

# Show Guide

## Show Guide

February 22 – 25, 2005 • Hyatt Regency Miami • Miami, Florida



The VoIP Authority  
Since 1998  
[itexpo.com](http://itexpo.com)

Witness The Evolution of IP Telephony!

# VoIP 2.0

#### Platinum Sponsors



#### Platinum Media Sponsors



#### Gold Sponsors





Dear Colleague,

It is my great pleasure to welcome you to the 11th INTERNET TELEPHONY® Conference & EXPO. At TMC, we are very proud to have been hosting this event since 1999 and we believe this is the best one yet. Thank you for joining us.

You can visit more than 120 companies in the Exhibit Hall — the largest number of participants we've had since 2001. We are so very proud to be an integral part of the VoIP explosion. I'm confident you'll find the right vendor to meet your specific needs on the show floor. See the complete floor plan and exhibitor listing on page 12.

There are so many other great events taking place over the four days of the conference, please take a few minutes to review the highlights below, and use this directory as your guide to make sure you don't miss a thing. For times and locations, please see the Agenda-At-A-Glance on pages 10 & 11.

**Tuesday, February 22:**

- The conference kicks off with five concurrent conference tracks\*, including the TMC University IP PBX Certification Courses and the NEW Open Source Telephony and VoIP Peering Workshops.
- Terremark Tour information on page 4.

**Wednesday, February 23:**

- Grand Opening Session featuring TMC, Lucent Technologies and AT&T
- Keynotes by Bay Packets and Vertical
- Luncheon presentation\* by Toshiba
- "The Future of IP Telephony" panel discussion featuring Aculab, Altigen, Lucent Technologies, Motorola, net.com, Qovia, Quintum, snom.
- Exhibits open 6:15 - 8:00
- Networking reception in the Exhibit Hall sponsored by Lucent Technologies

**Thursday, February 24:**

- Breakfast presentation\* by Front Range Solutions
- Keynotes by Voiceglo, Nortel and NEC
- Exhibits open 11:00 am - 5:00 pm
- "VoIP Reality Check" session during conference luncheon\* - Sponsored by Time Warner Telecom  
Leading press and analysts covering VoIP discuss the challenges hindering widespread VoIP adoption
- Tehrani's Killer Apps Demo Days - Free for all attendees
- Networking Reception on Riverwalk Patio - 6:30 pm

**Friday, February 25:**

- Keynotes by Sansay and Time Warner Telecom
- Exhibits open 11:00 - 2:00

**\* Conference fee required for admission. All other events free for all badge holders.**

Once again, I can't thank you enough for helping make this eleventh show our biggest and best yet. And as always, please let me or a member of the TMC staff know what you think of the event. You'll find us walking about the conference all week, or you can stop by the registration area to give us your feedback. Have a great show.

Rich Tehrani

TMC President, Group Editor-in-Chief, and Conference Chairman

<b>Table Of Contents</b>	
<b>Special Attractions</b>	<b>. . . . .4</b>
<b>Reseller Day/Special Presentations</b>	<b>.. 6</b>
<b>Keynotes</b>	<b>. . . . .8</b>
<b>Agenda At A Glance</b>	<b>. . . . .10 &amp; 11</b>
<b>Show Map &amp; Exhibitor List</b>	<b>. . . . .12</b>
<b>Exhibitor Descriptions</b>	<b>. . . . .14</b>
<b>Product/Service Identifier</b>	<b>. . . . .34</b>
<b>Platinum Sponsors</b>	<b>. . . . .40-44</b>
<b>Q&amp;A With Rich Tehrani</b>	<b>. . . . .46</b>

## The Future Of IP Telephony

**FREE For All Attendees**

Wednesday, February 23, 2005  
5:15pm Flagler/Monroe Ballroom

A panel of industry giants offer their perspective on where IP telephony is headed, and when we can expect it to get there.

**Moderator:** Rich Tehrani, President, TMC

### Participating Companies



## Tehrani's IP Telephony Killer App Demo Days™

**FREE With Your VIP Pass**

Thursday, February 24, 2005

### Come See Live Demonstrations of the Hottest IP Telephony Solutions on the Market

“Year after year, attendees tell me that the ability to see and test so many products and services in one place is a big reason they attend this show. So, it seemed like a great idea to me to create this special hour-long session where you’ll see many different products/services in action. I know you’ll find it is the perfect complement to your time spent on the exhibit floor, ensuring you return to your office completely equipped to select the right IP telephony products and services.”

— Rich Tehrani, TMC President and Conference Chairman

### Participating Companies

#### Orchid C:

1:00 - 1:45

2:00 - 2:45

3:00 - 3:45

4:00 - 4:45

## Terremark Tour & Reception The NAP of the Americas

Terremark Worldwide, Inc. (Booth 210) • 305-860-7830 • voip@terremark.com



Seating Limited to first 100 Attendees

Pre-Registration Required

Bus depart from Hyatt Lobby Entrance

6:15pm, Tuesday February 22

Government-Issued Photo ID required for Entry

This tour will showcase one of the world’s leading data exchange facilities for IP Communications. Terremark’s award-winning NAP of the Americas facility is a fortress-style Tier-1 Network Access Point (NAP), located just a few short blocks away from the Hyatt hotel. With direct backbone access to the world’s leading global telecommunications carriers and under-sea cable systems, the NAP of the Americas provides unmatched connectivity for IP Communications. This state-of-the-art carrier-neutral facility provides Optical exchange point services, collocation, managed storage and backup, network monitoring and other services.

The NAP of the Americas is the flagship of Terremark’s interconnected series of carrier-neutral facilities located in Miami, Florida, California's Silicon Valley, Madrid, Spain and Sao Paulo, Brazil.

## Media Sponsors



## Reseller Solutions Day

There are two huge opportunities in VoIP for resellers: equipment and service. The equipment play is obvious; more and more VoIP products are being sold on a daily basis. Corporations are snapping them up at a rapid clip. Equally impressive is the opportunity to sell VoIP service. More service providers mean more opportunities to

help these providers sell services to new customers. This is the best time to be in this business and resell VoIP. In fact, it would be difficult to think of another technology that is seeing as much growth and is generating as much spending as VoIP.

**Flagler/Monroe Ballroom — FREE For Qualified Resellers & Channel Executives**

### How To Make Money Selling VoIP

**Wednesday - 02/23/05, 10:15-11:00am**

TMC president Rich Tehrani, snom president Robert Messer and other industry experts will draw on over 25 years of experience in the telecom market to help you take advantage of the VoIP market explosion. Learn how to 'talk-the-talk', how to bundle services to create more attractive offerings and how to sell VoIP as an add-on to existing infrastructure.

#### Presented by:

**Robert Messer**  
President & CEO  
ABP Technology, Inc.

**Chris Nein**  
Go2Call

#### Rich Tehrani (MODERATOR)

President & Group  
Publisher/Editor  
TMC

### Profiting As Resellers of VoIP Solutions

**Wednesday - 02/23/05, 1:00-4:00pm**

End user adoption of IP Telephony is driving higher levels of professionalism in the channels delivering communications solutions. To keep your current customers — not to mention win new ones — you must invest in new skills, new personnel, and new products for your portfolio. The return on that investment is hard to assess in this emerging market. Yet the alternative is to close shop. You understand the imperative for embracing IP Telephony. Come learn about the opportunities and resources you can seize for success. Hear from this panel of Enterprise Communications Association experts on what you can offer your customers today to begin their and your profitable transition to IP Telephony. Hear from executives who have walked in your shoes, transforming businesses to succeed in convergence. Learn about: • Options for migrating your voice or data business to a profitable convergence solutions business • Technical training that enables you to reduce the time and expense necessary for preparing the workforce • New sales and sales management processes for convergence solutions • Ways to screen for the right hires • Best practices in handling your financials and financiers.

Reseller Day  
Hosted By:



Sponsored By:



#### Presented by:

**Max Schroeder**  
VP Sales and Marketing  
MSI Services

**Bob Sanders**  
Principal  
The Burton Group

**Jeff Holtmeier**  
VP Marketing  
KonceptUSA

**Scott Staver**  
Great America Leasing

**Orrin Broberg**  
President  
Net Intent

**Doug Pacht**  
Convergence Program Specialist  
ProSoft Training

## Special Presentations

**Jasmine Room • Conference Fee Required For Admission**

**Wednesday, February 23, 2005  
12:20pm**



**John Carson**  
President

### TOSHIBA

**Thursday, February 24, 2005  
7:45am**



**Mike Heberling**  
Director of Business Development  
IP Solutions



All Keynotes Are In The Flagler/Monroe Ballroom

**Keynote Presentations — FREE with VIP pass**

Wednesday, February 23, 2005  
8:30am



**Rich Tehrani**  
President



Wednesday, February 23, 2005  
8:45am



**Stef H. van Aarle**  
Vice President of Marketing & Strategy



Wednesday, February 23, 2005  
9:20am



**Cathy Martine**  
Senior Vice President



Wednesday, February 23, 2005  
4:00pm



**Ken Epps**  
CEO



Wednesday, February 23, 2005  
4:35pm



**William Tauscher**  
President, CEO & Chairman



Thursday, February 24, 2005  
9:00am



**Edward Cespedes**  
President



Thursday, February 24, 2005  
9:35am



**Gary Barnett**  
President & Chief Executive Officer



Thursday, February 24, 2005  
10:15am



**Mark Spencer**  
President



Thursday, February 24, 2005  
4:45pm



**Phil Edholm**  
Chief Technology Officer & VP of  
Network Architecture



Thursday, February 24, 2005  
5:20pm



**Bruce Grant**  
Assistant General Manager, Product  
Management



Friday, February 25, 2005  
9:00am



**Andy Voss**  
President & CEO



Friday, February 25, 2005  
9:45am



**Michael A. Rouleau**  
Senior Vice President



All Keynotes/General Sessions in Flagler/Monroe Ballroom • All Meals in Jasmine Room

## Tuesday, February 22, 2005 - Schedule-at-a-Glance

Room:	Hibiscus B	Tuttle	Brickell	Hibiscus A	Orchid A/B
Track:	TMC University's IP PBX Certification Program First Degree	Large Enterprise VoIP Deployment Workshop	Open Source Telephony Workshop	VoIP Peering Summit	<i>IP Contact Center Summit™</i>
Registration	Registration Open 11:00 am - 5:00 pm				
12:00 - 12:45pm	An Introduction to the IP PBX	IP Telephony for the Large Scale Enterprise	SIP's Role In Open Source	The State of VoIP Peering	The Evolving Contact Center
1:00 - 1:45pm		VoIP's Role in Military & First-Responder Communications		The Future of Enterprise Network Peering	Open Architecture IP Networks for the Contact Center
1:45 - 2:00pm	Networking Break <b>**Sponsored by HCL Technologies**</b>				
2:00 - 2:45pm	Strategies & Tactics: Cost-Justifying the Upgrade; A Point by Point ROI Roadmap; Selecting the Right IP PBX Solution	Ensuring VoIP Quality - Don't Let the Network Get You Down	Open Source Round Table	Developing a VoIP Network Exchange Infrastructure	Choose Wisely: Migrate Your Contact Center to IP
3:00 - 3:45pm		What Enterprises Can Learn From the Department of Defense		Clearing & Peering: Business Models and Technologies	Leveraging IP for the Contact Center
3:45 - 4:00pm	Networking Break <b>**Sponsored by Sprint**</b>				
4:00 - 4:45pm	Effective Deployment Migration Strategies Living With Your New IP PBX	Migrating to IP Telephony: Breaking the Forklift Approach	Linux for Embedded Systems and Development	Creating the Virtual Marketplace via Zero-Mile Connectivity: A Two-Part Panel Discussion	IP Contact Center Shootout (Panel Discussion)
5:00 - 5:45pm		Unlocking Business Value and Driving Business Growth	DUNDI & ENUM: Discord or Harmony?		

