

## IN THIS ISSUE



Message from  
the Chairman



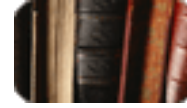
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## MESSAGE FROM THE CHAIRMAN



**Michael Khalilian**  
IPCC Chairman  
and President

Fellow IPCC Members:

**VoIP AIDS KATRINA RESCUE EFFORTS** – Mother Nature's recent power and fury in the Gulf Coast states is a great reminder of the vulnerability of the telecommunications infrastructure. Cell phone service was spotty and long distance callers were met with busy signals as Hurricane Katrina knocked out key telecommunications hubs along the Gulf Coast.

According to an article published in *Broadband Daily*, VoIP is playing an important role in helping healthcare professionals in at least one Baton Rouge, Louisiana hospital tend to a large stream of incoming patients. With estimates that 80% of New Orleans is under water, hospitals there have been forced to evacuate patients to Louisiana's other major trauma and critical care centers, including Baton Rouge General Hospital, which turned to Internet-based VoIP provider Vonage when traditional long distance phone services stopped working. Thanks to VoIP, physicians and other hospital personnel can now receive records, reports, and information on patients, while

attending physicians in other cities can also be contacted and summoned to help.

The National Guard and U.S. Military have also announced that they are using VoIP as part of their rescue efforts. Our hearts and prayers go out to those affected by Hurricane Katrina.

**Note:** Please let us know about your company's hurricane relief efforts. We would like to summarize and announce your generous support in a news release. Many thanks for whatever you can do to help. For those of you who wish to donate to the Red Cross, please visit <http://www.redcross.org/> and click "Donate Now."

In other important VoIP news this month, the FCC ordered that providers of certain broadband and interconnected VoIP services must be prepared to accommodate law enforcement wiretaps. The FCC adopted an order imposing CALEA requirements on facilities-based broadband service providers and interconnected VoIP providers.

Also, you may recall that on July 29, 2005, three petitions for clarification/reconsideration were filed with the FCC concerning the Commission's VoIP E-911 requirements. The FCC just published a public notice in the *Federal Register* requesting comments and oppositions to these petitions. Comments and oppositions are due on September 15, 2005. Reply comments are due ten (10) days thereafter (September 26, 2005). Check out [Ross Buntrock's Regulatory Update in this newsletter](#) for more information.

Sincerely,

*Michael Khalilian*  
Chairman and President  
International Packet Communications Consortium (IPCC)  
[m.khalilian@packetcomm.org](mailto:m.khalilian@packetcomm.org)

## MEMBER PROFILE



### CONVEDIA

*Peter Briscoe is President and CEO of [Convedia](#).*

**IPCC: As a global supplier of VoIP media servers, what kind of traction do you have in the VoIP space around the world?**

**Peter Briscoe (PB):** Convedia has taken great care to become the "INTEL Inside" of the media processing industry. We have created a standards-based product that all our channel partners can embed into their service solutions. It is the partner's application, and the way that they use our products, that differentiates one partner's solution from the others, resulting in a wide variation of VoIP service deployments powered by Convedia media servers.

This approach has allowed Convedia to gain traction in many international markets. In Asia, we have been successfully deployed in essentially every significant mobile and fixed-access NGN trial or early deployment across the region. You can also find Convedia systems in every major carrier across South America. In North America, the regulatory and competitive environments have nurtured a variety of viable VoIP business models. Convedia has been deployed by incumbent service providers, CLECS, ASPs, and large enterprises—with some early success with cable service providers as well. And in Europe, we're continuing to grow our business into the bigger NGN pilots and trials throughout the region.

**IPCC: What do you see as the most important solutions you offer to advance VoIP over cable, wireline, and wireless technologies?**

**PB:** The multi-service nature of our IP media processing capabilities, along with open standards-based control interfaces to integrate those capabilities, allows our IP media server products to deliver value across a broad range of IP-based multimedia services. Convedia's initial business target was to replicate the TDM enhanced services for the ASPs, VoIP, and NGN markets. Convedia media servers now power many VoIP services in this category, including IP conferencing, IP Centrex, prepaid, IVR, messaging, and ringback tone applications. Convedia is increasingly recognized as the leading supplier in this initial market. But it is the new and exciting services, critical to Service Providers worldwide, that make me excited about the future potential for Convedia. Video, speech processing, image and speech security, and network gaming are some of the new and innovative services our media servers enable.

