Prime service to help business customers with multiple locations and mobile workforces migrate from traditional PBX connections to VoIP. Qwest said it is currently carrying 1.8 billion minutes of VoIP traffic per month over its national IP network.

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## AT&T and Vonage Cut Price of Broadband Phone Services



[AT&T](#) cut the price of its CallVantage residential VoIP service from \$34.99 to \$29.99 per month. The price includes unlimited local and long distance calling in the U.S. and to Canada. Separately, [Vonage](#) said that it would cut the price of its unlimited VoIP service to \$24.99 a month.

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## EarthLink Provides Free SIP Calling



[EarthLink](#) began offering free SIP-based calling to its 1.2 million broadband access members. The service uses Xten's X-Lite softphone or an ATA (Analog Telephone Adapter). It provides unlimited, high-quality calls to other SIP users, voicemail accessible via email, and other features. In addition, EarthLink has partnered with other SIP providers to exchange calls. These partnerships give EarthLink Free Online Calling subscribers free VoIP access to anyone using SIP-based services, including SIPphone and Free World Dialup. Last year, EarthLink began offering a paid "unlimited voice" service, providing subscribers with a flat rate, broadband telephony service that can reach wireless or traditional land-based telephones.

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## 8x8 Signs Nine Resellers for its Virtual Office PBX



[8x8](#) announced nine more master distributors for its Packet8 Virtual Office service aimed at small businesses. The list of resellers includes VARs in markets across the U.S.: Unwired Technology, Chicago, IL; Smart-Com, Eastern ID; Straight Shooting Computing, Santa Fe and Albuquerque, NM; Peninsula Communications, South San Francisco Bay Area, CA; Envisions Communications, Wenatchee, WA; CWS, West TX; DB Communications, Austin and San Antonio, TX; Zial Networks, Boise and Spokane, WA; and Smedia, Madison and Milwaukee, WI.

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## Allstream Launches Wholesale Hosted IP Telephony in Canada



[Allstream](#) (formerly AT&T Canada) announced Ontario's Mountain Cablevision as its first carrier customer for its wholesale IP telephony service in Canada. Allstream's offering provides residential voice services with advanced features such as unified messaging, conferencing, and visual call management, along with flexible and custom web portal support tools.

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## Vonage and Intrado Complete Enhanced 911 Trial in Rhode Island



[Vonage](#) and [Intrado](#) successfully completed a VoIP E-911 trial in the state of Rhode Island. As a result of a successful collaboration with Rhode Island E-911, Vonage was able to deliver both caller's location and call back number to 911 emergency services personnel for 911 calls placed using its broadband phone service.

Emergency calls are routed over Vonage's 911 server using the SIP protocol. The Vonage server queries Intrado for routing instructions. The call is then directed to the selective router that serves the Rhode Island Public Safety Answering Point (PSAP). Simultaneously, Intrado places the customer's address and telephone number into the Automatic Location Information (ALI) server. The supplementary special key unique to the call is included in signaling, and allows the PSAP 911 operator to pull the customer's address and phone number from the ALI database. Vonage and Intrado are working with other states to provide similar solutions and intend to roll them out market by market.

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## Cox Rolls Out its Second VoIP Metro Market



[Cox Communications](#) launched its Digital Telephone service in Tulsa, Oklahoma, its second market to use VoIP. Beginning later this month, Cox will further increase its telephone footprint by launching residential VoIP in Baton Rouge, Louisiana and in west Texas. In December 2003, Cox launched residential VoIP service in Roanoke, Virginia. The company offers circuit-switched Digital Telephone service in 12 other markets.

Cox said that 58% of its phone customers subscribe to a three-product bundle of telephone, high-speed Internet, and video services. However, broadband access is not a prerequisite to becoming a Cox Digital Telephone subscriber since Cox does not utilize the public Internet to deliver calls. Lastly, Cox Digital Telephone provides access to the Enhanced 911 system. The company noted that most broadband telephony providers are not integrated with E-911 networks, so critical address and location information is not delivered to the nearest Public Safety Answering Point.

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## Qwest Promotes VoIP Integrated Access for Small Businesses



[Qwest Communications](#) launched a new “OneFlex” Integrated Access VoIP service aimed at small businesses. The service provides a flat monthly rate for local and on-net voice services on up to 13 lines, and dedicated Internet access up to 1.544 Mbps. Off-net long-distance is charged on a per-minute rate.