## Wednesday, February 23, 2005 - Schedule-at-a-Glance

Room:	Hibiscus B	Tuttle	Brickell	Hibiscus A	Orchid A/B
Track:	UNE-P to VoIP Summit	Enterprise/Government Solutions	IP Telephony Development	Service Provider	<i>IP Contact Center Summit™</i>
Registration	Registration Open 7:00 am - 7:00 pm				
7:30 - 8:30am	Conference Breakfast <b>**Sponsored by NEC**</b> (Paid Conference Attendees Only)				
8:30 - 10:00am	Grand Opening Session Featuring AT&T, Lucent Technologies				
10:15 - 11:00am	Is There Life After UNE-P?	The Business Case for VoIP	High Availability in Next-Generation IP Telephony Application Development	Securing Carrier VoIP Networks	Turbocharge Your Call Center with Integrated CRM
11:15 - 12:00pm	Decisions, Decisions... To Build or To Buy?	IP Deployment: What You Need to Know and What Nobody's Telling You	How New VoIP Silicon Will Transform Access-Server Architecture	Access Challenges of Deploying VoIP to the Enterprise	Balancing The Customer Experience With Speech Technology
12:00 - 1:00pm	Conference Luncheon <b>**Sponsored by Toshiba**</b> (Paid Conference Attendees Only)				
1:00 - 1:45pm	How To Sell Hosted IP Applications	Enterprise VoIP Security Threats	VoIP Enabling Legacy Products	SIP & MGCP NAT Traversal for Feature Servers	The Role of Technology in Complying with FTC Mandates
2:00 - 2:45pm	What To Look For In A Wholesale VoIP Partner	How To Detect Telecom Fraud & Protect Your Bottom... Line	Residential Gateway Design	Session Border Control Shootout (Panel Discussion)	IP and Offshoring: Options & Opportunities
3:00 - 4:00pm	Wholesale VoIP Strategies	Secure Enterprise Mobility	Quality of Service in VoIP Network Deployment		
4:00 - 5:15pm	Keynote Session Featuring Bay Packets, Vertical (formerly Artisoft)				
5:15 - 6:15pm	The Future of IP Telephony Panel				
6:15 - 8:00pm	Networking Reception in Exhibit Hall <b>**Sponsored by Lucent Technologies**</b>				

# Agenda At A Glance



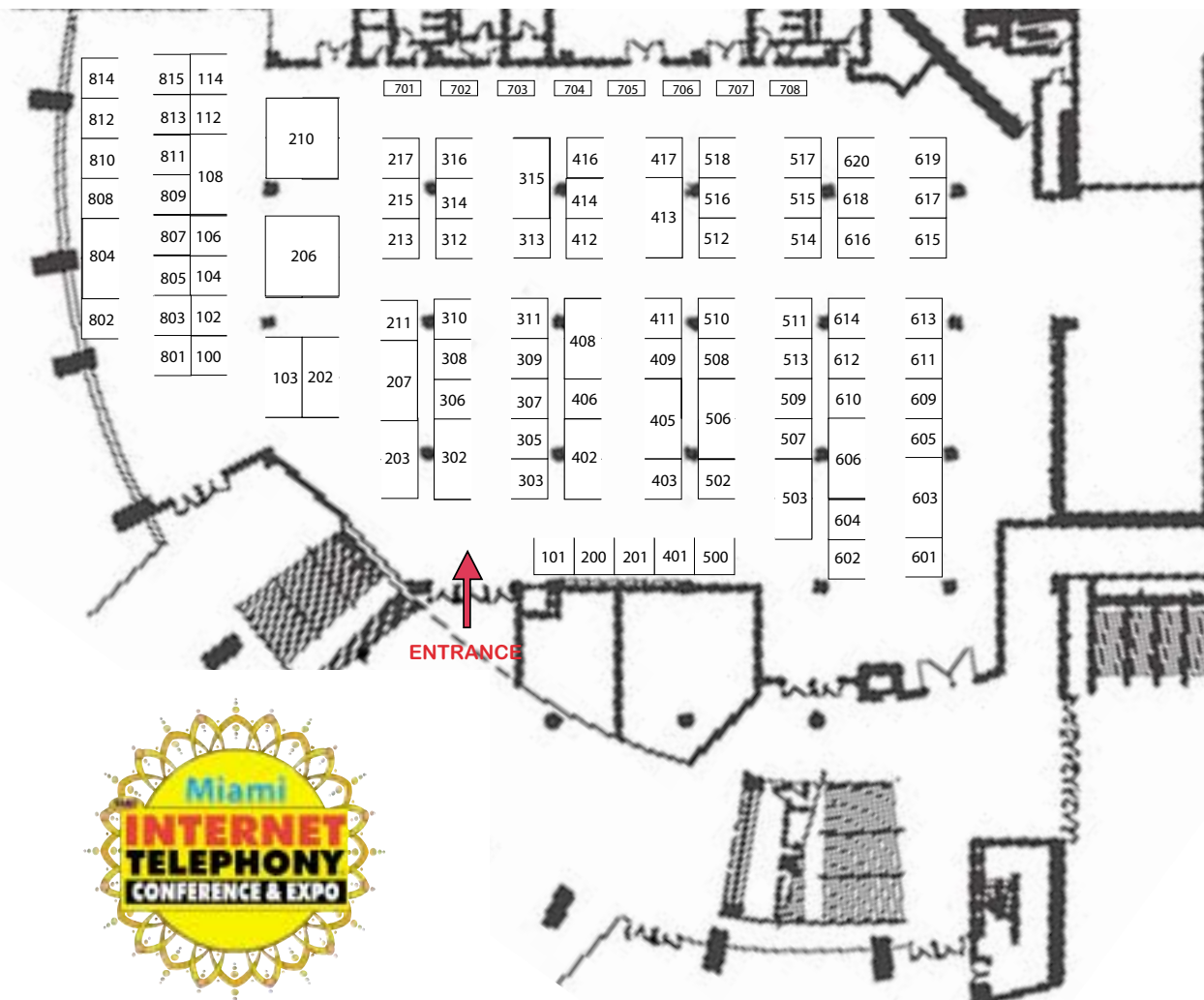
All Keynotes/General Sessions in Flagler/Monroe Ballroom • All Meals in Jasmine Room

## Thursday, February 24, 2005 - Schedule-at-a-Glance

Room:	Hibiscus B	Tuttle	Brickell	Hibiscus A	Orchid A/B
Track:		Enterprise/Government Solutions		Service Provider	Regulation & Taxation and E-911 Summit
Registration	Registration Open 7:00 am - 5:00 pm				
7:15 - 8:15am	Conference Breakfast <b>**Sponsored by FrontRange**</b> (Paid Conference Attendees Only)				
8:15 - 9:00am	Introduction to WiFi Telephony	Integrating VoIP for the Enterprise	SIP Today: A Look at the Current State of the Standard	A Close Look at P2P VoIP	CALEA Implementation on VoIP Networks
9:00 - 11:00am	Keynote Session Featuring VoiceGlo, Aspect Communications, Diglum				
11:00 - 5:00pm	Exhibit Hall Open				
12:00pm	Conference Luncheon — Featuring VoIP Reality Check <b>**Sponsored by Time Warner Telecom**</b> (Paid Conference Attendees Only)				
1:00 - 1:45pm	Considerations for Embedding Wireless Communications Into Your Products	Taming IP Telephony Expense Management	SIP: Overcoming Implementation Challenges	Cable Telephony & VoIP	Regulation & Taxation: Where Do We Stand? Panel Discussion
2:00 - 2:45pm	QoS & Security Decisions in WiFi Telephony	Selecting a Hosted IP Telephony Solution	Security Vulnerabilities With SIP	Migrating to VoIP to Remain Competitive	
3:00 - 3:45pm	Selecting WiFi Telephony Devices for the Enterprise	How to Buy IP Telephony for the SMB	SIP & VoIP Network Design	Evolving Broadband Services: Beyond the Triple Play	The Relationship Between VoIP & E-911
4:00 - 4:45pm	Network Design Choices for Deploying VoIP Over Wireless LAN	QoS & Network Management for Successful Enterprise VoIP Deployment	Empowering Carriers With SIP-Based Service Creation	The Triple Play: A Winning Strategy for Service Providers	E-911 Challenges & Opportunities
4:45 - 6:30pm	Keynote Session Featuring Nortel, NEC				
6:30pm	Networking Reception on Riverwalk Patio				

## Friday, February 25, 2005 - Schedule-at-a-Glance

Room:	Hibiscus B	Tuttle	Brickell	Hibiscus A
Track:		Enterprise/Government Solutions		Service Provider
Registration	Registration Open 7:30 am - 2:00 pm			
7:30 - 8:15am	Conference Breakfast (Paid Conference Attendees Only)			
8:15 - 9:00am	The Pros & Cons of Voice Over WLAN	IM & VoIP: Presence & Hyper-Interactivity in the Enterprise	Traversing the Firewall For SIP Call Completion	Mission Critical Considerations for Service Providers
9:00 - 11:00am	Keynote Session Featuring Sansay, Time Warner Telecom			
11:00 - 2:00pm	Exhibit Hall Open			
11:30 - 12:30pm	Conference Luncheon (Paid Conference Attendees Only)			
12:30 - 1:15pm	WLAN/VoIP Security: What You Don't Know WILL Hurt You	Selecting Enterprise Endpoints	Uncovering a Business Model For SIP Services	Integrated Carrier-Grade Platforms
1:30 - 2:15pm	Multimedia Services Over Broadband Wireless	Rich Media Conferencing & Collaborative Computing for the Enterprise	SIP Over WLAN: Unwiring the Enterprise	Revenue Generating VoIP Apps — Differentiated Services
2:30 - 3:15pm	Beyond WiFi: Toward Seamless Wireless Mobility	Unified Messaging: Now Real-time Over IP	SIP-Based Control for Legacy Infrastructure	Next Generation OSS - Leveraging Revenue-Generating Resources



## Exhibitor List

- |     |                          |     |                        |     |                         |     |   |
|-----|--------------------------|-----|------------------------|-----|-------------------------|-----|---|
| 100 | 1 (800) Talk Time        | 506 | Epygi                  | 207 | NetCentrex              | 511 | Sysmaster                                   |
| 808 | 23-31 Communications     | 414 | Eyebill                | 211 | Netfabric               | 702 | System Engineering International, Inc.      |
| 202 | ABP/snom                 | 618 | FrontRange Solutions   | 506 | NETXUSA                 | 708 | Systems Design & Support, Inc.              |
| 310 | Absystem, Inc.           | 610 | Genesys                | 215 | Neustar                 | 417 | TECLAR COMUNICAÇÕES MULTIMÍDIA              |
| 303 | Aculab                   | 602 | GlobalNet Corp.        | 217 | Nimcat Networks         | 405 | Telephony@Work                              |
| 403 | Altigen                  | 314 | Grandstream Networks   | 103 | Nortel                  | 801 | TeleSynergy Research, Inc. (Desert Telecom) |
| 206 | AT&T                     | 609 | HCL Technologies       | 213 | Nuvio                   | 703 | Telic Communications                        |
| 617 | aveComm (Atinav)         | 509 | Hostopia               | 200 | Pingtel                 | 704 | TEL-XS                                      |
| 701 | Avionica                 | 809 | Hyperphone             | 507 | Popular Telephony       | 210 | Terremark                                   |
| 315 | AudioCodes               | 306 | i2 Telecom             | 409 | PowerDsine, Inc.        | 804 | TMC   |
| 312 | BayPackets               | 604 | Ingate Systems Inc.    | 401 | Prominence Networks     | 518 | TransNexus                                  |
| 620 | Belkin                   | 516 | Inphonex               | 307 | Qovia                   | 615 | Vegastream                                  |
| 616 | Brix Networks            | 104 | Interstar Technologies | 402 | Quintum                 | 102 | Venali, Inc.                                |
| 807 | CBM of America           | 202 | Intertex               | 112 | RADVISION TBU           | 500 | Versatel Networks                           |
| 613 | Centrepoint Technologies | 803 | Intoto                 | 311 | Red Hawk                | 513 | Vertical (Artisoft)                         |
| 508 | Computer Connection      | 810 | IPCC                   | 608 | RKNVoIP                 | 408 | Viola Networks                              |
| 612 | Comvoz                   | 108 | Jasomi Networks        | 707 | Samsung                 | 305 | Voiceglo                                    |
| 619 | CTI Direct               | 705 | Kagoor Networks        | 503 | Sansay                  | 416 | Vocal Technologies                          |
| 114 | CustomCall Data Systems  | 512 | Kentrox                | 515 | Sencommunications, Inc. | 502 | VoIP Americas                               |
| 706 | CyberGuard Corp.         | 203 | Lucent Technologies    | 611 | SIP Forum               | 413 | Volo Communications                         |
| 411 | DiamondWare              | 517 | MediaRing              | 316 | SIPFoundry              | 302 | VONEXUS                                     |
| 603 | Digium                   | 412 | Mera Systems           | 202 | snom                    | 309 | Webfonepartners.com                         |
| 614 | Discover Network         | 608 | MKC Networks           | 605 | SOYO Group              | 313 | webVoIP                                     |
| 805 | DSLi                     | 308 | Multi-Tech Systems     | 510 | Spirent Communications  | 201 | Zoom  |
| 802 | ECA                      | 106 | net.com                | 215 | Sprint North Supply     |     |   |
| 101 | Empirix                  | 406 | Net2Phone              | 601 | SyncVoice               |     |   |

(Booth Numbers In Parentheses)

## Exhibitor Descriptions

(Booth Numbers In Parentheses)

### **1 (800) Talk Time (100)**

**P / F (800) Talk Time / (954) 434-4454**

**www.1800talktime.com**

What VoIP was meant to be. Please join us at booth 100 for the official product launch.

### **23-31 Communications (808)**

**P / F (646) 442-3361 / (646) 442-3364**

**www.23-31.com**

### **ABP International, Inc. (202)**

**P / F (972) 831-0280 / (972) 831-1416**

**www.abptech.com**

ABP Technology specializes in the distribution of "Best of Breed" Voice over IP (VoIP) technology products from world-class companies in the U.S. and around the world. Key product lines distributed by ABP include AudioCodes, Allworx, Citel, Digium, Epygi, Ingate, Intertex, Mediatrix, Red Hawk, Sipura, and snom. The products ABP distributes include: VoIP Starter Systems, IP phones, Proxy Servers, Media Servers, Telephony Gateways, Firewalls, SIP Servers, and Routers.