Another important characteristic of Convedia media servers is that our products are completely agnostic to the last-mile network access technology. Convedia delivers value in any IP-based service architecture including wireless (3G IMS), wireline (softswitch NGN), or cable/MSO (PacketCable).

Our industry has recently been talking a lot about fixed mobile convergence. Well, the multi-service, multi-network characteristics of Convedia media servers have been making this possible for years!

**IPCC: In your opinion, what are the most significant technologies that will affect the future of VoIP?**

**PB:** The experts pretty much agree that new services and applications are the key to making IP multimedia communications successful. So, the ability to invent, develop, test, and rapidly deploy new service ideas, in a ubiquitous manner, across a broad market, is critical to service provider revenue growth and profitability.

Experts are also now talking about the new "packet layer" in telecommunications and speculating about what products can be deployed to gain revenue from this new layer. Media processing is one of the fundamental entities, along with media store/forward, media routing, and presence information that can create revenue for Service Providers in this new era.

The industry has recently been rallying around the IMS as a common IP-based services architecture for accelerating service innovation across both wireless and wireline networks. In the IMS standards, the component that delivers IP media processing is known as the Multimedia Resource Function Processor (MRFP). Convedia media servers are already well positioned to deliver the MRFP capabilities essential for flexible, carrier-class IMS networks. We continue to be active participants in standards organizations to ensure that the media processing capabilities of the MRFP are easily accessible from the call agents and application servers in an IMS architecture. The end goal is that any innovative application developer can rapidly deploy and generate revenues from their new service idea on top of the IMS. Once the industry has this figured out—look out!

### EXTREME MAKEOVER FOR THE IPCC: A NEW IPCC WEBSITE AND URL COMING SOON

At the end of September, the IPCC will take on a new look with a new website and a new URL. The new website will have a more modern look and provide easier navigation throughout the site. A new calendar feature is being developed so that you can find IPCC events, meetings, conference calls, and speaking engagements—all in one location. The new URL will be <http://www.ipccforum.org>.

#### E-Mail Addresses Change Too

Having a new URL will also change the extensions of IPCC e-mail addresses. All e-mail address extensions will change from @packetcomm.org to @ipccforum.org. For a few months until everyone is familiar with the new website, URL, and e-mail extensions, the previous URL and e-mail extensions will roll over into the new ones.

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### IPCC MEMBER MEETINGS SCHEDULED AT UPCOMING COMPTEL AND INTERNET TELEPHONY CONFERENCES

Please note the following meetings along with their respective locations, dates, and meeting times. We ask that you send an e-mail to [Debbie Hetland](mailto:Debbie.Hetland) indicating which meeting you will attend.

<b>Event:</b>	<b>Service Provider Interconnectivity Working Group Meeting</b> <i>(CompTel Fall 2005 Conference &amp; Expo)</i>
<b>Date:</b>	Tuesday, October 11, 2005
<b>Location:</b>	Orlando World Center Marriott 8701 World Center Drive Orlando, FL 32821
<b>Room:</b>	Chicago Room (subject to change—please check front desk and reader board)
<b>Agenda:</b>	<p><b><i>Public Forum: (Open to the Public)</i></b></p> <ul style="list-style-type: none"><li>▪ 1:00 PM – 1:15 PM: General Introduction</li><li>▪ 1:15 PM – 1:45 PM: Guest Speaker (Topic: E-911 Regulatory Environment)</li><li>▪ 1:45 PM – 2:15 PM: Guest Speaker (Topic: Business/Technical Considerations for E-911)</li><li>▪ 2:15 PM – 2:30 PM: Afternoon Coffee Break</li></ul> <p><b><i>Closed Session: (IPCC Members Only)</i></b></p> <ul style="list-style-type: none"><li>▪ 2:30 PM – 3:00 PM: Review Final E-911 Paper – Version 1</li><li>▪ 3:00 PM – 3:45 PM: E-911 Paper Versions 2 and Beyond – CALEA &amp; ENUM / Timeline and Outline (discuss and finalize)</li><li>▪ 3:45 PM – 4:00 PM: Peer-to-Peer White Paper – Any Outstanding Issues / Timeline and MACs For Next Revisions</li></ul>
<b>Information to book sleeping rooms at Orlando World Center Marriott Hotel:</b>	
<ul style="list-style-type: none"><li>▪ Room rates start at \$209.00</li><li>▪ <a href="#">Reservations can be arranged online via the CompTel / Ascent hotel reservation system</a> or by calling 1-800-266-9432 (indicate that you are attending CompTel / Ascent to receive special room rates)</li></ul>	

