



Message From The Chairman

Dear IPCC Members,

We had a tremendous week last week at VON. We held an operational board meeting as well as the first meeting of the newly formed service provider/integrator board. Both boards worked together to develop some great ideas for the coming months for the IPCC and I will be writing you in the near future about what these projects entail and how you might be able to get involved.

VON was a great success, and reports from the show are that it was the largest VON conference since Spring 2001. There was a lot of traffic and activities, and from what we heard, a lot of deals and sales were being made. The industry is making a comeback and we at the IPCC are, too, getting a resurgence of interest from vendors, service providers and integrators from the U.S. and abroad. The IPCC had over a dozen meetings with media and analysts and have received great responses from them.

We are also looking to work with other industry organizations to strengthen our leadership in the industry. We have already been talking with several groups about working on projects together and joining forces to better the industry.

Please keep an eye out for emails from me announcing our new projects and a call for participation over the next couple of weeks.

I'm feeling very enthusiastic about the IPCC and the industry. We are planning on a member meeting for January; the location will be announced shortly.

As always, please feel free to contact me if you have any questions or project ideas.

Regards,

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AT&T Offers VoIP For Business Customers



AT&T announced a new VoIP service for business customers, adding

to a growing portfolio of offers for companies that are embracing the technology to take advantage of new applications that improve business results and productivity.

In 2004, AT&T will offer VoIP as an option on its managed network VPN service for business customers. Initially the service will target the domestic voice needs of United States-based multinational companies and U.S. government agencies with continued expansion to over 40 countries throughout 2004.

AT&T is providing the service via its MPLS-based network, which uses class of service traffic management to provide enterprises with applications such as voice - delivered securely, reliably and with high quality. The new service features:

- Global VoIP-specific and ITU standards-based service level guarantee for voice quality. Customers will receive reports that provide the scored quality of each and every call placed.
- Dynamic real-time bandwidth allocation and prioritization between voice and data, allowing customers to optimize their network costs

and utilization

- On-net calling nationwide and to more than 40 countries worldwide, with hop-off to many more.
- Unified billing for customers' voice and data services

AT&T said it understands that customers require connectivity to AT&T's VoIP service from a variety of endpoints and transport methods. Voice over AT&T's managed network VPN Service is another example of how AT&T is meeting those needs. This new service complements the IP PBX connectivity previously announced by AT&T.

Sonus Wins Customer, ISO 9001 Certification, Accolades



Wisconsin-based communications

provider Powercom has deployed Sonus' Open Services Architecture (OSA) and solutions to deliver a range of voice services to business and residential subscribers. With the Sonus-based network, Powercom currently supports offerings such as domestic and international long distance, toll-free calling and calling card services, with plans to deliver local voice services in the future.

Powercom has implemented a full set of Sonus voice infrastructure solutions including the GSX9000 Open Services Switch, the Insignus

Softswitch and the Sonus Insight Management System. Powercom has completed the first phase of deployment with Sonus, and has migrated all of its long distance voice traffic from the carrier's original circuit-switched network to the Sonus packet voice platform. In later deployment phases, Powercom expects to offer facilities-based Class 5 voice services on the Sonus network, as well as additional enhanced voice services.

Additionally, Sonus has achieved ISO 9001:2000 certification. TÜV awarded Sonus ISO 9001:2000 certification on August 14, 2003. The scope of Sonus' certification includes the design and development, manu-

facturing and test, and servicing of voice infrastructure products for the telecommunications industry.

Lastly, Sonus has been named a leading player in the service provider packet voice market by industry research firms Synergy Research Group and iLocus.

Synergy Research Group recognized Sonus as a top performer in its second quarter 2003 analysis of the VoIP equipment market. Synergy last week issued its market share report for Q2, revealing that Sonus owned the largest market share of high-density VoIP gateway revenues worldwide, with 50.9% share.

Sylantro Wins Edge Telecom



SYLANTRO, Sylantro Systems Corporation,

the leading provider of telco-grade Hosted PBX and IP Centrex platforms and solutions, announced a new service-provider customer in Japan, further extending the worldwide presence of the company's SIP-based feature server and applications. Edge Telecom, based in Tokyo, is now offering IP Centrex services for

their business customers throughout their service area. Sylantro leads the industry in commercial deployments among incumbent and next-generation service providers that are offering advanced Hosted PBX services -- as opposed to simple IP trunking.