### **Absystem, Inc. (310)**

**P / F (909) 989-3820 / (909) 980-8411**

**www.peercall.com**

PeerCall, a patented Internet hardphone with peer-to-peer connections. Plug-n-play. No PC required. Easy installation, connected to an RJ45 jack, and dial a 10-digit number to another same device. All calls can be connected in seconds, and you can talk free for a lifetime. No monthly fee, no calling rate, no billing. Three models released, visit [www.peercall.com](http://www.peercall.com) for more info. Dealers & Reps. invited.

### **Aculab (303)**

**P / F (850) 763-9281 x111 / (850) 763-9281**

**www.aculab.com**

Aculab enables you to develop high performance communications solutions — from IVR and contact centers to prepaid services. Products include digital network access cards for connection to VoIP, TDM and SS7 networks, along with media gateways, media processing resource cards and

host media processing. Support is available to help developers through each stage of their product's life cycle, both technical and commercial.

### **Airspan Networks, Inc. (807)**

**P / F (561) 893-8687 / (561) 893-8671**

**www.airspan.com**

Airspan has one of the most comprehensive solutions portfolios in the broadband wireless industry, offering Point-to-Point and Point-to-Multipoint products providing a variety of voice, data and Voice over IP connections. More than 200 service providers in 70 countries have chosen Airspan Networks high speed Internet and voice solutions.

### **AltiGen Communications (403)**

**P / F (510) 580-7970 / (510) 252-9738**

**www.altigen.com**

AltiGen Communications, Inc. is a leading manufacturer of IP phone systems and Call Center solutions that save businesses time and money, and create operational efficiencies by taking advantage of cutting-edge voice and data convergence technologies. AltiGen's AltiServ® VoIP-PBXs and Call Centers have been proven in over 15,000 installations around the globe, and have been recognized for excellence with more than 40 industry awards since 1996. Focused on small to midsize and multi-site businesses, AltiGen customers benefit from integrated solutions that protect their existing network and telephony investments, while providing unique new ways to be more competitive and productive.

### **AT&T (206)**

**P (908) 221-2000**

**www.att.com/business**

Dedicated to helping enterprises transform their business, AT&T delivers a wide array of VoIP and IP-based communications services. AT&T's networking professionals work to design, deploy and manage secure, seamless communications solutions that help improve business productivity, optimize technology and create a platform for innovative communications applications.

### **AudioCodes (315)**

**P / F (408) 577-0488 / (408) 577-0492**

**www.audiocodes.com**

AudioCodes' product line includes enabling technology products such as Voice over Packet chip processors, VoIP PCI and cPCI communication boards and VoIP media gateway modules (PMC form factor) and Analog Media Gateways (2/4/8/24 ports). These products are integral to the most advanced and reliable Voice over IP on the market.

### **aveComm (617)**

**P / F (732) 412-3000 / (732) 412-2145**

**www.avecomm.com**

aveComm®, the award-winning "Unified Messaging, Communication and Collaboration" solution, offers an INSTALLABLE, HOSTED or VAR-friendly alternative to less feature-rich and expensive solutions. Features include: True Application Sharing & Annotation, Desktop Sharing, Secure Remote Desktop Control, Document Collaboration, Text Chat/Instant Messaging, Text Messaging/Paging, Voice Mail, Whiteboard, Session Recording/Playback, File Transfer, Full Duplex PC-to-PC VoIP, IP Telephony, and Unlimited Participant Conference Calling/Bridging. Visit our Website for a FREE 30-day, no obligation trial.

### **BayPackets (312)**

**P (510) 743-2500**

**www.baypackets.com**

BayPackets' platform and applications enable wireless, wireline and cable operators to rapidly bundle and deliver enhanced voice and data services for their business and consumer customers. Local, long-distance and broadband carriers rely on BayPackets' solutions to expand their business by operating new and existing network infrastructure via a flexible and open standards-based platform.

### **Belkin (620)**

**P / F (310) 604-2347 / (310) 898-1111**

**www.everywhere.net, www.belkin.com**

Belkin Corporation, the global leader in connectivity solutions, offers a range of innovations for the computer, electronics and mobile consumer. With a diverse and far-reaching

product mix consisting of home and enterprise networking, audio, video solutions, KVM (keyboard/video/mouse) and peripheral sharing, power protection and cabling, as well as USB and FireWire® devices, Belkin extends its reach also to Bluetooth, cellular, PDA, iPod™, and other solutions for mobile computing. In addition, Belkin has introduced multiple types of messaging services, using iNuntius Inc.'s technology, that allows users to send or receive email, voice mail, faxes, and mobile text messages through one IP-based portal, from any computer and web-enabled device. Belkin products are available through [www.belkin.com](http://www.belkin.com), as well as through a network of major distributors, resellers, and superstores.

### **Brix Networks (616)**

**P / F (978) 367-5600 / (978) 367-5700**  
**[www.brixnet.com](http://www.brixnet.com)**

Brix Networks is the trusted provider of real-time performance management and service assurance solutions that allow carriers, service providers, cable companies, large enterprises, and government agencies to build, operate and assure their Voice over Internet Protocol (VoIP) networks and services. The company's seamlessly integrated hardware and software products, collectively called the Brix System, let network operators proactively manage the quality and reliability of their offerings.

### **Centrepoint Technologies (613)**

**P / F (888) 332-9322 / (613) 725-2898**  
**[www.talkswitch.com](http://www.talkswitch.com)**

Centrepoint Technologies designs and manufactures the unique, customer-installable TalkSwitch phone system for small businesses, branch and home offices. With big business features including Auto Attendants, Voicemail, and advanced Remote Extension capabilities, TalkSwitch utilizes VoIP and PSTN technologies to seamlessly integrate employees across all work zones — office, telework and mobile.

### **Computer Connection Corp. (508)**

**P / F (952) 884-0758 / (952) 884-2206**  
**[www.cccmn.com](http://www.cccmn.com)**

Quality used Networking equipment is what we sell at Computer Connection. In our 30th year, rely on us for the best equipment from Cisco, 3COM, Nortel, Avaya,

Lucent, Foundry, Extreme, Juniper and others! Also, please call us to sell your idled equipment, or trade it in on a newer piece!

### **Comvoz Communication (612)**

**P / F (954) 384 9494 / (954) 337 3186**  
**[www.comvoz.com](http://www.comvoz.com)**

Comvoz is a telecommunications company specialized in the distribution of VoIP services and solutions oriented to USA, Latin American, and European markets. Their latest addition is "INSTATELCO", an innovative concept that allows for a fast and cost-effective deployment of a full, private-label turn-key telecommunications company platform.

### **CTI Direct, LLC (619)**

**P / F (305) 263-6746 / (305) 263-6775**  
**[www.ctidirect.com](http://www.ctidirect.com)**

### **CustomCall Data Systems (114)**

**P / F (608) 274-3009 / (608) 274-8583**  
**[www.customcall.com](http://www.customcall.com)**

CustomCall Data Systems provides Billing Services, Operations Support Systems and expertise to telecommunications service providers. CustomCall is reliable, responsive and cost-effective, and delivers an unsurpassed level of personal client support. The company's experience, commitment to excellence, workmanship and foresight help to ensure its clients' success.

### **CyberGuard (706)**

**P / F (954) 375-3500 / (954) 375-3501**  
**[www.cyberguard.com](http://www.cyberguard.com)**

CyberGuard Corporation (Nasdaq: CGFW) is a global provider of security solutions that protect the business-critical information assets of Global 2,000 enterprises and government organizations. CyberGuard's OEM division designs, prototypes and manufactures VoIP hardware and software solutions for the SMB market.

### **DiamondWare (411)**

**P / F (480) 380-1122 / (480) 380-1133**  
**[www.dw.com](http://www.dw.com)**

DiamondWare is a software developer focused on strategic voice technologies for the telephony and military markets. Since 1994, it has delivered firsts and bests, including most efficient mixer, lowest-latency,

PDA software that is an enterprise-quality softphone, and a complete software-based conference system with 3-D virtual positioning that runs on commodity hardware.

### **Digium | Asterisk (603)**

**P / F (877) LINUX-ME / (256) 864-0464**  
**[www.digium.com](http://www.digium.com)**

Digium is the primary developer and sponsor of Asterisk™, the open source PBX. Digium offers a variety of specially designed low and high density telephony hardware and professional services related to Asterisk. The open source communications revolution is here, and Digium is leading the way!

### **Discover Network (614)**

**P / F (608) 756-3538 / (224) 405-4927**  
**[www.discovernetwork.com](http://www.discovernetwork.com)**

Discover Network provides financial services, including competitive discount fees, fast settlement, free signage and superior service that have contributed to the success of over four million merchant locations.

### **DSLi (805)**

**P / F (305) 779-7777 / (305) 779-4329**  
**[www.DSLi.com](http://www.DSLi.com)**

Founded in 1995, DSLi is a local South Florida phone company specializing in complete VoIP, Internet and voice solutions for business customers. DSLi offers expertise in custom phone system solutions bundled with any telecommunications need a business will ever have, including DSL, T1s, PRIs, unlimited long distance, Web hosting and more.

### **Empirix (101)**

**P / F (800) HAMMER IT / (781) 266-3201**  
**[www.empirix.com](http://www.empirix.com)**

Empirix delivers a comprehensive range of testing and monitoring solutions that assure the performance of next-generation networks, contact centers and Web-based applications. Empirix provides products, services and support to thousands of customers worldwide, including Global 2000 enterprises, network equipment manufacturers, and service providers. Headquartered in Bedford, Massachusetts, Empirix is a privately held company, with offices throughout the United States, Europe and Asia.

## Enterprise Communications

### Association (710)

**P / F (202) 467-4868 / (202) 872-1331**  
**www.encomm.org**

Through the Enterprise Communications Association (ECA), leading communications companies work together to accelerate the development and delivery of applications built on IP telephony and other convergence platforms. ECA programs help channel executives transform a voice or data distribution business to deliver converged voice/data/video solutions across the enterprise. ECA's sales and technical training helps employers retool the workforce to sell and support convergence solutions.

### Epygi Technologies (506)

**P / F (972) 692-1166 / (972) 692-1166**  
**www.epygi.com**

Epygi's IP telephony products offer a feature-rich, scalable migration into IP telephony for the large but underserved small business, SOHO and Teleworker markets. Epygi delivers value to any small business networking IP phones with an IP PBX. At the same time, existing analog phones also gain IP capabilities. Products include IP PBXs, conference servers and gateways. Epygi Technologies' Sales and Development offices are in the United States, Canada, Spain, France, Italy, Germany, United Kingdom, Armenia and Japan.

### EyeBill Interactive Solutions (414)

**P / F +359 2 917 9532 / +359 2 963 4211**  
**www.eyebill.net**

EyeBill Interactive Solutions PLC is a dynamic software company, specialized in delivering VoIP billing and customer care solutions for large, medium-sized and start-up VoIP operators. Established in 2000 as a joint venture, EyeBill has expanded to cover all VoIP business models — Corporate, Residential, Prepaid, Postpaid, Calling Cards, Call Shop and Wholesale. EyeBill is recognized as a premium billing solutions provider by its customers and business partners worldwide.

### FrontRange Solutions, Inc. (508)

**P / F (800) 776-7889 / (719) 268-4260**  
**www.frontrange.com**

Sophisticated Contact Routing from FrontRange Contact Center incorporates advanced 24/7 routing capabilities that increase revenue generation, reduce costs

and provide personalized customer service. Features include special call routing based on agent skills, language, product expertise, level of service or customer profile; advanced IVR self-service applications; and powerful speech recognition technology. IP Contact Center has been designed with high-end functionality specifically for small to medium-sized and distributed enterprises. Seamlessly integrate IPCC with front-and back-end applications such as GoldMine® and HEAT® as well as other CRM, Service Management and ERP systems. Industry recognition includes: Call Center CRM Solutions magazine Editor's Choice and Call Center Solutions Product of the Year.

### Genesys (610)

**P / F (650) 466-5024 / (650) 466-1260**  
**www.genesys.com**

Genesys Telecommunications Laboratories, Inc., a subsidiary of Alcatel (NYSE: ALA, Paris: CGEP.PA), is the leading provider of open software applications designed specifically to optimize customer contact - in the contact center and across the enterprise. Genesys enables personalized cost-effective multimedia customer service that generates long-term, profitable customer relationships. Genesys' infrastructure-independent solutions enable businesses to intelligently route customer interactions across all communications channels — phone, e-mail and Web — to the appropriate agent or company resource.