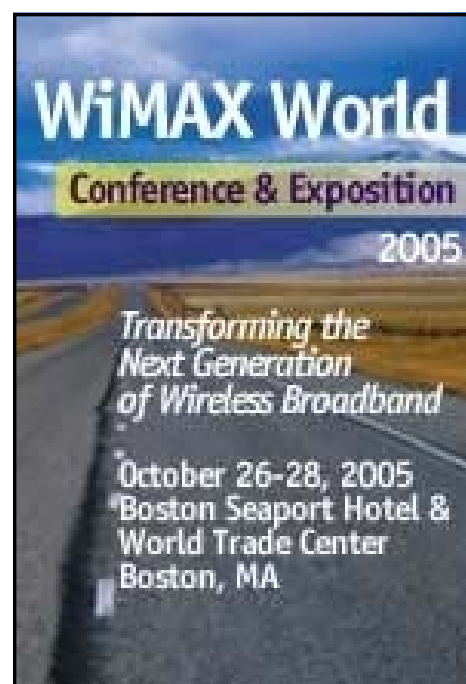
<b>Event:</b>	<b>Wireless Wireline Convergence Working Group Meeting</b> <i>(Internet Telephony Conference &amp; Expo)</i>
<b>Date:</b>	Tuesday, October 25, 2005
<b>Location:</b>	Los Angeles Convention Center
<b>Room:</b>	501 C (subject to change—please check front desk and reader board)
<b>Agenda:</b>	<p><b><i>Public Forum: (Open to the Public)</i></b></p> <ul style="list-style-type: none"> <li>▪ 9:00 AM – 9:15 AM: Mixer – Coffee and Bagels</li> <li>▪ 9:15 AM – 9:25 AM: General Introduction</li> <li>▪ 9:25 AM – 10:15 AM: Guest Speaker (Topic: 3GPP/IMS Architecture)</li> <li>▪ 10:15 AM – 10:30 AM: Coffee Break</li> </ul> <p><b><i>Closed Session: (IPCC Members Only)</i></b></p> <ul style="list-style-type: none"> <li>▪ 10:30 AM – 10:45 AM: Open Group Meeting – Consensus on Forward Activities</li> <li>▪ 10:45 AM – 11:30 AM: Review White Paper (Version 2 &amp; 3 – Timeline for Publication and MACS)</li> </ul>
<b>Hotel sleeping rooms near the Internet Telephony Conference &amp; Expo:</b>	
<ul style="list-style-type: none"> <li>▪ <b>Marriott Los Angeles Downtown</b>, 333 South Figueroa Street, Los Angeles, CA 90071 <ul style="list-style-type: none"> <li>◦ Room rates start at \$159.00</li> <li>◦ Reservations can be arranged by calling 1-800-228-9290 (identify yourself as an Internet Telephony Conference attendee to receive special room rates)</li> </ul> </li> <li>▪ <b>Wilshire Grand</b>, 930 Wilshire Blvd., Los Angeles, CA 90017 <ul style="list-style-type: none"> <li>◦ Room rates start at \$149.00</li> <li>◦ Reservations can be arranged by calling 1-213-688-7777 (identify yourself as an Internet Telephony Conference attendee to receive special room rates)</li> </ul> </li> </ul>	

## IPCC SPONSORS THE VoIP AND IP TELEPHONY RESOURCE CATALOG

The IPCC is pleased to present the *VoIP and IP Telephony Resource Catalog*, an essential print and online buyers' guide for IT Professionals deploying or managing VoIP systems and converged IP communications networks.