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## SBC Offers Unified Messaging Across Wireline and Wireless Services



[SBC Communications](#) introduced a Unified Communications service that provides a common inbox from multiple wireline and wireless sources for voice messages, faxes, and e-mails. Key features include:

- Cingular Wireless integration, so customers can access wireless messages from the same portal as landline, e-mail, and fax messages.
- Integrated message center that allows subscribers to view wireless and wireline voice-mails, e-mail, and fax subject lines all in one inbox.
- Text-to-speech technology reads e-mails over the phone. Users can listen to voice-mails over their computers (which also allows for prioritization of voice-mails).
- Customers can check fax message headers from the phone, and view and print them through the computer.
- E-mail or pager notification of new voice-mail or faxes.
- 50 MB of online storage for consumers and 100 MB for businesses.
- Up to four shared Unified Communications mailboxes under one account.
- Customers can establish as many as 15 distribution lists, each with up to 25 entries for telephone numbers or e-mail addresses.

The new service is available in major cities throughout the SBC service territory. It is offered as a standalone service for \$10.95 per month in California or in bundles of SBC residential services, including the All Distance unlimited local and long distance calling bundle, available for an additional \$3 per month.

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## Siemens Licenses New Technology For Wireless Delivery of Data



[Siemens AG](#) is promoting a new kind of wireless technology for laptop users that is designed to compete with Wi-Fi and cellular alternatives touted by Qualcomm Inc. and others. Siemens, of Munich, Germany, plans to license a wireless technology called Flash-OFDM from Flarion Technologies Inc., of Bedminster, N.J., and to begin offering network infrastructure to service providers in Europe in the second quarter of next year. The technology initially will be aimed at laptop users in Europe. Mobile phones and other hand-held devices will be available later. The new technology will allow users to download content from the Internet at an average speed of more than one megabit per second, far faster than the speeds currently offered by cellphone providers, and comparable to fixed broadband connections.

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## Level 3 Acquires Sprint's Wholesale Dial Internet Access Business



[Level 3 Communications](#) has acquired [Sprint's](#) wholesale dial Internet access business for \$34 million in cash. The acquired business provides dial-up Internet access to leading ISPs

throughout the U.S. The companies have entered into a transition services agreement for the migration of customers onto the Level 3 network, which Level 3 expects to complete in mid-2005. During the migration period, a portion of the cash collected from these customers will be treated by Level 3 as a reduction in purchase price, as opposed to revenue. Sprint plans to continue providing dial IP services to its enterprise and small-business customers as part of its remote access service product offering. Under a separate agreement, Level 3 will provide Sprint with wholesale dial IP network services in support of this service.

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## NetCentrex Exceeds 1 Million Residential VoIP Lines



[NetCentrex](#) has exceeded one million Class 5 end-to-end VoIP CPE-based lines. The company said its carrier customers are currently activating over 3,000 lines per day.

This figure includes Fastweb, the largest residential triple play VoIP deployment worldwide. Citing figures from Dataxis' Quarterly Broadband Residential Market

Analysis, NetCentrex said there are already over 4.6 million VoIP subscribers worldwide, meaning that NetCentrex softswitch technology is managing over 20% of the current subscriber base.

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## Sylantro Selected for Lightyear's Nationwide VoIP Launch



[Lightyear Network Solutions](#), a CLEC with over 200,000 customers and more than \$120 million in annual revenues, selected [Sylantro Systems'](#) application server for a new nationwide, hosted IP telephony service. Residential users of the Lightyear XSTREAM service receive advanced features such as find me/follow me, call forwarding, conferencing, call transfer, and repeat dialing, as well as a browser-based portal for access to and control of their services. Lightyear will also offer advanced PBX-replacement services for businesses of all sizes. The Lightyear XSTREAM suite of services also includes last-mile DSL through MCI and Covad Communications, and utilizes network services by Level 3 Communications.

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## iLocus names Convedia as Industry Leader



[Convedia](#) has been ranked as the leading provider of IP Media Servers by [iLocus](#), a market research group focused on the VoIP industry. *The Global VoIP Market 2004: 5th Annual Industry Update*, published last month, identified Convedia as the global media server leader with 47% market share, and projected the media server market would grow to more than 15 million ports by 2009.

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## Supercomm Dissolves



The [United States Telecom Association](#) (USTA) and [Telecommunications Industry Association](#) (TIA), the organizations that jointly present and sponsor [Supercomm](#), reached the end of a five-year contract and the two sides concluded they couldn't extend their contract under its current conditions. Supercomm 2005 will be the last. After Supercomm 2005, USTA will focus all of its efforts on promoting and growing TELECOM, its annual meeting and exhibition. TIA is planning to present "the same type of event" as Supercomm, to be held in the same place (McCormick Place, Chicago) in 2006.