### GlobalNet Corp.

**P / F (630) 652-1300 / (630) 652-1320**

GlobalNet is a premier provider of Internet telephony solutions, services and infrastructure for broadband service providers and end-users worldwide. With billions of minutes carried, GlobalNet is ranked among the top ten U.S. service providers of outbound traffic to Latin America. The GlobalNet flagship product is a flexible SIP based consumer VoIP platform known as iDial IP (www.iDialip.com). iDial IP is a carrier class turn key retail VoIP solution designed for ISPs, carriers, and resellers. iDial IP allows organizations to offer a VoIP solution to their customer base without the obstacles involved in building a VoIP Network.

### Grandstream Networks (314)

**P / F (617) 566-9300 / (617) 249-1987**  
**www.grandstream.com**

Grandstream Networks, Inc., is a leading designer and manufacturer of innovative and ultra-affordable IP telephone products for both wired and wireless networks. Grandstream's industry-leading technology allows us to design commercial quality IP telephone terminal products (such as IP phones, VoIP analog telephone adaptors, low density gateways, etc.) at a fractional cost of competing products.

### HCL Technologies (609)

**P / F (408) 733-0480 / (408) 733-0482**  
**www.hcltech.com/voip**

HCLT VoIP division offers product licensing and engineering services to a wide range of customers, including network OEM vendors, semiconductor vendors, VoIP carriers and test labs. Exhibits SIP User Agent and Server Stack, MGCP-Media Gateway Stack, VoIP Test Framework, SIP Test Tool and MGCP Test Tool and capabilities in providing engineering and Testing services. Visit HCLT at booth 609.

### Hostopia (509)

**P / F (866) 467-8674 / (905) 673-1331**  
**www.hostopia.com**

Hostopia is the world's leading provider of expertise and technologies that help service providers increase their profitability in Web hosting and e-mail services. Our award-winning private label wholesale hosting services is proven to increase revenues and decrease costs by over 270 ISPs, telcos and broadband providers.

### i2Telecom International, Inc. (306)

**P / F (770) 512-7174 / (770) 512-7199**  
**www.i2telecom.com**

i2Telecom is a global VoIP provider selling high-quality VoIP hardware, softclient and services in North America and abroad through a network of agents, distributors and resellers. Our patents-pending InternetTalker IAD and award-winning VoiceStick portable soft client products add VoIP capabilities to any consumer telephone or business phone system, permanently driving down the cost of long-distance.

## **Ingate Systems (604)**

**P / F (603) 883-6569 / (413) 460-0414**  
**www.ingate.com**

A world leader in next generation firewall technology, Ingate® Systems produces and sells the world's only fully SIP-capable enterprise firewalls and the Ingate SIPerator®, an award-winning device that connects to existing network firewalls to seamlessly enable SIP traversal. Ingate's newest product supports hosted VoIP services in SIP-based IP Centrex environments.

## **InPhonex (516)**

**P / F (305) 728-6288 / (307) 728-6449**  
**www.inphonex.com**

InPhonex is a world leader in Internet telephony founded in 2003. We offer inexpensive alternatives to traditional telephone service around the world. Our clients range from individual consumers to small businesses, hotels, call centers, cyber cafes, ISPs, Web hosting providers, telephone system integrators and many Fortune 100 companies. We are one of the fastest-growing Internet telephony companies in the world and serve customers in over 215 countries. InPhonex services are sold directly through the Internet at [www.inphonex.com](http://www.inphonex.com) and through our large network of value added resellers, VarPhonex. Learn more about our reseller program and VarPhonex at [www.varphonex.com](http://www.varphonex.com).

## **International Packet Communications Consortium (IPCC) (810)**

**P / F (510) 744-4020 / (510) 608-5917**  
**www.packetcomm.org**

## **Interstar Technologies (104)**

**P / F (514) 631-1668 / (514) 63311439**  
**www.faxserver.com**

Interstar's XMediusFAX, the leading boardless T.38 Fax over IP solution, adds IP Fax functionality to VoIP networks without requiring additional gateways. XMediusFAX integrates with IP PBX systems and multifunction devices. Interstar's latest product, XMediusFAX Express, extends XMediusFAX benefits to clients requiring up to four fax channels for a maximum of 100 users.

## **Intertex (202)**

**P / F (508) 385-6335 / (208) 474-0956**  
**www.intertextdata.com**

Intertex is a developer and manufacturer featuring SIP-enabled firewalls and routers for small-office and home-office environments. Intertex IX66 product family interfaces using Ethernet or an optional built-in ADSL modem and supports the wireless, 802.11b office environment. The IX66 is the only firewall in its market segment fully addressing emerging real-time communications such as SIP-based VoIP. Additionally, Intertex has recently released the optional SIP Switch that provides substantial SIP IP-PBX functionality, such as dial plans and ENUM support for small-office environments utilizing the IX66. Intertex is a Swedish company with over 22 years telecommunications and security products experience.

## **Intoto (803)**

**P / F (408) 844-0480 x323 / (408) 844-0488**  
**www.intoto.com**

Intoto is the leading software ODM of integrated security, wireless and voice software platforms for networking and communications equipment. Intoto has over 100 design wins with high-volume global OEMs serving the residential, small business and enterprise markets. Intoto's complete, integrated software solutions enable OEMs to reduce development costs and speed time-to-market for faster return on investment and increased market share.

## **Jasomi Networks (108)**

**P / F (408) 252-VoIP x8647 / (480) 993-2264**  
**www.jasomi.com**

Jasomi Networks enables Voice over IP (VoIP) for carriers, enterprises and service providers. By providing the technology that allows VoIP services to be rolled out economically and securely in complex multibordered networks, Jasomi is an integral part of making VoIP work. Jasomi's product line complements today's existing security and networking infrastructure, providing VoIP connectivity across network security boundaries without requiring network re-architecting.

## **Kagoor Networks (705)**

**P / F (650) 572-7200 / (650) 572-7203**  
**www.kagoor.com**

Kagoor is a leading supplier of session border control technology, ensuring fast delivery of IP communications services. Kagoor's VoiceFlow products are the most powerful and scalable family of session border controllers available. With 100 worldwide customers, the largest number of tier one partnerships, and global offices, Kagoor delivers seamless, secure, and reliable end-to-end VoIP networking.

## **Kentrox, LLC (512)**

**P / F (503) 643-1681 / (503) 350-6881**  
**www.kentrox.com**

Kentrox, a leading provider of reliable, high-speed network access equipment, introduces the new Q-Series QoS Access Routers. Q-Series Routers integrate the functions of an IP router, QoS appliance, VPN appliance, firewall, WAN access device, Ethernet switch and Web GUI into a single, inexpensive device. Come see the demonstration on how the Q-Series Router ensures quality VoIP!

## **Lucent Technologies (203)**

**P (888) 4-LUCENT**  
**www.lucent.com**

Lucent Technologies designs and delivers the systems, services and software that drive next-generation communications networks. Backed by Bell Labs research and development, Lucent uses its strengths in mobility, optical, software, data and voice networking technologies, as well as services, to create new revenue-generating opportunities for its customers, while enabling them to quickly deploy and better manage their networks. Lucent's customer base includes communications service providers, governments and enterprises worldwide.

## **MediaRing (517)**

**P / F (408) 962-1251 / (408) 962-1252**  
**www.voizbridge.com**

MediaRing VoizBridge is a market-leading, carrier-class session controller product introduced in 2001. Since its introduction, MediaRing VoizBridge has been deployed in various carrier-class installations, includ-

ing tier-1 providers, NTT, Saigon Postel and Telekom Malaysia. MediaRing VoizBridge is a proven software platform that facilitates peering and interoperability, and secures inter-connectivity between carrier VoIP networks.

### **MERA Systems (412)**

**P / F (877) 854-4856 / (905) 882-7414**  
**[www.mera-voip.com](http://www.mera-voip.com)**

MERA Systems develops industry-leading IP telephony products and solutions that enable VoIP carriers and service providers to deliver real-time voice services across packet networks. MERA's award-winning MVTs is a truly carrier-grade session controller that scales up to 40,000 concurrent calls; supports SIP, H.323 and their dialects; and provides call admission control, QoS management, SLA assurance and all other features needed for end-to-end network management. Founded in 1989, MERA is a privately owned corporation with offices in Canada and Russia. For more information, visit us at [www.mera-voip.com](http://www.mera-voip.com)

### **MKC Networks Corporation (608)**

**P / F (613) 591-6900 / (613) 591-7337**  
**[www.mkcnetworks.com](http://www.mkcnetworks.com)**

Our VoIP PBXs leverage the public Internet connecting networks of small/medium business and carriers every day. Our products are innovative, dependable and cost-effective, utilizing SIP and Linux to deliver maximum value and a limitless set of choice and configurations. Our SOAP/XML interfaces allow easy partner integration.

### **Multi-Tech Systems, Inc. (308)**

**P / F (763) 785-3500 / (763) 785-9874**  
**[www.multitech.com](http://www.multitech.com)**

ISO 9001:2000 data communications and telephony manufacturer providing: Voice/Fax over IP gateways featuring PSTN failover, H.450, and T.38 support, Internet security appliances; VPN routers/firewalls; embedded/external Wireless GSM/GPRS, CDMA and Bluetooth products; Internet access/remote access servers; embedded serial/Ethernet, telephony and modem solutions; modems; DSVd Modems; V.34 fax/DID modems and servers.

### **net.com (106)**

**P / F (510) 713-7300 / (510) 574-4000**  
**[www.net.com](http://www.net.com)**

net.com's SHOUTIP platform interconnects TDM PBXs over IP and lets enterprises benefit from the advantages of IP telephony without replacing existing infrastructure. With advanced compression and intelligent call routing, SHOUT is ideal for connecting multiple offices globally. SHOUT's SIP and H.323 support lets enterprises add IP telephony clients and services to TDM PBXs.

### **Net2Phone (406)**

**P / F (973) 438-3111 / (973) 438-1829**  
**[www.net2phone.com](http://www.net2phone.com)**

Net2Phone provides PacketCable, SIP and wireless VoIP solutions around the world. As leaders in enabling telecom service providers and cable operators with turn key-hosted VoIP telephony services, Net2Phone has routed billions of retail VoIP minutes globally, servicing more than 100,000 users in the U.S. as well as hundreds of thousands more overseas. Net2Phone's hosted SIP platform provides partners with residential broadband telephony, calling cards, prefix dialing and enterprise services in over 100 countries. Net2Phone's PacketCable platform provides cable operators with the ability to deliver a primary line replacement service with guaranteed QoS and features such as E911.

### **NetCentrex, Inc. (207)**

**P / F (408) 521-7421 / (408) 437-6293**  
**[www.netcentrex.net](http://www.netcentrex.net)**

NetCentrex™, Inc. will demonstrate its award-winning integrated triple play solution, IPlay3™. NetCentrex provides applications, switching and media IMS-compliant platforms that enable telecom operators to deliver fixed mobile voice and video communications services for consumer and enterprise markets. Our solutions include IP telephony, video telephony, Triple Play, IP Centrex and voice/video VPN.

### **NetFabric Corporation (211)**

**P / F (203) 775-1178**  
**[www.netfabric.net](http://www.netfabric.net)**

NetFabric Corporation is a leading provider of integrated edge distributed IP platforms that allow small offices to adopt VoIP servic-

es while maintaining their legacy phone systems and some PSTN lines. NetFabric FUSION Intelligent Call Directors provide the QoS, system reliability and access to E-911 business customers demand. FUSION is simple to install and provides a fast ROI.

### **NETXUSA (506)**

**P / F (864) 271-9868 / (864) 233-4344**  
**[www.netxusa.com](http://www.netxusa.com)**

While being considered the leading provider of VoIP hardware for North America and other regions of the world, NETXUSA has served the telephony industry for more than 30 years with a network of more than 4,000 dealers worldwide. NETXUSA sells and supports only proven-reliable VoIP products from various manufacturers around the world. All products sold by NETXUSA must meet the approval of NETXUSA Labs prior to being offered to our dealer network.

### **NeuStar, Inc. (514)**

**P / F (571) 434-5400 / (571) 434-5417**  
**[www.neustar.biz](http://www.neustar.biz)**

NeuStar, Inc. is the leading provider of neutral, third-party clearinghouse services to the telecommunications industry. As the undisputed leader in intercarrier service management, NeuStar convergent clearinghouse automates entire business processes; consolidates transactions; and provides seamless, fast, integrated and economical processing of workflow transactions among multiple trading partners.

### **Nimcat Networks (217)**

**P / F (613) 592-4343 / (613) 592-5262**  
**[www.nimcatnetworks.com](http://www.nimcatnetworks.com)**

Nimcat Networks is the premiere provider of embedded, peer-to-peer call processing software. Its patented, Peer-to-eXchange (PTX) solution operates within standard VoIP telephone sets, eliminating the need for costly PBX equipment. Nimcat's solution enables communications equipment vendors to create enterprise-class telephone systems that are easy to deploy, expand and maintain. The company has filed more than a dozen patents for its leading-edge technology. Nimcat's technology improves product margins, reduces development time-to-market and enables new distribution channel opportunities for telephony OEMs.