As a sponsor of the *2006 VoIP and IP Telephony Resource Catalog*, we are pleased to offer IPCC members a 25% discount when you showcase your company in this guide. This is a great opportunity to position your company in front of over 30,000 industry professionals looking to buy VoIP and IP Telephony products and services. These professionals include directors of IT/IS/MIS, network architects, CTOs, and others responsible for deploying or managing VoIP systems and converged IP communications networks.

We hope you can participate. For details, contact Karen Murray at [kmurray@extensionmedia.com](mailto:kmurray@extensionmedia.com) or at 1-415-355-1917.



## MARK YOUR CALENDAR

The IPCC will sponsor and/or chair panels at several upcoming shows this year. Please mark your calendars and [send an e-mail to Tammy Snook](#) if you would like to speak at any of these conferences:

<b>Sept. 20 – 22</b> <b>London</b>	Carriers World Conference 2005	▪ Speak
<b>Oct. 5 – 6</b> <b>Chicago</b>	Fixed Mobile Convergence Live	▪ Speak
<b>Oct. 9 – 12</b> <b>Orlando</b>	CompTel / ALTS	▪ Chair panel
<b>Oct. 22 – 26</b> <b>Las Vegas</b>	Telecom '05 (USTA)	▪ Chair panel
<b>Oct. 24 – 27</b> <b>Los Angeles</b>	Internet Telephony	▪ Chair panel
<b>Oct. 26 – 28</b> <b>Boston</b>	WiMAX World	▪ Speak
<b>Nov. 7 – 10</b> <b>Westin Central Park, Dallas</b>	IMS/MMD Conference	▪ Speak
<b>Nov. 9 – 11</b> <b>Berlin, Germany</b>	VoIP Business Strategies Forum ▪ 10% Discount Available for IPCC Members!	▪ Speak
<b>Dec. 5 – 7</b> <b>Courtyard Brussels, Brussels</b>	IP/PBX Hosted VoIP Conference	▪ Speak



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KEYNOTE SPEAKERS:



Carly Fiorina

former CEO of Hewlett-Packard



Michael Powell

former Chairman of the FCC

Sponsored By:  IPCC

Additional Keynotes By:

Nortel, Juniper Networks, Aculab, Lucent, NEC, Deloitte & Touche, Inter-Tel, Toshiba, Vonexus, Siemens, Cisco, Microsoft, Interactive Intelligence, Digium, Yahoo, Skype, AOL, xG Technology

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## WORKING GROUP UPDATES

To the members of IPCC:



I would like to thank everyone—members of the Technical Working Groups, IPCC staff, and the Board of Directors—for the warm welcome I've received. Since joining IPCC on July 15, I feel we've made considerable progress in all areas, which is particularly significant since it is the middle of summer vacation. I am hoping to build on the momentum through the remainder of the year to make IPCC an organization that members are excited about and proud to be associated with.

Please feel free to contact me anytime. I welcome your feedback, comments, and suggestions. Finally, I'm looking forward to meeting everyone at the upcoming Technical Working Group conferences. [Details on the meetings and agendas](#) have been posted elsewhere in this newsletter.

Best regards,

Marian Stasney  
Director of Technical Working Groups  
[marian@packetcomm.org](mailto:marian@packetcomm.org)  
512-853-9598 (O)  
512-845-1546 (C)

### Here is an update from each of the Technical Working Groups:

#### **Wireless/Wireline Convergence Working Group (WWCWG)**

Having completed Version 1 of the *VoIP to Mobile Handoff* architecture paper, work is already underway on Version 2. The Working Group will be fleshing out the IMS architecture section, as well as making additions to security, voice and mobility feature servers, technical and business challenges, and more. The WWCWG will be meeting at Internet Telephony in Los Angeles on October 25. The group is co-chaired by UTStarcom's Farshid Mohammadi, Nextel's Ahmed Bencheikh, Tekelec's Payam Maveddat, and Editor David Kiswani.