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## Global Crossing Expands Carrier VoIP Services With New Inbound Portfolio



**Global Crossing®**

Global Crossing's new inbound service portfolio for carriers consists of the two following components:

- [Global Crossing](#) VoIP DID: provides carriers with local origination for nationwide local numbers through a single IP point of interconnection as a lower-cost alternative to traditional toll-free applications. This service eliminates TDM, private line, and foreign exchange service fees by providing a single IP connection alternative. The service is generally available in all major U.S. markets while Global Crossing VoIP Toll Free Transport is available throughout North America.
- Global Crossing VoIP Toll Free Transport: provides carriers with interconnection, transport, and termination of 800 packet-based voice traffic for calls originating as TDM, thereby eliminating the need for capital-intensive IP to TDM conversion gear. Incoming DID and toll free calls originate as TDM calls and are converted to IP when they reach the Global Crossing voice network. They are then routed directly to the carriers' IP network through a SIP-based IP interconnection. DID numbers can be purchased directly from Global Crossing or can be ported from third party providers to Global Crossing. The new enhancements also enable Global Crossing to offer two distinct routing options for international termination.

Additionally, carriers now have a choice for domestic and international voice traffic termination through uncompressed audio (G.711) for highest quality voice traffic, or compressed audio (G.729a) that increases voice traffic capacity by 60%. In addition, Global Crossing is now able to support the international standards for compression with silence suppression (G.729ab). The greater circuit efficiency of G.729 enables small to mid-size resellers, such as IXCs and other service providers, to target non-compression sensitive applications.

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## BroadSoft Signs Ten New Service Provider Customers



Ten new service provider customers have chosen [BroadSoft](#)'s BroadWorks® network communications platform to support their hosted enterprise and residential VoIP services. BroadSoft's new customers include: CommPartners,

Comporium Telecom, eGix Communications, IDACOMM, Slovak Telecom, 123.net, Nextcom, North State Communications, Spirit Telecom, and Streamdoor Limited. BroadSoft's BroadWorks provides a comprehensive range of applications, including hosted PBX, IP Centrex, residential broadband, and the latest in collaborative conferencing that is fully integrated into a single network communications platform.

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## Brooktrout Announces Video Support on its SnowShore Media Server and New Sale to TMN Portugal



[Brooktrout Technology, Inc.](#) announced that its SnowShore Media Server now supports the H.263 video compression standard for video messaging and video portal applications. TMN, Portugal's largest mobile operator, has recently deployed the SnowShore Media Server as part of their new 3G Videomail service with Openwave. The system allows TMN's 3G subscribers to view and purchase video content as well as send, receive, store, and manage voice and video messages.

TMN becomes one of the first operators worldwide to launch mobile video services, which are expected to drive service growth and improve customer satisfaction. Voice mail, video mail, and video portal services are all delivered using the same consolidated, standards-based infrastructure, speeding the creation and deployment of new services for TMN's UMTS network.

Siemens Communications, together with Openwave Systems Inc., supplied the 3G/UMTS Video Mailbox System and a Video Termination Gateway as an end-to-end solution for the largest mobile operator in Portugal. Siemens was instrumental in the integration and deployment of this solution, providing valuable expertise with terminals, network infrastructure, billing, provisioning, and interoperability.

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## Jasomi Announces PeerPoint 3.3



[Jasomi Networks](#) launched PeerPoint 3.3 which is designed to allow a much easier co-existence in complex, multi-compartmentalized environments. The company touted PeerPoint 3.3's variable opacity capabilities. Other features include new encryption transcoding for signaling and media streams, and enhanced call logging and manageability.

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## Telekenex Launches VocalData Hosted IP Services



[VocalData](#), which was recently acquired by [Tekelec](#), announced that [Telekenex](#), a next-generation telecommunications operator serving enterprises and carriers nationwide, has deployed VocalData's application server to support hosted IP telephony services. VocalData's robust IP Telephony feature set is deeply integrated with the operator's existing Tekelec 7000 Class 5 Packet Switch to provide a full suite of enhanced applications. Telekenex will integrate VocalData's market-leading application server with Tekelec 7000 Class 5 Packet Switch to provide an efficient, scalable solution to deploy IP-based services.

Since deploying hosted IP telephony services nationwide this year, Telekenex has provided customers with VocalData's carrier-class performance and robust feature set, including unified messaging, user-scheduled conferencing, click to dial, and web-based user control over services such as find me/follow me. In addition, VocalData's Web Portal capabilities support visual voicemail, click-to-dial, and integration of directories and calendars with telephony features. This allows the operator to quickly create a personalized, browser-based customer portal to boost brand awareness and increase customer ease-of-use. The Tekelec 7000 switch has been operating in Telekenex's network for several months, providing a versatile solution for delivering local, long distance, and data services. It also provides a foundation to deliver hosted and managed IP telephony services such as those enabled by VocalData's application server.

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## WALL STREET PERSPECTIVE

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8x8, Inc.

### 8x8 Raises \$12 Million in Sale of Common Stock

[8x8](#), a provider of VoIP and videophone service, has agreed to sell 3,508,772 shares of common stock to an institutional investor at \$3.42 per share for aggregate proceeds of \$12 million before placement fees and other offering expenses. The investor will also receive a warrant to purchase an additional 1,403,509 8x8 common shares at an exercise price of \$4.10 per share.