## **Nortel (103)**

**P / F (800) 4 NORTEL**

**[www.nortel.com](http://www.nortel.com)**

Nortel is a trusted leader in empowering enterprises to profit from the convergence of voice, data, video and applications across carrier and enterprise, on wired and wireless networks. With our reliable and secure high-performance solutions, customers can deploy converged networks and applications, tapping into a powerful solution set encompassing data networking, multimedia communications, security, network management and customer contact technologies.

## **Nuvio (213)**

**P / F (816) 444-4422 / (913) 498-1810**

**[www.nuvio.com](http://www.nuvio.com)**

Nuvio develops, licenses and markets VoIP services to businesses, education, consumer and government customers through a growing network of private-label partners. In addition to consumer NuvioVoice products, Nuvio also has NuvioCentrex, a complete IP-based Centrex application targeted at the small business market, which replaces existing telephony infrastructure and the associated high costs. For additional information about Nuvio Corporation, visit [www.nuvio.com](http://www.nuvio.com) or call toll free (866) GO-NUVIO.

## **Pingtel Corp. (200)**

**P / F (919) 554-3532 / (919) 554-2635**

**[www.pingtel.com](http://www.pingtel.com)**

Pingtel is combining the best attributes of open source development — low cost, adaptability and flexibility — with reliable solutions and support that enterprises require for voice applications. Pingtel's all SIP-based, open source IP-PBX software is the linchpin technology that will catalyze the movement of enterprise communications into the data center and away from purpose-built hardware.

## **Popular Telephony, Inc. (507)**

**P / F (334) 936-52136 / (334) 936-52109**

**[www.populartelephony.com](http://www.populartelephony.com)**

Popular Telephony is the inventor of Peerio™ — a new, ground-breaking VoIP middleware for embedded devices, drawing on the principles of peer-to-peer computing. Patents-pending Peerio™ middleware seamlessly integrates into communications devices and VoIP

chips, enabling the implementation of a peer-to-peer, server-free, feature-rich telecommunications system for various types of enterprise and broadband networks.

## **PowerDsine, Inc. (409)**

**P / F (631) 756-4680 / (631) 756-4691**

**[www.powerdsine.com](http://www.powerdsine.com)**

PowerDsine™ (NASDAQ: PDSN) designs, develops and supplies integrated circuits, modules and systems that enable the implementation of Power-over-Ethernet in local area networks, providing the capability to deliver and manage electrical power over data network cables. PowerDsine offers integrated products and system solutions to communications equipment manufacturers in the telecom and datacom industries, who incorporate them into, or bundle them with, their products.

## **Prominence Networks (401)**

**P / F (732) 203-9950 / (732) 203-9958**

**[www.prominencenet.com](http://www.prominencenet.com)**

The Prominence Networks MediaIP Service Control Solution substantially improves the business case for IP telephony and IP video by offering guaranteed service quality (QoS), dynamic bandwidth control, application and network-aware call admission control, proactive network assessment, real-time monitoring, and end-to-end traffic engineering. These features combine to achieve greater cost savings, increase operational efficiencies and ease the implementation of convergence for enterprises, service providers and government agencies.

## **Qovia, Inc (307)**

**P / F (301) 846-0020 / (301) 846-0065**

**[www.qovia.com](http://www.qovia.com)**

Qovia VMMS (VoIP Monitoring and Management System) is the only monitoring and management tool designed from the ground up for voice. Qovia VMMS manages enterprise VoIP networks as a complete system, ensuring reliability, E911, quality, operations and for enterprise VoIP systems. Qovia VMMS software comes preloaded on probes, and monitors the VoIP network in real time, alerts the IT team the instant issues occur, and allows remote management for significant operational savings. Qovia allows enterprises to deploy more phones faster.

## **Quintum Technologies (402)**

**P / F (732) 460-9000 x238 / (732) 544-9119**

**[www.quintum.com/it](http://www.quintum.com/it)**

Quintum H.323 and SIP Tenor® VoIP solutions offer enterprises/service providers superior voice quality, PSTN reliability, easy installation, ease of use, and interoperability with existing networks. Tenors eliminate risk with instant midcall switching to the PSTN, PacketSaver compression and NATAccess, for NAT-enabled firewalls. 2 to 960 simultaneous VoIP calls for T1/E1/PRI/BRI.

## **RADVISION (112)**

**P / F +972 3 767 9678**

**[www.radvision.com](http://www.radvision.com)**

RADVISION Ltd. (Nasdaq: RVSN) is the industry's leading provider of high quality, scalable and easy-to-use products and technologies for videoconferencing, video telephony, and developer solutions for converged voice, video and data over IP and 3G network devices. RADVISION is committed to setting, testing, delivering and exceeding the industry standard.

## **Red Hawk Division of Belden/CDT (311)**

**P / F (800) 989-4295 / (800) 869-1256**

**[www.red-hawk.com](http://www.red-hawk.com)**

Red Hawk will show its PowerSense line of Power over Ethernet Hubs. Solve your IP Phone powering issues with a PowerSense Hub. Available from 1 port to 24 ports, PowerSense handles both IEEE802.3af style phones as well as phones requiring CDP or 24 volt protocol.

## **RNKVoIP (606)**

**P / F (888) 483-VOIP / (781) 297-2091**

**[www.RNKVoIP.com](http://www.RNKVoIP.com)**

Private label your own VOIP service! RNKVoIP, a fully regulated tariffed phone company, lets you design your own wholesale packages. RNKVoIP offers domestic and international termination/origination, complete 911, number porting, new numbers, comprehensive features and 24/7 customer service, all with huge profit margins. We're just what you are looking for!

## Samsung Telecommunications

**America (707)**

**P / F (972) 761-7000 / (972) 761-7232**

**[www.samsung.com/bcs](http://www.samsung.com/bcs)**

Samsung is a recognized global leader in telecommunications and digital convergence technology, with \$117 billion in revenues, 170,000 employees and 300 offices in 70 nations. Samsung Telecommunications America, a Dallas-based subsidiary of Samsung Electronics Company, Ltd., markets products across North America, including IP-enabled business communication systems, key phones, VoIP solutions, voice mail, and CTI applications.

## Sansay (503)

**P / F (828) 678-0200 / (828) 678-0203**

**[www.sansay.com](http://www.sansay.com)**

Sansay is an innovative developer of advanced carrier VOIP infrastructure solutions. The company's products include VoIP and video session control, call routing, NAT/firewall/security and protocol adaptation/translation solutions. Sansay's comprehensive solutions allow customers to create "open-but-secure" connections between their networks and those of their VoIP carrier partners, and to allow "open-but-secure" access to enterprise and residential subscribers via public Internet and/or VPN.

## Sencommunications, Inc. (515)

**P / F (800) 654-2993 / (813) 621-2280**

**[www.sencomm.com](http://www.sencomm.com)**

Sencommunications is the largest stocking distributor of Plantronics telephone headsets / accessories in the Southeast. We have an onsite repair department, a headset rebate program and refurbished equipment. Sencomm also offers cordless phones with headsets, computer headsets, cellular headsets, Polycom audio/video-conferencing products and a variety of telephone desk sets.

## SIP Forum (611)

**P / F +32 2 223 13 90 / +32 2 2309474**

**[www.sipforum.org](http://www.sipforum.org)**

The SIP Forum's mission is to advance the adoption of products and services based on the Session Initiation Protocol (SIP). The forum provides information on the benefits and capabilities of SIP, highlights success-

ful applications and deployments, and directs activities aimed at achieving high levels of product interoperability.

## SIPFoundry, Inc. (316)

**P / F (508) 475-2350**

**[www.sipfoundry.org](http://www.sipfoundry.org)**

SIPFoundry, a nonprofit organization, is the leading open source SIP community development project. The mission of SIPFoundry is to promote and advance SIP-related open source projects, and to establish a mechanism whereby users, developers and distributors of those projects can contribute to the adoption of SIP.

## snom technology AG (202)

**P / F +49 30 398 33 0 / +49 30 399 078 39**

**[www.snom.com](http://www.snom.com)**

## SOYO Group, Inc. (605)

**P / F (909) 292-2500 / (909) 937-0783**

**[www.soyogroup.com](http://www.soyogroup.com)**

The Z-Connect family of VoIP products from SOYO Group, Inc. delivers easy-to-use, cost-effective solutions for the consumer, SOHO, SMB and corporate enterprise markets. The Z-Connect phone offers "plug-and-dial" instant broadband capabilities; the Z-Connect router combines a voice gateway and a network router; and the Z-Connect gateway is an advanced telephony device that sends voice and fax over any IP network.

## Spirent Communications (510)

**P / F (800) 927-2660 / (818) 880-6299**

**[www.spirentcom.com](http://www.spirentcom.com)**

Spirent will be featuring its single-system, integrated IP telephony test solution. The Spirent Abacus tests scalability, performance, interoperability, and voice quality prior to deployment. Its advanced VoIP performance testing capabilities eliminates the needs for multiple test tools, resulting in reduced costs.

## Sprint (215)

**P / F (913) 791-7700 / (913) 791-7022**

**[www.sprint.com/equipment](http://www.sprint.com/equipment)**

Sprint manufactures and markets a rapidly growing portfolio of products including a full suite of future-ready business communications systems and CPE emphasizing customer-centric design and TL9000 quality management. Sprint's portfolio of converged hardware makes telephony over IP a

reality without compromise. Future-ready hardware solutions designed to meet converged communication needs.

## SyncVoice (601)

**P / F (866) VXTracker (489-8722) /**

**(714) 901-1447**

**[www.syncvoice.com](http://www.syncvoice.com)**

VXTracker monitors packet delay, jitter, loss and all data applications (such as e-mail, video, VoIP, etc.) running on the LAN/WAN. VXTracker will notify you when packet delay, jitter or loss cross specified thresholds. Login to VXTracker from any browser and use the "Instant V-Play" feature, which replays the status of onsite routers, switches and PBXs

## SysMaster Corporation (511)

**P / F (877) 900-3993 / (510) 428-2495**

**[www.sysmaster.com](http://www.sysmaster.com)**

SysMaster Corporation is a leading provider of Voice over IP solutions for carriers, service providers and enterprises. Our integrated solutions enable companies to lower infrastructure cost and accelerate time-to-market for multiple VoIP service offerings, including IP Centrex, Voicemail, Conference, Web Conference, Desktop Sharing, Follow-me, Virtual Fax, Virtual Office, Calling Card, Callback, and SMS Messaging. SysMaster's solutions are successfully deployed in more than 50 countries worldwide.

## System Engineering International, Inc. (702)

**P / F (301) 694-9601 / (301) 694-9608**

**[www.seipower.com](http://www.seipower.com)**

Founded in 1977, SEI is a leader in centralized, premises powering. Our products power the majority of Centrex phone systems; more than 1,000,000 lines in the large business, education, and government markets. The new SEI Juice Box Series for PoE is another addition to our exceptional line of power products.

## Systems Design & Support, Inc. / Zultys Technologies

**P / F (888) 638-7374 or (561) 279-2627 / 561-274-8877**

**[www.net-sdsi.com](http://www.net-sdsi.com)**

Systems Design & Support, Inc. has leveraged its technical and professional certifications with Microsoft, Cisco, HP, IBM, SonicWall, and Multitech to establish itself as a technolo-

gy partner serving companies located and/or headquartered in South Florida since 1996. Partnership with Zultys Technologies, manufacturer of the industry-leading, open-standards, SIP-based IP-PBX/media exchange and telephone solutions completes the offering of the most robust, cost effective, and broadest network-based voice and data solutions.

## **Teclar Comunicações Multimídia Ltda (417)**

**P / F ++55(41)332-7291 / ++55(41)332-7291**

**[www.teclarcomunicacoes.com.br](http://www.teclarcomunicacoes.com.br)**

Teclar Comunicações Multimídia is a Brazilian Company, with offices in São Paulo and Curitiba, that provides to all Latin America VoIP solutions: including VoIP Consulting Services for special projects; Manufacturing VoIP hardware like Gatekeeper, Gateway, Phone Processor, IP-PABX and develops a software Billing System Processor specially to ISP/ITSP. Teclar Comunicações Multimídia also is a Brazilian's VoIP Operator, finishing VoIP calls in Brazil and all Mercosul.

## **Tel-XS (704)**

**P / F (772) 337-7780 / (772) 337-7850**  
**[www.tel-xs.com](http://www.tel-xs.com)**

## **Telephony@Work (405)**

**P / F (858) 410-1600 / (858) 535-8963**  
**[www.telephonyatwork.com](http://www.telephonyatwork.com)**

Telephony@Work is the market leader in adaptive multimedia IP contact center technology, with validation that spans the spectrum of fortune-class companies, outsourcers and top-tier carriers since 1998. Telephony@Work's award-winning CallCenter@nywhere technology enables companies of all sizes to provide world-class service on the phone, fax and Internet, with the unique ability to adapt to all contact center processes in real time to maximize revenues from every queue while sharing technology across locations.