#### **Service Provider Interconnection Working Group (SPIWG)**

Global Crossing's Patrick Reilly chairs this Working Group. The current white paper for this group, *Interconnection Considerations for VoIP Networks: Peer-to-Peer Scenarios*, is in technical editing. This phase should be completed in early September. The SPIWG is also developing an ambitious E-911 functional specification paper, due in mid-October. The SPIWG will be meeting at CompTel in Orlando, October 11.

#### **Network Boundary Controller Working Group (NBCWG)**

Chaired by Netrake's Micaela Giuhath, the NBCWG published its white paper titled, *Session Border Controllers*, on June 1, 2005. Session border controllers (SBC), a new category of network equipment, play a critical role in connecting the IP networks of business, residential, and mobile users to one another via wireline, wireless, and cable technologies. These products operate at the administrative boundary of the service provider's network where it addresses a number of critical issues. In effect, SBCs secure the service provider's VoIP network, maximize the service reach of the network, and manage service quality, thereby providing revenue and profit assurance.

Micaela will be taking a leading role in defining the next functional role for this Working Group. The group would like to thank former co-chair Annalisa Ouellette for her past contributions and wish her well in her future endeavors.



## VoIP REGULATORY UPDATE

### FCC Delays VoIP Subscriber Disconnect Deadline

On August 26, 2005, the FCC's Enforcement Bureau extended to September 28, 2005 the deadline for interconnected VoIP providers to obtain affirmative acknowledgment from subscribers of E-911 limitations. To qualify for the extended moratorium on enforcement, a provider must have already filed an initial compliance report on or before the August 10, 2005 deadline already provided by the FCC. In addition, providers must have filed with the FCC by September 1, 2005, and again by September 22, 2005, reports that update the progress made since August 10. These update reports must contain the following information: **(1)** An explanation of current compliance with the notice and warning sticker requirements if the provider did not notify and issue warning stickers or labels to 100% of its subscribers by the July 29, 2005 deadline, and the number of subscribers from whom the provider does not expect to receive an acknowledgement by September 28, 2005; **(2)** detailed description of any and all actions the provider plans to take towards any of its subscribers that do not affirmatively acknowledge having received and understood the advisory; and, **(3)** detailed description of any and all plans to use a "soft" or "warm" disconnect (or similar) procedure for subscribers that fail to provide an affirmative acknowledgement by September 28, 2005.

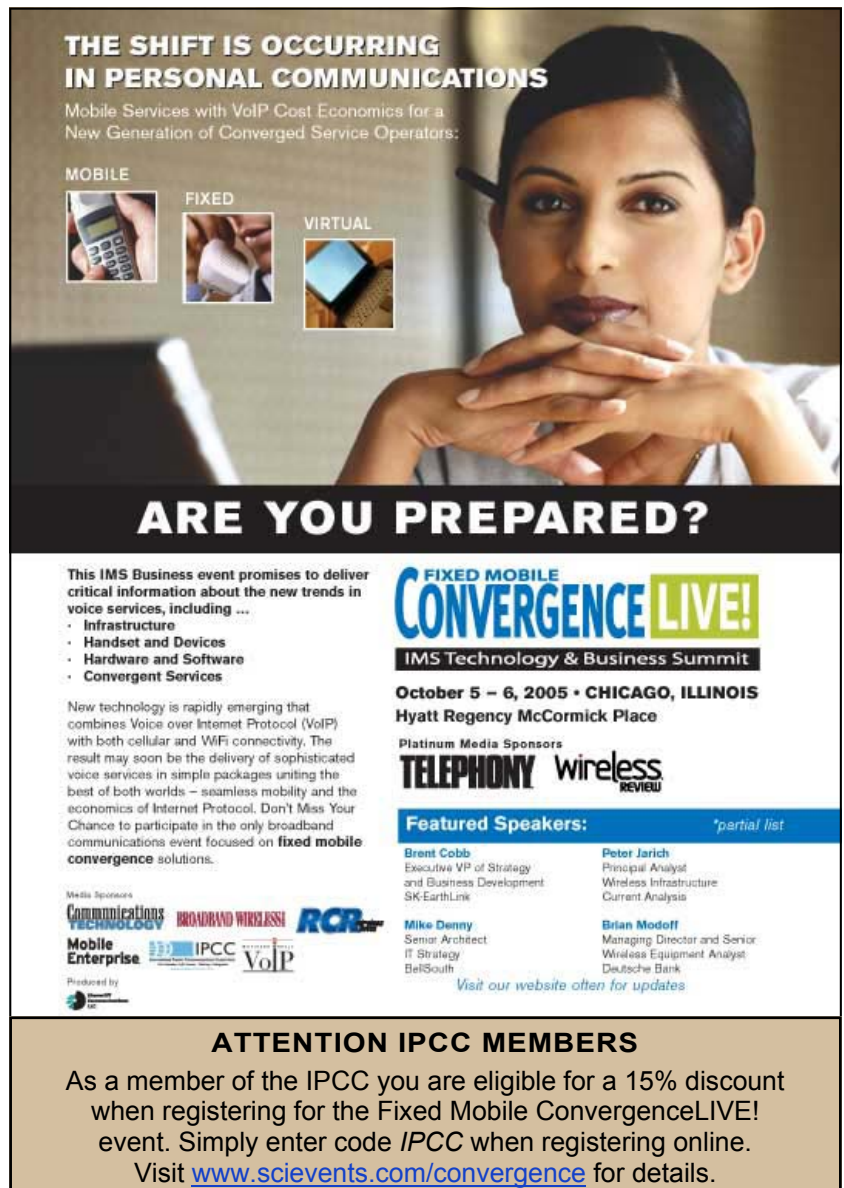
### Comment Requested on USAC Draft E-Rate Eligible Services List