Edge Telecom is a subsidiary of EDGE Co., Ltd., a conglomerate

with a number of business interests in Internet technologies and services, ranging from design and programming to systems integration, Web content delivery, and data networking. EDGE was founded in Japan in 1996. The company expects 15,000 users in its first year of offering IP Centrex services. Edge Telecom also offers voice VPN, local and long distance services.

Customer Wins For BroadSoft



BroadSoft, Inc., announced that BtNAccess, will use BroadSoft's BroadWorks® platform to provide converged voice and data services to enterprise customers. BroadWorks will support enterprise voice solutions over the BtNAccess MPLS-enabled network that spans the U.S., Europe, and Asia-Pacific region.

BtNAccess will offer a comprehensive range of applica-

tions including IP Centrex, a fully hosted unified voice communications package, and PBX Plus, which supports legacy PBX internetworking for migration towards a fully hosted solution.

BtNAccess will increase its top-line revenues by offering enhanced services to enterprise customers by reducing operational expenditures by empowering enterprises to manage their own moves, adds and changes with BroadSoft's patented CommPilot™

Web portal.

Additionally, BroadSoft announced that TIME dotCom, Malaysia's second-largest fixed line telecommunications service provider, has awarded a contract to Fujitsu for deploying BroadWorks®, BroadSoft's hosted voice communications platform. TIME dotCom will offer hosted PBX, IP Centrex, and Voice VPNs to domestic enterprises over its newly integrated IP network.

VocalData Announces Customer Win, Products

VocalData announced that Wilmington Delaware-based DCANet will soon begin adding customers to its hosted PBX offering using VocalData's VOISS IP application server. VocalData also announced support for several new IP phones and enhancements to its overall platform.

DCANet, which serves parts of Pennsylvania and Delaware with various broadband con-



nectivity, including DSL and T1 service, now will be offering voice-over-IP and unified messaging using VocalData's VOISS. The former ISP's first customer will be a private university in Delaware who will use IP Centrex service.

VocalData will allow DCANet to offer a wider

range of IP phones since it also announced support for seven new devices. VocalData now supports the Cisco 7912, 7905 and 7903 models, which run using SCCP protocol. It also supports three phones from Japanese manufacturers Polypix, Hitachi and Nakayo, as well as the IP Blue VTGO-PC Lite Softphone.

Infonetics predicts total sales of "NextGen" equipment at a cumulative average growth rate of 25 percent through 2006, which would raise the total market from \$990 million in 2002 to \$4.3 billion at the end of 2006.

News From Around the Industry

- Nuasis Corporation, an enterprise software company in the emerging Internet Protocol (IP) contact center market, announced that the company secured an additional \$17.4 million in funding. The company closed on \$23.7 million of funding in May of 2002.
- Agilent Technologies Inc. , announced the industry's first operations support system (OSS) to manage wireless SIP-based push-to-talk (PTT) services. Agilent OSS NgN Analysis System enables VoIP service providers to monitor, troubleshoot and identify call quality and failure issues for reduced customer turnover, lower operational cost and faster resolution of network problems.
- SnowShore Networks, innovators in IP-enhanced communications infrastructure, and Bell Net Corp., a leading systems integrator and provider of enhanced SIP services for several of the world's largest incumbent network service providers, today announced that Bell Net has invested \$2 million in SnowShore to accelerate the development of a new, advanced multimedia processing capabilities to support a broad array of innovative SIP service offerings that Bell Net plans to deploy in select Asian countries over the next 12 months.

Cablevision Launches Consumer VoIP



Cablevision announced that the cable operator will launch voice-over-IP services by the end of the month, offering a flat-rate local and long-distance service to its entire tri-state cable broadband footprint by the end of the year.

The service, called Optimum voice, will be available to all of Cablevision's Optimum Online high-speed Internet customers, working over a standard analog telephone plugged into a Motorola hybrid cable/voice over IP modem. Cablevision will charge \$34.95 a month for unlimited local and long-distance calling

in the U.S. and to Canada.