## **Telic Communications, Inc. (703)**

**P / F (212) 400-8181 / (212) 202-6356**  
**[www.telic.net](http://www.telic.net)**

telic's managed solutions provide the tools needed from provisioning to back office, customer management and billing to deploy carrier grade VoIP services with minimal

upfront investment. Because it is a managed service, providers can be up and running in a matter of day. telic's array of revenue generating solutions includes: SIP phone softswitching; pre and post paid calling cards; wholesale (tandem) softswitching; PC-to-phone, callback and voice mail. telic can also host any 3rd party application developed to VXML specifications.

## **TMC (804)**

**P / F (800) 243-6002 / (203) 853-2845**  
**[www.tmcnet.com](http://www.tmcnet.com)**

Technology Marketing Corporation (TMC) publishes two print magazines: Customer Interaction Solutions, and Internet Telephony; five digital publications, SIP Magazine, Speech-World, WiFi Telephony Magazine, VoIP Developer, WiMAX Magazine; and the online publications TMCnet.com, Planet PDA Magazine, WiFi Revolution, Alternative Power and BiometriTech. TMC is also the first publisher to test new products in its own on site laboratories, TMC Labs. TMC produces INTERNET TELEPHONY Conference & EXPO, The VoIP Developer Conference, Speech-World Conference, IP Contact Center Summit and The Global Call Center Outsourcing Summit. TMCnet.com publishes more than 25 topical online newsletters. For more information about TMC, visit its Web site, at [www.tmcnet.com](http://www.tmcnet.com).

## **TeleSynergy Research, Inc. (801)**

**P / F (408) 470-4700 / (408) 470-4701**  
**[www.telesynergy.com](http://www.telesynergy.com)**

TeleSynergy's VoIP solutions, with various deployable combination of VoIP gateway, IP-PBX and IP extension, provide businesses brilliant migration path from their existing legacy PBX. The One Source Contact Center solution, based on the sophisticated IP-PBX platform, comes with IVR, skill-based ACD, predictive dialing, and call recording functions.

## **Terremark (210)**

**P / F (305) 856-3200 / (305) 856-8190**  
**[www.terremark.com](http://www.terremark.com)**

Terremark Worldwide Inc. provides the connectivity, colocation space and managed services needed for high-quality IP communications — all combined to enhance your reliability, uptime and global reach. Our car-

rier-neutral facilities in Miami, California's Silicon Valley, Sao Paulo, Brazil and Madrid, Spain, offer IP communications providers direct backbone access to the world's leading networks. Come take a tour of our Miami-based NAP of the Americas, the industry's gateway between the U.S., Latin America and Europe. Please stop by Booth 210 for details.

## **Time Warner Telecom, Inc.**

**[www.twtelecom.com](http://www.twtelecom.com)**

Time Warner Telecom Inc., headquartered in Littleton, Colo., is a leading provider of managed network solutions to a wide array of businesses and organizations in 44 U.S. metropolitan areas that require telecommunications-intensive services. One of the country's premier competitive telecom carriers, Time Warner Telecom integrates data, dedicated Internet access, and local and long-distance voice services for long-distance carriers, wireless communications companies, incumbent local exchange carriers, and such enterprise organizations as healthcare, finance, higher education, manufacturing, hospitality, state and local government, and military.

## **Toshiba America Information Systems, Digital Solutions Division**

**P / F (949) 583-3700 / (949) 583-3080**  
**[www.telecom.toshiba.com](http://www.telecom.toshiba.com)**

Toshiba America Information Systems, Inc., Digital Solutions Division offers business communications and mobility solutions for small to medium-sized enterprises, focused on IP and wireless, telephony and data, and customer productivity applications. Toshiba's award-winning telecommunications products provide modular voice solutions that deliver networking, Voice over IP, and the ability to customize applications to meet the unique needs of the enterprise.

## **TransNexus (518)**

**P / F (404) 526-6060 / (678) 348-7510**  
**[www.transnexus.com](http://www.transnexus.com)**

TransNexus has been providing licensed and open source Operations and Billing Support System (OSS/BSS) solutions to VoIP carriers since 1997. TransNexus guar-

antees its OSS/BSS solution with least cost routing, quality of service routing, credit controls and multicurrency settlement billing will increase the profitability of your wholesale VoIP business.

### **VegaStream, Inc. (615)**

**P / F (858) 824 6388 / (858) 824-6396**  
**[www.vegastream.com](http://www.vegastream.com)**

VegaStream is a leading supplier of dedicated business VoIP gateways. VegaStream's Voice over IP (VoIP) gateways enable service providers and business customers to rapidly deploy and profit from lower telephony costs and improved productivity across their organization's HQ and remote offices. The award-winning Vega gateways are based on international communications standards — including both SIP and H.323 — to deliver an open and non proprietary VoIP solution that can be seamlessly integrated alongside existing communications investments.

### **Venali Internet Fax Services (102)**

**P / F (786) 276-0770 / (305) 695-4022**  
**[www.venali.com](http://www.venali.com)**

Venali is a leading provider of enterprise fax services. Desktop Faxing and Productions Faxing solutions, with unique benefits like immediate return-on-investment and never-busy fax numbers, are provided by utilizing the customer's existing IT resources. The need for fax servers and phone lines are eliminated, including the maintenance issues and bottlenecks associated with them.

### **Versatel Networks (500)**

**P / F (819) 771-0011 /**  
**[www.versatelnetworks.com](http://www.versatelnetworks.com)**

Versatel Networks builds Intelligent Media Gateways that drive service provider growth. The EdgeIQ platform integrates seamlessly with existing network investments and scale effortlessly. Versatel quality means rock solid carrier-class reliability and the industry's lowest operating costs. Service providers achieve a return on investment in months, not years. "Zero-fault" carrier-grade quality is at the core of Versatel's mission.

### **Vertical (513)**

**P / F (617) 354-0600 / (617) 494-9946**  
**[www.vertical.com](http://www.vertical.com)**

Vertical Communications, Inc., is a leading provider of next-generation IP-based voice and data communications systems for business. Vertical combines voice and data technologies with business process understanding to deliver integrated IP-PBX and application solutions that enhance customer service and business productivity. Vertical's customers are leading companies of all sizes — from small to large and distributed — and include CVS/pharmacy, Household International, and Apria Healthcare. Vertical is headquartered in Cambridge, Massachusetts, and delivers its solutions through a worldwide network of systems integrators, resellers and distributors.

### **Viola Networks (408)**

**P / F (610) 337-6530 / (610) 337-6534**  
**[www.violanetworks.com](http://www.violanetworks.com)**

Viola's software products provide performance assurance solutions for real-time applications running over converged IP networks. Viola's NetAlly RealTime, which was awarded Best of Show at Internet Telephony Conference 2004, is the industry's first single comprehensive system that combines automated preservice network readiness assessment, on-demand network troubleshooting with a true end-use perspective, and ongoing network performance monitoring down to a per-call granularity, for real-time converged data, VoIP and video networks.

### **VOCAL Technologies Ltd. (416)**

**P / F (716) 688-4675 / (716) 639-0713**  
**[www.vocal.com](http://www.vocal.com)**

VOCAL Technologies Ltd., founded in 1986, develops embedded software algorithm solutions for voice, data and facsimile. Offerings at this show include low-cost reference designs for IP phones and ATAs. Our engineers will work with a customer to quickly transfer technologies and customize solutions to speed up the time-to-market. RAS systems, messaging, gateways, VoIP and FoIP.

### **Voiceglo (305)**

**P / F (954) 377-7914 / (954) 525-4742**  
**[www.voiceglo.com](http://www.voiceglo.com)**

Voiceglo is a global communications and networking company. Its products include

GloPhone, a Web- and PC-based phone that enables users to make and receive calls while online; GloPBX, a virtual PBX system; and GloConnect, an application that interacts with Web messengers and allows instant messaging across all IM platforms.

### **VoIP Americas (502)**

**P / F (954) 434-2000 / (954) 954-4454**  
**[www.voipamericas.com](http://www.voipamericas.com)**

VoIP, Inc. subsidiaries VoIP Solutions and VoIP Americas provide a wide range of products and services to enable and accelerate your VoIP deployment. From our VoIP MTA with free Provisioning Server to a complete hosted service provider solution — VSP; and wholesalevoip™ termination; voip800™ and voipdid™ origination for established service providers.

### **VoIP News (814)**

**[www.voip-news.com](http://www.voip-news.com)**

### **Volo Communications (413)**

**P / F (407) 389-3232 / (407) 389-3232**  
**[www.volocommunications.com](http://www.volocommunications.com)**

Volo Communications, Inc., is a wholly owned subsidiary of Caerus, Inc., an Orlando Florida based holding company. Caerus, through several subsidiaries, is engaged in the telecommunications industry with interests in IP-based communication solutions that include transport services, billing and mediation services, hosted application services, proprietary soft switching technologies and telephony applications.

### **VONEXUS (302)**

**P / F (317) 872-3000 / (317) 872-3000**  
**[www.vonexus.com](http://www.vonexus.com)**

At Vonexus, our mission is to meet the growing demand for IP telephony in small businesses that rely on Microsoft®, Intel® and HP technologies. Now with the only Microsoft-based, 100% software IP PBX solution anywhere, Vonexus exceeds that demand with the Enterprise Interaction Center®. EIC delivers IP PBX call processing, auto attendant, and voicemail or optional unified messaging, along with fax, Follow-Me, basic ACD, Web services, real-time presence management and remote access for

mobile users. And more than just voice, EIC converges voice and data with integrations to Microsoft® Business Solutions applications, Exchange, Outlook® and other Microsoft products, allowing small businesses to handle virtually any communications need.

**Webfonepartners.net (309)**

**P / F (626) 844-2847 / (626) 844-2771**

**www.webfonepartners.net**

Webfonepartners.net offers a full service, web-based, ASP designed to deliver "IP-in-a-Box" solutions for Agents and Distributors who desire fast entry into the next generation Internet telephony business. The company service client interface, Webfonecenter.net, utilizes proprietary billing software applications in conjunction with intelligent telephone handsets to form a state-of-art Internet telephone service for the International consumer market.

**webVoIP (313)**

**www.webVoIP.com**

Looking for leading VoIP Billing Software Solutions? webVoIP's scalable web based solutions can rate, route and manage your Cisco, Mera, Nextone, or Quintum based network. Find out why a softswitch might not be a good idea. Having trouble with support? webVoIP controls all the source code, so no writing for third party support. Did your system work when you started but now you drop records? webVoIP knows why!

**Zoom Technologies, Inc. (201)**

**P / F (617) 423-1072 / (617) 423-3923**

**www.zoom.com**

Zoom Technologies, Inc. designs and produces Voice over IP Gateways, DSL modems, cable modems, dial-up modems, Bluetooth products, and other communications products under the Zoom, Hayes and

Global Village brands. Zoom is headquartered in Boston, and its European sales and support center is in the UK. Zoom markets its products in over forty countries, and provides multi-lingual support from its offices in Boston, Florida, and the UK.

**See You In L.A.!**  
**October 24-27, 2005**  
**Los Angeles**  
**Convention Center**  
**itexpo.com**



**BudgeTone-100 Series SIP Phones**



- Open Standards Compatible
- Superb Audio Quality
- Rich Functionalities
- World's Most Affordable

**Affordable**  
&  
**Innovative**  
**IP Telephony**

**HandyTone Analog Telephone Adaptors**



- Full Feature Voice / Fax-over-IP
- Ultra-Compact and Lightweight
- Universal Plug and Dial
- Extremely Affordable



- Exclusively in HandyTone-486
- Built-in NAT / Router
- QoS to Ensure Voice Quality
- Call Tagging Between VoIP and PSTN
- PSTN Pass-Through



## Exhibitor Product/Service Identifier

### Enabling Technology

#### ACD

Telephony@Work, 405

#### APIs

aveComm, 617  
Comvoz Communication, 612  
DiamondWare, 411  
HCL Technologies, 609  
Intoto, 803  
Nimcat Networks, 217  
Popular Telephony, 507  
RADVISION, 112  
Telic Communications (telic.net), 703  
Vertical, 513

#### Compression Algorithms

AudioCodes, 315  
VOCAL Technologies Ltd., 416

#### Computer/Industrial/Fault Tolerant

Systems Design & Support, Inc. / Zultys Technologies, 708  
VOCAL Technologies Ltd., 416

#### Computer-Telephony Integration (CTI)

ABP Technology, 202  
Absystem, Inc., 310  
Aculab, 303  
AltiGen Communications, 403  
AudioCodes, 315  
HCL Technologies, 609  
Ingate Systems, 604  
Interstar Technologies, 104  
NetFabric Corporation, 211  
Senncommunications, Inc., 515  
Systems Design & Support, Inc. / Zultys Technologies, 708  
TeleSynergy Research, Inc., 801  
Vertical, 513  
Viola Networks, 408  
VOCAL Technologies Ltd., 416

#### DSP Chips

AudioCodes, 315  
Vertical, 513  
VOCAL Technologies Ltd., 416

#### DSP Resource Boards

Aculab, 303  
AudioCodes, 315  
Vertical, 513  
VOCAL Technologies Ltd., 416

#### Echo Cancellation

ABP Technology, 202  
Aculab, 303  
AudioCodes, 315  
VOCAL Technologies Ltd., 416