In Public Notice FCC 05-158, the Commission requested comment on the Universal Service Administrative Company ("USAC") draft eligible services list for the schools and libraries universal service support mechanism for Fund Year 2006. The Commission emphasized that the proceeding is limited to determining what services are eligible under the current rules, and is not intended to be a vehicle for changing any eligibility rules. *Comments were due by August 25, 2005, and replies were to be submitted by September 1, 2005.*

### FCC Eliminates Mandated Sharing Requirement on Incumbents' Wireline Broadband Internet Access Service

In Order and Notice of Proposed Rule-making ("NPRM") the Commission ruled that providers of wireline broadband Internet access service, commonly delivered by digital subscriber line ("DSL") technology, are not required to offer that wireline broadband transmission component separately to unaffiliated Internet Service Providers ("ISPs"). While the text of the NPRM has not yet

*(Continued on page 8)*



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**Featured Speakers:** \*partial list

**Brent Cobb**  
Executive VP of Strategy and Business Development  
SK-EarthLink

**Peter Jarich**  
Principal Analyst  
Wireless Infrastructure  
Current Analysis

**Mike Denny**  
Senior Architect  
IT Strategy  
BellSouth

**Brian Modoff**  
Managing Director and Senior  
Wireless Equipment Analyst  
Deutsche Bank

Visit our website often for updates

**ATTENTION IPCC MEMBERS**

As a member of the IPCC you are eligible for a 15% discount when registering for the Fixed Mobile ConvergenceLIVE! event. Simply enter code *IPCC* when registering online. Visit [www.scievents.com/convergence](http://www.scievents.com/convergence) for details.

been released, according to the news release, the Commission determined that wireline broadband Internet access services are "information services" and not subject to Title II regulation, thereby lifting the regulatory regime that had been in place for 30 years. Chairman Martin acted in the wake of the Supreme Court's recent

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"... the Commission determined that wireline broadband Internet access services are "information services" and **not** subject to Title II regulation ..."

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*Brand X* decision, which found that cable operators have no statutory obligation to allow other ISPs to provide high speed broadband service through the cable operator's wires. The Commission had previously classified facilities-based DSL service as a telecommunications service and required its providers—primarily the incumbent local exchange carriers ("ILECs")—to offer the broadband transmission component separately from their Internet service as a stand-alone service on a common carrier basis. ILECs will now have the option of offering the transmission component of their DSL service to affiliated or unaffiliated ISPs on a common carrier basis, a non-common carrier basis, or some combination of both. In the transition for ISPs and their customers, facilities-based wireline broadband Internet access providers must continue to provide existing wireline broadband Internet access transmission offerings, on a grandfathered basis, to unaffiliated ISPs for one year. The ruling is a victory for the ILECs who have claimed a competitive disadvantage based on the regulatory classification of their DSL transmission services.