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## MARKET RESEARCH CORNER

Click links below for research results

[IDC](#)

[The Yankee Group](#)

### IDC: Enterprise Adoption of Hosted IP Voice Leads VoIP Revolution



Although the consumer market has attracted the most attention from the press, VoIP is gaining accelerated business adoption. The market for hosted IP voice services among U.S. businesses is expected to reach nearly \$60 million by the end of 2004. [IDC](#) projects a compound annual growth rate of 282% to reach \$7.6 billion in 2008.

The fastest growing VoIP market is hosted IP voice services for business customers. Hosted IP voice services are fundamentally different from PBXes because capital expenditure is avoided, maintenance contracts are unnecessary, and management is fully outsourced to a secure, central location. In addition, the customer is assured of instant access to the latest upgrades in both hardware and software.

Not downplaying the potential of the consumer, IDC believes that the business market is ripe for adoption of VoIP and the features and functionalities that it promises. Hoping to avoid the savage price wars that have decimated other business services as well as fight off losses to IP PBX vendors, carriers are beginning to offer hosted IP services to business customers.

The study, released in September, *U.S. Hosted IP Voice Services 2004-2008 Forecast: VoIP Invades the Enterprise* (IDC #31825), presents IDC's forecast of the business hosted IP voice services market.

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# IPCC

International Packet Communications Consortium

[www.packetcomm.org](http://www.packetcomm.org)

## Yankee Group: VoIP Brings Much More Than Toll-Free Long-Distance to Asia-Pacific Markets



Although carriers first introduced VoIP as a cost-effective alternative to conventional long-distance services, the toll bypass opportunity of VoIP has become less pronounced in the Asia-Pacific region, according to the [Yankee Group](#) report, *SIP-Based VoIP Gains Converts in Asia-Pacific*. As telcos continue to refine their VoIP game plans, the rise of broadband Internet in Asia-Pacific will provide ever-increasing demand.

The early success of BB phone from Yahoo! BB in Japan launched a new chapter for VoIP. Many service providers are replicating the Yahoo! BB model, which bundles a VoIP connection with cable or DSL broadband service. Investing in voice technology over broadband will become commonplace. SingTel is one of the pacesetters, and its strategic agreement with SIPphone to deliver SIP-based VoIP services is intriguing. More importantly, in addition to creating new revenue streams, SingTel's strategy envisions the integration of voice and data communications.

“With the convergence of voice, data, and video, VoIP will foster new services through collaborative computing,” says Agatha Poon, Yankee Group Telecommunication Strategies Asia-Pacific senior analyst. “This will speed up the fixed-to-mobile convergence as equipment vendors are racing to deploy IP-based handheld devices, such as PDAs and mobile phones. In the end, the number of applications associated with VoIP will play a role in influencing the ROI for VoIP deployment.”

“The deployment of innovative technology is only one part of a business equation. Users do not care about technology. Rather, they are focused on the tactical solutions used to address their problems. To succeed, service providers must define business value based on market needs and expectations and communicate clearly to specific market segments,” says Poon.

*Source: SIP-Based VoIP Gains Converts in Asia-Pacific, released in October.*

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## REGULATORY & LEGISLATIVE UPDATE

### LEGAL AND REGULATORY UPDATE ON ACTIONS AFFECTING THE PROVISION OF IP-ENABLED SERVICES

#### Numbering Resource Optimization

On October 13, 2004, the Wireline Competition Bureau announced that it would hold a symposium on “The Future of Numbering,” on Thursday, November 4, 2004, from 1:00 p.m. until 5:00 p.m. The symposium will explore the impact of new technologies, innovations, and services on the Commission's numbering resource optimization goals. It will also enable the Bureau to receive industry input on the numbering resource optimization issues facing providers of new and emerging technologies and services. The Bureau invites parties interested in participating to contact Sanford Williams, Sheryl Todd, or Antoinette Stevens. The symposium will be held at the FCC, 445 Twelfth Street, SW, Room TW-C305.

It is expected that participants will address issues related to the waiver request filed by SBC IP for seeking access to numbering resources.

**The FCC adopted several items on October 4, 2004 to facilitate broadband deployment and covered various transmission technologies, including BPL, advanced wireless services, and fiber to the home and curb.**

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*[REGULATORY & LEGISLATIVE UPDATE is continued from page 11](#)*

## Broadband Deployment

The FCC adopted several items on October 14, 2004, in an effort to facilitate broadband deployment. These items covered various transmission technologies, including broadband over power line (BPL), advanced wireless services (AWS and 3G), and fiber to the home and curb (FTTH and FTTC).