#### Embedded Software Tools

ABP Technology, 202  
Absystem, Inc., 310

CyberGuard Corporation, 706  
Nimcat Networks, 217  
Popular Telephony, 507  
RADVISION, 112  
Teclar Comunicações Multimídia Ltda, 417  
VOCAL Technologies Ltd., 416

#### Fax Boards

Aculab, 303  
NETXUSA, Inc., 506  
VOCAL Technologies Ltd., 416

#### Internet Telephony Boards

ABP Technology, 202  
AudioCodes, 315  
CyberGuard Corporation, 706  
Digium | Asterisk, 603  
Grandstream Networks, 314  
NETXUSA, Inc., 506  
Nortel, 103  
TeleSynergy Research, Inc., 801  
VOCAL Technologies Ltd., 416

#### Internet Telephony Development Tools

Absystem, Inc., 310  
Aculab, 303  
aveComm, 617  
Comvoz Communication, 612  
CyberGuard Corporation, 706  
Digium | Asterisk, 603  
Empirix, 101  
HCL Technologies, 609  
NeuStar, Inc., 514  
Nortel Networks, 103  
Teclar Comunicações Multimídia Ltda, 417  
Telic Communications (telic.net), 703  
Viola Networks, 408  
VOCAL Technologies Ltd., 416

#### IP Based ACD

Telephony@Work, 405  
VONEXUS, 302

#### Multi-Media Contact Management

Telephony@Work, 405  
VONEXUS, 302

#### Protocol Stack (H.323/SIP/MGCP)

ABP Technology, 202  
Aculab, 303  
CyberGuard Corporation, 706  
HCL Technologies, 609  
Intoto, 803  
RADVISION, 112  
VOCAL Technologies Ltd., 416

#### RAS/Modem Chips

VOCAL Technologies Ltd., 416

#### Testing Platforms

Empirix, 101  
HCL Technologies, 609

Qovia, Inc., 307  
RADVISION, 112  
Viola Networks, 408  
VOCAL Technologies Ltd., 416

#### Voice Boards

Aculab, 303  
CyberGuard Corporation, 706  
Grandstream Networks, 314  
NETXUSA, Inc., 506  
Nortel, 103  
TeleSynergy Research, Inc., 801

#### Other

**Computer Connection Corporation, 508** - used network equipment provider  
**CyberGuard Corporation, 706** - Embedded VoIP reference design, schematics and software for volume production  
**Ingate Systems, 604** - SIP and VoIP enabling enterprise firewalls  
**Intoto, 803** - software platform solutions, VoIP software  
**Jasomi Networks, 108** - Session Border Controller  
**Popular Telephony, 507** - Peer-to-Peer voice communications  
**Prominence Networks, 401** - QoS Service Control & Management  
**Qovia, Inc., 307** - VoIP monitoring and management

### Systems

#### Bridges

aveComm, 617  
Computer Connection Corporation, 508  
CyberGuard Corporation, 706  
NETXUSA, Inc., 506

#### Carrier Class Gateways

ABP Technology, 202  
AudioCodes, 315  
CyberGuard Corporation, 706  
Nortel Networks, 103  
RADVISION, 112  
SysMaster Corporation, 511  
Versatel Networks, 500

#### CO Switch

Nortel, 103  
Sansay, 503

#### Edge Access Device

Computer Connection Corporation, 508  
CyberGuard Corporation, 706  
DiamondWare, 411  
Epygi Technologies, 202, 506  
i2Telecom International, Inc., 306  
Intertex, 202  
MERA Systems, Inc., 412  
NetFabric Corporation, 211  
Quintum Technologies, Inc., 402  
Versatel Networks, 500  
VOCAL Technologies Ltd., 416

### Enhanced Service Platforms

BayPackets, 312  
Comvoz Communication, 612  
GlobalNet Corp., 602  
MediaRing, 517  
NetFabric Corporation, 211  
NeuStar, Inc., 514  
Nortel, 103  
SysMaster Corporation, 511  
Telic Communications (telic.net), 703  
Versatel Networks, 500

#### Fax Servers

Interstar Technologies, 104  
Multi-Tech Systems, Inc., 308  
Systems Design & Support, Inc. / Zultys Technologies, 708  
VOCAL Technologies Ltd., 416

#### Gatekeeper

CyberGuard Corporation, 706  
MediaRing, 517  
MERA Systems, Inc., 412  
Multi-Tech Systems, Inc., 308  
NETXUSA, Inc., 506  
Quintum Technologies, Inc., 402  
RADVISION, 112  
Sansay, 503  
SysMaster Corporation, 511  
Teclar Comunicações Multimídia Ltda, 417  
TeleSynergy Research, Inc., 801

#### Internet Telephony Gateways

ABP Technology, 202  
Absystem, Inc., 310  
Aculab, 303  
AltiGen Communications, 403  
AudioCodes, 315  
aveComm, 617  
BayPackets, 312  
Belkin Corporation, 620  
CyberGuard Corporation, 706  
Digium | Asterisk, 603  
Epygi Technologies, 202, 506  
Grandstream Networks, 314  
Ingate Systems, 604  
InPhonex, 516  
Intoto, 803  
Multi-Tech Systems, Inc., 308  
NETXUSA, Inc., 506  
Nortel, 103  
Quintum Technologies, Inc., 402  
Samsung Telecommunications America, 707  
SOYO Group, Inc., 605  
SysMaster Corporation, 511  
Systems Design & Support, Inc. / Zultys Technologies, 708  
Teclar Comunicações Multimídia Ltda, 417  
TeleSynergy Research, Inc., 801  
VegaStream, Inc., 615  
VOCAL Technologies Ltd., 416  
Zoom Technologies, Inc., 201

#### IP-PBX

ABP Technology, 202

AltiGen Communications, 403  
 Belkin Corporation, 620  
 Centrepoint Technologies, 613  
 Comvoz Communication, 612  
 CyberGuard Corporation, 706  
 Digium | Asterisk, 603  
 DSLi, 805  
 Epygi Technologies, 202, 506  
 Interstar Technologies, 104  
 Intoto, 803  
 MERA Systems, Inc., 412  
 MKC Networks Corporation, 608  
 net.com, 106  
 NetCentrex, Inc., 207  
 NETXUSA, Inc., 506  
 Nimcat Networks, 217  
 Nortel, 103  
 Pingtel Corporation, 200  
 Popular Telephony, 507  
 RNKVoIP, 606  
 Samsung Telecommunications  
 America, 707  
 Sprint, 215  
 SysMaster Corporation, 511  
 Systems Design & Support, Inc. /  
 Zultys Technologies, 708  
 Teclar Comunicações Multimídia  
 Ltda, 417  
 Telephony@Work, 405  
 TeleSynergy Research, Inc., 801  
 Toshiba America Information Systems,  
 Digital Solutions Division, N/A  
 Vertical, 513  
 VOCAL Technologies Ltd., 416  
 Volo Communications, Inc., 413  
 VONEXUS, 302

## IP-enabled PBX

ABP Technology, 202  
 AltiGen Communications, 403  
 Belkin Corporation, 620  
 Centrepoint Technologies, 613  
 CyberGuard Corporation, 706  
 Digium | Asterisk, 603  
 DSLi, 805  
 Epygi Technologies, 202, 506  
 Intoto, 803  
 NetFabric Corporation, 211  
 NETXUSA, Inc., 506  
 Nortel, 103  
 Sprint, 215  
 SysMaster Corporation, 511  
 Telephony@Work, 405  
 TeleSynergy Research, Inc., 801  
 Toshiba America Information Systems,  
 Digital Solutions Division, N/A  
 Vertical, 513

## Media Server

ABP Technology, 202  
 AudioCodes, 315  
 Belkin Corporation, 620  
 DiamondWare, 411  
 HCL Technologies, 609  
 Intoto, 803  
 MKC Networks Corporation, 608  
 NETXUSA, Inc., 506  
 Nortel, 103  
 RADVISION, 112  
 Sansay, 503  
 Sprint, 215

SysMaster Corporation, 511  
 Telic Communications (telic.net), 703  
 Versatel Networks, 500

## PC-PBX

ABP Technology, 202  
 AltiGen Communications, 403  
 DiamondWare, 411  
 NETXUSA, Inc., 506  
 TeleSynergy Research, Inc., 801  
 Toshiba America Information Systems,  
 Digital Solutions Division, N/A  
 Vertical, 513

## Programmable Switches

BayPackets, 312  
 MediaRing, 517  
 MERA Systems, Inc., 412  
 MKC Networks Corporation, 608  
 Versatel Networks, 500

## Routers

ABP Technology, 202  
 Computer Connection Corporation, 508  
 CyberGuard Corporation, 706  
 Epygi Technologies, 202, 506  
 Grandstream Networks, 314  
 InPhonex, 516  
 Intoto, 803  
 Kentrox, LLC, 512  
 MKC Networks Corporation, 608  
 Multi-Tech Systems, Inc., 308  
 NETXUSA, Inc., 506  
 Nortel, 103  
 SOYO Group, Inc., 605  
 Sprint, 215  
 Systems Design & Support, Inc. /  
 Zultys Technologies, 708  
 Zoom Technologies, Inc., 201

## Softswitch

ABP Technology, 202  
 AltiGen Communications, 403  
 aveComm, 617  
 Belkin Corporation, 620  
 Comvoz Communication, 612  
 Digium | Asterisk, 603  
 HCL Technologies, 609  
 Intoto, 803  
 Jasomi Networks, 108  
 MediaRing, 517  
 MERA Systems, Inc., 412  
 MKC Networks Corporation, 608  
 NetCentrex, Inc., 207  
 Nortel, 103  
 Popular Telephony, 507  
 Sansay, 503  
 SysMaster Corporation, 511  
 Telephony@Work, 405  
 Telic Communications (telic.net), 703  
 Vertical, 513

## Voice/Data Switch

ABP Technology, 202  
 AltiGen Communications, 403  
 BayPackets, 312  
 Belkin Corporation, 620  
 Computer Connection Corporation, 508  
 CyberGuard Corporation, 706  
 Digium | Asterisk, 603  
 DSLi, 805

Intoto, 803  
 net.com, 106  
 NETXUSA, Inc., 506  
 Nortel, 103  
 Samsung Telecommunications  
 America, 707  
 Sprint, 215  
 Systems Design & Support, Inc. /  
 Zultys Technologies, 708  
 Vertical, 513

## Other

**Centrepoint Technologies, 613**  
**Computer Connection Corporation,**  
**508** - used network equipment provider  
**CyberGuard Corporation, 706** - VoIP  
 firewall and VPN appliance for SMB  
**DiamondWare, 411**  
**InPhonex, 516**  
**Kagoor Networks, 705** - Session  
 Border Control  
**MERA Systems, Inc., 412**  
**Multi-Tech Systems, Inc., 308**  
**NETXUSA, Inc., 506** - Conference Bridge  
**Nortel, 103**  
**PowerDsine, 409** - Power over  
 Ethernet (PoE)  
**Red Hawk - Belden/CDT, 311** -  
 Power over Ethernet (PoE)  
**Sansay, 503**  
**SyncVoice, 601**  
**SysMaster Corporation, 511**  
**Systems Design & Support, Inc. /**  
**Zultys Technologies, 708**  
**TransNexus, 518**

## Applications & Services

### ATM

AT&T, 206  
 CyberGuard Corporation, 706  
 Kentrox, LLC, 512  
 NETXUSA, Inc., 506  
 Nortel, 103

### Billing

BayPackets, 312  
 Comvoz Communication, 612  
 CustomCall Data Systems, 114  
 DSLi, 805  
 EyeBill Interactive Solutions, 414  
 MediaRing, 517  
 NETXUSA, Inc., 506  
 RNKVoIP, 606  
 SysMaster Corporation, 511  
 Teclar Comunicações Multimídia  
 Ltda, 417  
 TeleSynergy Research, Inc., 801  
 Telic Communications (telic.net), 703  
 TransNexus, 518  
 VoIP Americas, 502  
 Volo Communications, Inc., 413

### Cable Telephony

Absystem, Inc., 310  
 CyberGuard Corporation, 706  
 DSLi, 805  
 Empirix, 101  
 GlobalNet Corp., 602  
 Net2Phone, 406  
 RADVISION, 112  
 Sansay, 503

SysMaster Corporation, 511  
 Telephony@Work, 405  
 VOCAL Technologies Ltd., 416

## Enhanced Services

ABP Technology, 202  
 HCL Technologies, 609  
 Lucent Technologies, 203  
 MediaRing, 517  
 NetFabric Corporation, 211  
 NeuStar, Inc., 514  
 Popular Telephony, 507  
 SysMaster Corporation, 511  
 Telephony@Work, 405  
 Telic Communications (telic.net), 703  
 TransNexus, 518  
 Vertical, 513  
 VOCAL Technologies Ltd., 416