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## FCC Requires Certain Broadband and VoIP Providers to Accommodate Wiretaps

In a companion item to the reclassification order discussed above, the FCC found that the definition of "telecommunications carrier" in the Communications Assistance for Law Enforcement Act ("CALEA") can encompass providers of services that are not classified as "telecommunications services" under the Communications Act. The FCC adopted an order that confirms facilities-based broadband Internet access providers and "interconnected VoIP providers" (Voice over Internet Protocol, or VoIP, providers that offer services permitting users to receive calls from, and place calls to, the public switched network) are subject to CALEA and must be able to accommodate law enforcement wiretaps within 18 months of the effective date of the Order. The NPRM requested comment on whether the Commission should develop a framework for consumer protection in the broadband age regardless of the underlying technology. The text of the Order has not been released.

## FCC Adopts Policy Statement on Principles to Preserve and Promote the Open and Interconnected Nature of Public Internet

The FCC issued a policy statement that outlines four principles to encourage broadband deployment and preserve and promote the open and interconnected nature of the public Internet: **(1)** consumers are entitled to access the lawful Internet content of their choice; **(2)** consumers are entitled to run applications and services of their choice, subject to the needs of law enforcement; **(3)** consumers are entitled to connect their choice of legal devices that do not harm the network; and, **(4)** consumers are entitled to competition among network providers, application and service providers, and content providers. Although the policy statement does not have the force of law, the Commission intends to incorporate those principles into its ongoing policymaking activities.

*This monthly column is contributed by Ross Buntrock, Partner, Womble Carlyle Sandridge & Rice, PLLC.*

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**TELECOM 05**  
A PREVIEW OF "WHAT'S NEXT"

## VoIP RESEARCH ROUND UP

### DID YOU KNOW ... ?

- According to [ABI Research](#), VoIP's greatest benefit is that you can consolidate many things. For example, you can have your e-mail work with your voicemail, telephone, and Microsoft Outlook calendar. Such enhanced value services are a key drawing card, based on ABI's latest report on residential VoIP titled, "Global Residential VoIP Assessment."
- In both business and consumer markets, widespread adoption of VoIP depends on the availability of wireless VoIP handsets, reports [In-Stat](#). Dual-mode cellular/WiFi handsets will be the key driver to mass consumer adoption of VoIP, the high tech market research firm says. By 2009, In-Stat forecasts that over 66 million cellular/WiFi handsets will be in operation. The report, "Wireless IP Phones Drive Future VoIP Markets," found the following:
  - Worldwide, consumer VoIP subscribers using wireless IP phones will grow from 2% currently to 73% in 2009.
  - Based on competition from mobile carriers without wireline operations, Europe will be the largest initial market for dual-mode smartphones.
  - While mass production of dual-mode sets is not scheduled until 2007, an In-Stat market survey found that over 80% of businesses have an interest in the technology.
- According to [Infonetics Research](#), the number of residential and SOHO VoIP subscribers in North America is expected to leap from 1.1 million in 2004 to 24.3 million in 2008, with over 6 million new subscribers coming online every year between 2006 and 2008. Infonetics expects even more dramatic growth in Europe, where the subscriber base will swell from 2.2 million in 2004 to 27.8 million in 2008. Revenues were up an unprecedented 18% last quarter over the first quarter of 2005, reaching \$614 million. Revenues were up 55% over the same period last year, and Infonetics expects them to reach \$5.7 billion annually by 2008. While virtually all enterprise VoIP product classes showed similar revenue improvements, the softswitch class 4 and media server markets were sluggish, showing no improvement in the second quarter. Nevertheless, softswitch class 5 applications experienced robust growth and overall softswitch revenues reached \$247.9 million, up 15% over the first quarter.

For information on becoming an IPCC member, please visit our website at [www.packetcomm.org](http://www.packetcomm.org) or contact Debbie Hetland at [dhetland@packetcomm.org](mailto:dhetland@packetcomm.org).

#### IPCC INDUSTRY NEWSLETTER

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