- **BPL:** The FCC adopted changes to Part 15 of its rules to encourage the development of Access Broadband over Power Line (Access BPL) systems while safeguarding existing licensed services against harmful interference.
- **AWS and 3G:** The FCC allocated spectrum in the 1710-1755 MHz band by allowing Federal operations to be cleared from spectrum that had been allocated for AWS, including third generation wireless (3G) systems.
- **FTTH and FTTC:** The FCC clarified and modified the rules regarding the unbundling of fiber in residential neighborhoods and to small business to eliminate the unbundling obligation for deep fiber networks.

**POINTONE** *This monthly column is contributed by Staci Pies; IPCC Government and Regulatory Group Chair, and Vice President, Governmental & Regulatory Affairs, PointOne. Contact Ms. Pies at [spies@pointone.com](mailto:spies@pointone.com).*



**Interested in Accelerating the Deployment of VoIP?**

Join other industry leaders from all segments of the **VoIP** industry

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# IPCC MEMBERSHIP & MARKETING ACTIVITIES

## IPCC SPEAKER BUREAU TRIUMPHS



**CommunicAsia2005**

A noteworthy accomplishment of the IPCC's Speakers Bureau, Farshid Mohammadi, IPCC Marketing Committee Chair, and General Manager Switching - North American and International, UTStarcom Inc., will chair a panel of distinguished speakers on Next Generation Networks at the NGT China (Next Generation Telecom China) NETWORKS Conference & Summit show to take place on November 9, 2004 at the Great Wall Sheraton Hotel in Beijing, China. Seven hundred C-level and director level executives from

carriers within China are expected to attend the conference. For additional information on this conference please contact either [brett@nextgenchina.com](mailto:brett@nextgenchina.com) or [rob.waters@nextgenchina.com](mailto:rob.waters@nextgenchina.com).

CommunicAsia has asked the IPCC to organize a high profile panel at the CommunicAsia show in Singapore for next June. If you would like to participate on this panel or help us shape the topics for this panel, or to inquire about additional Speakers Bureau opportunities, please contact our Speakers Bureau Chair, [Neal Shact](#).

## IPCC CONVENES ANNUAL MEMBERS & WORKING GROUP MEETINGS IN BOSTON

For a schedule of all Working Group conference calls, [click here](#).

The IPCC convened several Member and Working Group meetings in Boston on October 18 and 19. The event was scheduled to coincide with the Fall VON 2004 show, since many of our member companies were already participating in the show. This article summarizes the outcomes of the Marketing, Service Providers Interconnectivity, Network Boundary, and Regulatory Working Group meetings. An IPCC Board of Directors meeting also took place.

### **IPCC Education and Marketing Working Group Meeting**

Farshid Mohammadi, Marketing Committee Chair of the IPCC's Education and Marketing Working Group, opened the Marketing section of the Members Meeting. He summarized our strategic goals directed at accelerating the penetration of VoIP and packet communications as follows:

- Be the recognized leader in unbiased education on packet communications' technologies and services
- Continue growing into an international organization
- Increase reach by expanding alliances and coalitions
- Provide "high value" press, analyst, and speaking engagements to our members
- Continue to meet existing membership needs and expand membership to reflect the packet communications evolution

Presentations and group discussions focused on:

- Education and promotion of IPCC activities through strategic partnerships and liaisons
- Press and analysts activities
- Outbound communications such as the IPCC Newsletter, Fact Sheet (and other related collateral), Internet website, various shows and networking opportunities, and the Speakers and Byline Bureaus



Photo by Cathy Clarke

IPCC Chairman and President, **Michael Khalilian** (right) and IPCC Marketing Committee Chair, **Farshid Mohammadi**, presenting strategic goals to the Education and Marketing Working Group.

*[Continued on page 14](#)*

Mohammadi also highlighted several significant achievements since the start of this year. The IPCC has:

- Repositioned the organization from the International Softswitch Consortium to the International Packet Communications Consortium
- Launched the Service Provider, Regulatory, and Network Boundary Working Groups
- Launched the Speakers and Byline Bureaus
- Supported eight events including participation with speakers and live demos of VoIP at Spring CompTel/ASCENT, Spring VON, NCTA, Supercomm 2004, and Internet Telephony

In the last year the IPCC has been well represented, chairing high level panel sessions and obtaining speaking spots at ISPCON, Supercomm 2004, Internet Telephony Fall and Spring, ICCM, VON Fall and Spring, CompTel/ASCENT Fall and Spring, NGT China show, CommunicAsia, and Next Gen Networks.

The IPCC has signed strategic agreements and sponsorships with:

- CompTel/ASCENT
- TMC (Internet Telephony) ETSI
- Light Reading
- SIP Forum
- DSL Forum
- Internet Protocol Detail Record (IPDR)

The IPCC is currently working on additional partnership plans with VON, the National Cable Television Association (NCTA), CTIA, CALEA, VON Coalition, VFJ, and CableLabs.