The new offering, gives Cablevision a significant network-wide bundle of cable programming, broadband and voice services, which is sure to compete directly with Verizon's local/long distance and data offerings in the New York City region.

UTStarcom Wins China Telecom Contract

UTStarcom, Inc., a leading global provider of wireless & wireline access and IP switching solutions, announced that it has signed an approximately \$80 million contract with China Telecom Corporation to expand deployments of its IP-based PAS (Personal Access System) (iPAS) equipment in the Jiangsu Province



of China.

After completion of this expansion, UTStarcom's PAS networks will have a capacity of more than three million lines. The contract also includes the sale of approxi-

mately 500,000 handset units for use in the region.

Introduced in China in 1998 as a supplement to fixed-line systems, UTStarcom's PAS technology gained more than 12.5 million subscribers in China as of June, 2003, and commands more than 60% of the country's market share for the sector

Revenues for VoIP equipment are just \$1.4 billion worldwide for this year but are predicted to soar to over 8 billion by the end of 2007 — Frost

Convedia & Spectel Form Strategic Partnership



Spectel, the leading provider of integrated conferencing solutions, and Convedia Corporation, the leading provider of carrier-class media processing platforms, today announced a strategic partnership in which Spectel's market leading voice

and data conferencing applications will be available on Convedia's award winning media server platforms.

The companies have partnered to develop and market integrated solutions, based on open standards, which support reserved, reservation-less, attended and unattended confer-

encing services. The combination offers service providers and development partners the ability to quickly capitalize on new markets and revenue opportunities leveraging the inherent benefits of IP while selecting the infrastructure that best suits each company's deployment needs.

Packet-based Comms—Market Research

Global port shipments for low density VoIP gateways and access devices were estimated at 929,670 in 2002 and should reach 1.4 million in 2003, a 50% increase. 67% of those shipments were analog ports while 33% were digital ports. The estimated market size for 2003 is just shy of \$150 mil-

lion. Even if global port shipments grow 5 times by 2005, market size progression is limited by continued price erosion and therefore we estimate 2008 market size to be in the range of \$330 million in the baseline scenario using the weighted ASP—Maravedis, Inc.

In 2002, the North American VPN market totaled \$11.7 billion, consisting of \$9.9 billion in services revenues and \$1.8 billion in equipment spending. The services market alone will jump by 47 percent in 2003 and grow at a 17 percent CAGR between now and 2006—TIA

Upcoming Events

Techno Pre-Eminence 9th Conference 2003

October 1-2, 2003
Grand Hyatt Hotel
Jakarta, INDONESIA

Internet Telephony Conference and Expo

October 14-16, 2003
Long Beach, CA

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 / +1-925-275-6674 or visit www.packetcomm.org.

Special Offer From Frost & Sullivan

Frost & Sullivan and the IPCC have joined forces to offer IPCC members a unique opportunity to obtain high quality, strategic, insightful, objective market research and analysis for a minimal investment. The purpose of this is to allow IPCC members the opportunity to use market information from Frost to grow and position themselves for the exciting years ahead. Only IPCC members can receive Frost & Sullivan's Voice over Packet Subscription for this unprecedented price (more than a 75% savings). This opportunity allows member companies to fully capitalize on the advantages of access to quality market research and strategic analysis.

IPCC Members Only Subscription is set up by Frost & Sullivan. Each subscribing company receives:

- Access to www.frost.com, your source for all unlimited access to content including reports (see complete report list below), articles, news, and more.
- Unlimited access within your company in North America.
- Access to Frost & Sullivan's New Research Analyst Briefings: a live audio conference for new publications to field questions and discuss findings.
- Only full IPCC members may receive this service.

For further information, please contact James Brehm, Account Manager, Frost & Sullivan at jbrehm@frost.com / +1-210-247-3868.



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:

• Voice Over 802.11:

The document will address the following areas:

- Scalability
- Reliability
- Quality of Service
- Features and Applications
- Signaling
- Regulatory Issues

• Softswitch OSS:

The document will address the following areas:

- Strategy
- Approach
- Architectural Principals

Comments and suggestions to the newsletter 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.