**DID YOU KNOW?**  
**The IPCC Newsletter is distributed to over 20,000 subscribers in the packet communications and cable industries.**

The IPCC continues to strengthen the organization and its member recognition by advising and educating the press and the financial and industry analyst communities through interviews and editorial opportunities. Results include bi-monthly bylines in Internet Telephony and additional bylines in PHONE+, ICT China, Business Management China, and other publications. The IPCC averaged five press and analyst interviews per month with leading financial and industry analyst firms and several important business and trade publications. The organization also distributed one press release per month. Other PR accomplishments include feature articles quoting the IPCC in Telephony, Cable World, Telecommunications Magazine, and the LA Times, with an average of ten press clippings per month.

Other marketing initiatives undertaken in the last year include the redesign of the IPCC newsletter, making it easier to read and find information. The newsletter circulation has increased to over 20,000 subscribers in the packet communications and cable industries. We added sponsorship and advertisement space to the newsletter to facilitate cross marketing programs. To date, we have exchanged advertisements with Telecommunications

Magazine, Internet Telephony, CompTel/ASCENT, and the VoIP Services Forum. In June this year the IPCC integrated the International VoIP Council.

Planning for the next year is already in full swing as the IPCC has already made arrangements to exhibit at three North American tradeshows and one international show in 2005. The IPCC will:

- Sponsor and provide VoIP demo opportunities at these tradeshows
- Secure speaking spots for our members through our Speakers Bureau headed by [Neal Shact](#)
- Hold networking events such as dinner and/or cocktail gatherings to facilitate informal meeting opportunities for members, analysts, and industry leaders
- Create a Wireline/Wireless Convergence Working Group

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All of our activities will increasingly focus on the wireless and cable industries and international markets. Our main goal is to secure more member involvement in these activities. If you have an interest in participating in any of the IPCC's PR activities, please contact [Cathy Clarke](#). This is good visibility for yourself, your company, and the IPCC.

*Please Note: the Education and Marketing Working Group (EMWG) holds conference calls every Tuesday at 3:00 p.m. EST.*

### **IPCC Service Provider Interconnectivity Working Group Meeting**

The IPCC Service Provider Interconnectivity Working Group (SPIWG) hosted a meeting including the SIP Forum Service Providers Group and the IPDR Forum. Presentations from the IPCC and IPDR are available on our website at [www.packetcomm.org](http://www.packetcomm.org).

Ramani Pandurangan, co-chair of the SPIWG, and Director of Voice Architecture at XO Communications, opened the meeting. He gave a status update on the activities of the SPIWG and reaffirmed its mission to simplify and facilitate adoption of VoIP interconnectivity between service providers.

The SPIWG focuses on technical issues and leverages the existing work of standards and industry groups such as the IETF, ITU, ETSI, and the IEC . It does not set standards. It liaises with the SIP Forum Service Providers Working Group, DSL Forum, ETSI Plugtests™, and other influential groups. Current projects underway include:

- Technical considerations for VoIP SP interconnection (iipcc2004.069.02.doc); the current proposal has six different interconnection models, including wireline, wireless, and cable
- SP VoIP interconnection Strawman test plan (ipcc2004.079.01.doc)

The work of this group integrates all network elements into a consistent, deployable model. Issues covered include architecture, signaling, bearer plane addressing, authentication, and network interconnection. The documents produced by the SPIWG are made available in the [members section of the IPCC web site](#). The goal of the SPIWG is to complete the first draft document by year-end. The working group has 47 members and a broader interest group list of over 240 members.

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**The Service Provider Interconnectivity Working Group  
defines interconnection rules and procedures for VoIP networks  
and for interconnecting VoIP islands nationally and globally.**

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Starting our liaison with the IPDR, we invited Kevin McCoy, IPDR Board Member, and Director of Network Management, Voice Systems Engineering at Cisco, to give us a presentation on billing and mediation issues, and on the activities of the IPDR. McCoy noted that everything is becoming less hardware oriented and more geared to the service and application side. The IPDR attempts to standardize billing and reporting for the convergence of cable, wireless, and wireline services. McCoy explained that flat rate billing has been adopted because the IP networks lack sophisticated billing and real-time monitoring systems. He also noted that PSTN billing is not done in real-time but in a batch process. Next generation carriers will not be able to produce their projected levels of revenue until they start deploying more granular billing services.

Earl Turner, co-chair of the SPIWG, and Senior Director of VoIP Technology, at Time Warner, presented on the IPCC's work in drafting technical considerations to define two architectural phases: (1) the peering and interconnection of the network, and (2) the IP PBX to carrier interconnection.

*[Continued on page 16](#)*

Chris Gatch, CTO of Cbeyond, presented on the difficulties of connecting an IP PBX over a legacy TDM network, as there are still no defined interfaces for this. With input from the group, he explored the possibility of using SIP for this and shared some of his work in this area.

*Please Note: the Service Provider Interconnectivity Working Group (SPIWG) holds conference calls every two weeks on Thursdays from 11:00 a.m. – 12:00 p.m. EST.*

### IPCC Regulatory Working Group Meeting

Staci Pies, chair of the IPCC's Regulatory Working Group (RWG), and Vice President, Governmental & Regulatory Affairs, at PointOne, convened the RWG meeting. Members confirmed that the two main goals of the IPCC's Regulatory Working Group were to: (1) educate the members on domestic and international regulatory issues relating to the packet communications industry and (2) develop recommendations on how to simplify and streamline the implementation of compliant packet communications architectures and services.

**Because of its broad based membership, the IPCC brings a trusted, neutral perspective to the table that governmental agencies and financial analysts rely upon.**

The group affirmed that the mission of the IPCC is to focus on the technology and business aspects of the packet communications industry, not on regulation and policy issues. Because of its broad based membership representing SPs of all types and elements of the next generation network, the IPCC brings a trusted, neutral perspective to the table that can educate the various governmental bodies on issues they are preparing to rule on (e.g., the definition of a telecommunications carrier).

The RWG determined that it will focus its efforts in the year ahead on lawful intercept and emergency services capabilities for packet communications such as the CALEA and E911 regulations imposed by the US Government. The group will pick up where it left off with the publication of its informational report, *Lawfully Authorized Surveillance for Softswitch-based Networks*, published in 2003. This report demonstrated for the first time how these regulatory requirements can be met within softswitch-based networks.

The RWG also decided to hold its next face-to-face meeting in Washington D.C., and to set up informal meetings with members of the FCC, Congress, and other governmental bodies. The meetings will be set up to educate these policy makers on the concerns of the IPCC membership, and to suggest implementation solutions for the regulations and standards that have been adopted, or will be, in the near future.

On lawful intercept, the RWG will determine what it views as a sufficient safe harbor for CALEA compliance. It will provide a functional description of CALEA and its features, and will discuss what its members view as reasonable technical solutions, time frames, and costs for implementation. The IPCC will identify challenges from vendors and SPs around the operation of legal intercept and emerging services. The RWG will also help the government understand how they can exploit packet communications to achieve their goals.

The end result of these activities, in addition to the briefings discussed above, will be a white paper in the form of a "How To Guide" on implementation of legal intercept and E911 technologies in IP-based networks. In addition, the RWG will explore the possibility of developing a common API for both legal intercept and E911 interfaces to bring down the costs of deploying two separate APIs. Unrecoverable costs are a major challenge that carriers face in complying with these regulatory requirements. The RWG will also look into emergency services and lawful intercept issues for WiFi voice.

*Please Note: the Regulatory Working Group (RWG) holds conference calls every three weeks.*

*[Continued on page 17](#)*

### IPCC Network Boundary Work Group Meeting

Micaela Giuhat, IPCC Marketing Co-chair and Network Boundary Group Co-chair, and Assistant V.P. of Global Alliances at Netrake, presented on the activities of the IPCC's Network Boundary Working Group. The Network Boundary Group (NBWG) addresses the following issues related to network boundaries and the reasons for changing the current interconnection technologies:

- Technical drivers (including SLAs)
- Economic drivers and ROI variables definitions
- Service drivers (including SLAs)

The group also works to define the different network boundaries, such as carrier to carrier, carrier to enterprise, carrier to residential, and intra-carrier networks (core and data center). The group's goal is to provide a high level architecture with detailed diagrams in which all network boundaries can be identified, as well as the different applications in which session controllers are needed (carrier to carrier peering, carrier to enterprise peering, etc.). This architecture will address the technical issues surrounding network boundaries for VoIP traversal (FW, NAT, Security, QoS, SLAs, SAC, etc.), and will include a description of standards related to NAT traversal (STUN and TURN).

The document that will also describe the different network boundary solutions (Integrated, ALG, Midcom, B2BUA, Statefull Proxy, Stateless Proxy, etc.) and the pros and cons of each solution. Network architecture requirements for the network boundary elements being addressed include:

- Layer 2 and 3 requirements
- Interoperability requirements
- Signaling requirements
- Transcoding requirements
- Operational requirements (billing, alarms, etc.)
- Reliability
- Scalability

The last sections of the document will also cover future applications, recommendations/best practices, and conclusions.

*Please Note: the Network Boundary Working Group (NBWG) holds audio conference calls every two weeks on Thursdays from 11:00 a.m. – 12:00 p.m. EST.*

### IPCC WORKING GROUP CONFERENCE CALL SCHEDULE

When they are not holding face-to-face meetings as described earlier in this newsletter, all IPCC Working Groups meet regularly for conference calls (see below for schedule). If you would like to be added to *any* of the IPCC Working Groups e-mail lists, please contact [Debbie Hetland](#).

- **Education and Marketing Working Group (EMWG)**  
Conference calls every Tuesday at 3:00 p.m. EST.  
[Back to EMWG semi-annual meeting recap](#)
- **Service Provider Interconnectivity Working Group (SPIWG)**  
Service Provider conference calls every two weeks on Thursdays from 11:00 a.m. – 12:00 p.m. EST.  
[Back to SPIWG semi-annual meeting recap](#)



Photo by Cathy Clarke

**Micaela Giuhat**, IPCC Marketing Co-chair and Network Boundary Working Group Co-chair, presenting on the activities of the Network Boundary Working Group

*[Continued on page 18](#)*

- **Regulatory Working Group (RWG)**  
Conference calls every three weeks  
[Back to RWG semi-annual meeting recap](#)
- **Network Boundary Working Group (NBWG)**  
Conference calls every two weeks on Thursdays from 11:00 a.m. – 12:00 p.m. EST.  
[Back to NBG semi-annual meeting recap](#)

### **IPCC FEATURED AT INTERNET TELEPHONY SHOW**

The Fall 2004 Internet Telephony Conference & Expo took place at the Millennium Biltmore Hotel in Los Angeles. A landmark, the grand hotel was inaugurated in 1923, the same year that Antoine Barnay, a Frenchman, was busy inventing the rotary dial for the “plain old telephone.”

The conference was awash in announcements from major industry players. The first night was dedicated to the VoIP Gala Awards. Rich Tehrani, President, Group Publisher, Editor in Chief, Internet Telephony, and Michael Khalilian, IPCC Chairman and President, awarded Internet Telephony’s first-ever VoIP Service Provider Awards. The award was created to recognize the market-driving service providers whose pioneering efforts have contributed to the growth of VoIP/IP Telephony. The winners were honored at an awards dinner, which was co-sponsored by Netrake and the IPCC. The following companies came to accept their awards:

- |             |                |                 |              |               |
|-------------|----------------|-----------------|--------------|---------------|
| • Arbinet   | • AT&T         | • BT Group      | • Cbeyond    | • Dialpad     |
| • digiLinea | • eGlobalphone | • Go2Call       | • Level3     | • M5          |
| • Net2Phone | • PointOne     | • Skype         | • Talafone   | • TelX        |
| • Versatel  | • VoiceGlo     | • VoIP Americas | • VoIP, Inc. | • Volo/Caerus |

A complete list of winners is available online ([www.tmcnet.com/submit/2004/Oct/1084499.htm](http://www.tmcnet.com/submit/2004/Oct/1084499.htm)). It was quite an event and it was the first time that anyone had recognized these service providers for their valuable contribution to the industry. If you would like to see photos from the event please visit [www.tmcnet.com/itexpo/ca04/spdinner.htm](http://www.tmcnet.com/itexpo/ca04/spdinner.htm).

Early the next morning, attendees listened to a video keynote from the VoIP maverick, Skype CEO, Niklas Zennström. Zennström, who’s appearance was secured by the IPCC’s Speaker Bureau head, Neal Shact, used the opportunity to present the plan of his company for the next year. He addressed a capacity crowd via videoconference from England and delivered some rather big news about his peer to peer VoIP company. He shared that 28 million people had downloaded his Skype software, and that a snapshot from the prior evening showed a total of 889,000 concurrent users online.

Skype is going commercial, meaning that they will be looking to make money as an Internet telephony service provider. One way they will be doing this is with Skype IN service that will allow users to have a phone number for incoming calls. In conjunction with Siemens, they will offer a wireless phone that will enable users to receive Skype calls over WiFi as well. Skype Plus will be a service aimed at corporate work-groups and will have features such as multiple accounts on a single bill, call hunt groups, and a variety of call forwarding and control options. Much has been made of the lack of SIP support in Skype but, in the end, customers decide if open standards are important enough for them to choose one service provider over another.

The IPCC and some of our member companies were also busy in the showroom. Right at the entrance, the IPCC booth had a large plasma display, showing our marketing presentation. Spread out over several tables were marketing materials from our member companies. Many visitors from the US, Latin America, Europe,

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and the Far East dropped by and requested information and membership packages, keeping Debbie Hetland and David Simon busy for many hours. In the conference rooms and on the show floors we noted many of our member companies actively involved in every aspect of the conference and expo including, Acme Packet, Convedia, DiamondWare, Cisco, Communitel, Global Crossing, Level 3, Net2Phone, PointOne, Netrake, Ubiquity, and others.

The Internet Telephony Show is outgrowing the old dame's exhibit rooms, and next year it will be moved to a larger conference center in the LA area. For the Millennium Biltmore, the Internet Telephony Conference & Expo will become a memory of the past, just like the Oscar nights that it used to host during the golden age of the first "talkie" movies.

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