## Frame Relay

AT&T, 206  
 Kentrox, LLC, 512  
 Nortel, 103

## Internet Call Waiting

CyberGuard Corporation, 706  
 Nortel Networks, 103  
 RNKVoIP, 606  
 Vertical, 513

## Internet Fax

Belkin Corporation, 620  
 CyberGuard Corporation, 706  
 Epygi Technologies, 202, 506  
 Interstar Technologies, 104  
 NETXUSA, Inc., 506  
 Nortel, 103  
 RNKVoIP, 606  
 SysMaster Corporation, 511  
 Systems Design & Support, Inc. /  
 Zultys Technologies, 708  
 Teclar Comunicações Multimídia  
 Ltda, 417  
 Vertical, 513  
 VOCAL Technologies Ltd., 416

## Multicasting

CyberGuard Corporation, 706

## Prepaid

BayPackets, 312  
 Comvoz Communication, 612  
 HCL Technologies, 609  
 InPhonex, 516  
 MediaRing, 517  
 RNKVoIP, 606  
 Sansay, 503  
 SOYO Group, Inc., 605  
 SysMaster Corporation, 511  
 TeleSynergy Research, Inc., 801  
 Telic Communications (telic.net), 703

## SS7 Solutions

ABP Technology, 202  
 Aculab, 303  
 net.com, 106  
 Nortel, 103  
 RNKVoIP, 606  
 SysMaster Corporation, 511  
 TeleSynergy Research, Inc., 801  
 Volo Communications, Inc., 413

## Unified Messaging

AudioCodes, 315  
aveComm, 617  
BayPackets, 312  
Belkin Corporation, 620  
Comvoz Communication, 612  
DSLi, 805  
HCL Technologies, 609  
Interstar Technologies, 104  
Nortel, 103  
Popular Telephony, 507  
RNKVoIP, 606  
SysMaster Corporation, 511  
Systems Design & Support, Inc. / Zultys Technologies, 708  
Telephony@Work, 405  
Toshiba America Information Systems, Digital Solutions Division, N/A

## UPS/Power Protection/Management

System Engineering International, Inc., 702  
Systems Design & Support, Inc. / Zultys Technologies, 708

## Video Conferencing

HCL Technologies, 609  
Nortel, 103  
RADVISION, 112  
RNKVoIP, 606  
Senncommunications, Inc., 515

## Virtual Private Network Products

ABP Technology, 202  
AT&T, 206  
CyberGuard Corporation, 706  
Intoto, 803  
Jasomi Networks, 108  
Kentrox, LLC, 512  
Nortel, 103  
Sansay, 503  
Systems Design & Support, Inc. / Zultys Technologies, 708  
Teclar Comunicações Multimídia Ltda, 417  
Telic Communications (telic.net), 703  
TransNexus, 518

## VoIP Testing

ABP Technology, 202  
CyberGuard Corporation, 706  
Brix Networks, 616  
Empirix, 101  
FrontRange Solutions Inc., 508  
HCL Technologies, 609  
Nortel, 103  
Qovia, Inc., 307  
RADVISION, 112  
RNKVoIP, 606  
Spirent Communications, 510  
SyncVoice, 601  
Viola Networks, 408

## Web/Call Center Integration

AT&T, 206  
Comvoz Communication, 612  
CyberGuard Corporation, 706  
FrontRange Solutions Inc., 508  
Nortel, 103

Systems Design & Support, Inc. / Zultys Technologies, 708  
Teclar Comunicações Multimídia Ltda, 417  
Telephony@Work, 405  
Telic Communications (telic.net), 703  
Vertical, 513

## xDSL

CyberGuard Corporation, 706  
Zoom Technologies, Inc., 201

## Other

**Absystem, Inc., 310** - Internet Hardphone  
**aveComm, 617**  
**Brix Networks, 616**  
**Computer Connection Corporation, 508** - used network equipment provider  
**FrontRange Solutions Inc., 508**  
**Interstar Technologies, 104** - Fax Over IP  
**InPhonex, 516**  
**Qovia, Inc., 307** - VMMS software modules and qovia central aggregation  
**Systems Design & Support, Inc. / Zultys Technologies, 708**  
**TransNexus, 518**

## Wireless

### Broadband Wireless

ABP Technology, 202  
BayPackets, 312  
Computer Connection Corporation, 508  
CyberGuard Corporation, 706  
Intoto, 803  
RADVISION, 112  
Systems Design & Support, Inc. / Zultys Technologies, 708

### PDA's

DiamondWare, 411  
Nortel, 103

### Third-Generation Wireless (3G)

Kentrox, LLC, 512  
Multi-Tech Systems, Inc., 308  
Nortel, 103  
RADVISION, 112  
Sansay, 503

### Wireless Data/Internet/WAP

Intoto, 803  
System Engineering International, Inc., 702  
Systems Design & Support, Inc. / Zultys Technologies, 708

### Wireless Internet Telephony

ABP Technology, 202  
Absystem, Inc., 310  
AudioCodes, 315  
aveComm, 617  
DiamondWare, 411  
GlobalNet Corp., 602  
Intoto, 803  
Multi-Tech Systems, Inc., 308  
Net2Phone, 406  
Nortel, 103

RADVISION, 112  
Sprint, 215  
System Engineering International, Inc., 702  
Systems Design & Support, Inc. / Zultys Technologies, 708  
Telephony@Work, 405  
Toshiba America Information Systems, Digital Solutions Division, N/A  
Versatel Networks, 500

## Wireless Internet Telephony Handsets

ABP Technology, 202  
Absystem, Inc., 310  
Empirix, 101  
Intoto, 803  
Net2Phone, 406  
Nortel, 103

## Wireless LAN

AT&T, 206  
Computer Connection Corporation, 508  
CyberGuard Corporation, 706  
Intertex, 202  
Intoto, 803  
Nortel, 103  
System Engineering International, Inc., 702  
Systems Design & Support, Inc. / Zultys Technologies, 708  
Zoom Technologies, Inc., 201

## Other

**Computer Connection Corporation, 508** - used network equipment provider  
**Toshiba America Information Systems, Digital Solutions Division, N/A** - softphones, security cameras

## Service Providers

### CLEC

AT&T, 206  
BayPackets, 312  
Comvoz Communication, 612  
DSLi, 805  
MediaRing, 517  
Nortel, 103  
RNKVoIP, 606  
Viola Networks, 408  
Volo Communications, Inc., 413

### LEC

BayPackets, 312  
MediaRing, 517  
Nortel, 103

### Internet Fax Service Provider

Interstar Technologies, 104  
RNKVoIP, 606  
Systems Design & Support, Inc. / Zultys Technologies, 708

### Internet Telephony Wholesaler

ABP Technology, 202  
Absystem, Inc., 310  
AT&T, 206  
aveComm, 617  
BayPackets, 312

Belkin Corporation, 620  
Comvoz Communication, 612  
DSLi, 805  
GlobalNet Corp., 602  
Interstar Technologies, 104  
InPhonex, 516  
MediaRing, 517  
Nortel, 103  
Nuvio, 213  
RNKVoIP, 606  
SOYO Group, Inc., 605  
VoIP Americas, 502  
Volo Communications, Inc., 413

## ISP

AT&T, 206  
BayPackets, 312  
DSLi, 805  
GlobalNet Corp., 602  
Interstar Technologies, 104  
Jasomi Networks, 108  
MediaRing, 517

## ITSP

ABP Technology, 202  
Comvoz Communication, 612  
GlobalNet Corp., 602  
MediaRing, 517  
Systems Design & Support, Inc. / Zultys Technologies, 708  
Teclar Comunicações Multimídia Ltda, 417  
VoIP Americas, 502

## Next-Gen Telco

1-800-TALKTIME.COM, 100  
Absystem, Inc., 310  
BayPackets, 312  
GlobalNet Corp., 602  
MediaRing, 517  
Net2Phone, 406  
Nortel, 103  
Nuvio, 213  
RNKVoIP, 606  
VoIP Americas, 502  
Volo Communications, Inc., 413

## Other

**Computer Connection Corporation, 508** - used network equipment provider  
**Discover Network, 614**  
**Enterprise Communications Association, 710**  
**Hostopia.com, 509** - Wholesale Private Label E-mail & Hosting  
**Telic Communications (telic.net), 703**  
**Terremark, 210** - Colocation Services, Internet Access and Exchange Point Services  
**Webphonepartners.net, 309** - VoIP Reseller  
**Zoom Technologies, Inc., 201**

## Thank You Platinum Sponsors



**Booth (303)**  
**Phone: (850) 763-9281 x111**  
**Fax: (850) 763-9281**  
[www.aculab.com](http://www.aculab.com)

Aculab offers developers a wide range of computer telephony hardware and software for integration into high performance communications solutions — from IVR and contact centres to predictive diallers, SMS and prepaid services. With a complete range of open standards technologies for use within telco or enterprise environments, Aculab's product portfolio continues to evolve, ensuring solutions providers have access to the mix of capabilities required to meet the ever changing needs of the communications market.

Products include digital network access cards for connection to VoIP, TDM and SS7 networks. GroomerII, Aculab's media gateway, is able to perform protocol conversion between TDM-TDM, TDM-IP and IP-IP.

Aculab's portfolio of media processing resources has been specifically designed to enhance a range of communications solutions. The Prosody range provides developers with adaptable, high density speech and data processing capabilities including: fax, conferencing, echo cancellation, TTS, ASR and basic speech processing. Prosody is available on hardware (DSP cards) and a software only variant called Prosody S. For use in the IP domain, Prosody S allows the media processing to be carried out on the host PC's processor. Dedicated account management enables the coordination of support services to help you through each stage of your product's life cycle including technical consultancy and support, training and marketing.



**Booth (206)**  
**Phone: (908) 221-2000**  
[www.att.com/business](http://www.att.com/business)

Dedicated to helping enterprises transform their business, AT&T delivers a wide array of VoIP and IP-based communications services. AT&T's networking professionals work to design, deploy and manage advanced

communications solutions that help improve business productivity, optimize technology investments and create a platform for innovative communications applications.



**Booth (315)**  
**Phone: (408) 577-0488**  
**Fax: (408) 577-0492**  
[www.audiocodes.com](http://www.audiocodes.com)

AudioCodes Ltd. (NASDAQ: AUCD) enables the new voice infrastructure by providing innovative, reliable and cost-effective Voice over Packet technology and Voice Network products to OEMs, network equipment providers and system integrators. AudioCodes provides its customers and partners with a diverse range of flexible, comprehensive media gateway and media processing technologies, based on VoIPerfect™ — AudioCodes' underlying, best-of-breed, core media gateway architecture. The company is a market leader in voice compression technology and is a key originator of the ITU G.723.1 standard for the emerging Voice over IP market.

With more and more vendors looking to offer packet-based solutions to their customers, AudioCodes' field-proven enabling technology

products allow OEMs to migrate smoothly and quickly to the new voice infrastructure.

AudioCodes' product line includes Enabling Technology Products such as Voice over Packet chip processors, VoIP PCI and cPCI Telephony boards & media gateway modules, Core Network Products for the wireline, wireless, broadband access and enhanced voice services applications and CPE & Access Gateways, comprised of AudioCodes analog and digital media gateways. These products are integral of the most advanced and reliable Voice over IP and Voice over ATM platforms on the market, and have been implemented successfully by leading telecommunications and networking manufacturers worldwide.



**Booth (805)**  
**Phone: (305) 779-7777**  
**Fax: (305) 779-4329**  
[www.DSLi.com](http://www.DSLi.com)

Founded in 1995, DSLi is a local South Florida phone company specializing in complete VoIP, Internet and voice solutions for business customers. Backed by a decade of experience, DSLi is powered by their own state-of-the-art facilities. DSLi offers expertise in hosted PBX applications bundled with any telecommunications need a business will ever have. The complete range of services that can be bundled, or standalone, include broadband telephone service, IP Telephony, DSL, T1s, PRI, DS3s, unlimited long distance, web hosting, server collocation and more.

DSLi has been perfecting their VoIP product, Vox 3, for years. The combi-

nation of DSLi's thorough knowledge of broadband and VoIP experience makes DSLi the industry specialist. DSLi's Vox3 PBX, the ultimate phone system, is amazing technology that opens up a world of possibilities. Vox 3 PBX offers small to medium businesses features and benefits that until now were only available to large enterprises. DSLi delivers "big business" communications services to small business customers at prices they can afford. Whether you're a partner looking to enter the hot VoIP arena or an enterprise that needs an expert in VoIP applications, DSLi has the solution that's right for you.

## Thank You Platinum Sponsors



Lucent Technologies designs and delivers the systems, services and software that drive next-generation communications networks. Backed by Bell Labs research and development, Lucent uses its strengths in mobility, optical, software, data and voice networking technologies, as well as services, to create new revenue-generating opportunities for its customers, while enabling them to quickly deploy and better manage their networks. Lucent's customer base includes communications service providers, governments and enterprises worldwide. With headquarters in Murray Hill, N.J., and about 32,500 employees worldwide, Lucent is a leading global supplier of communications networking equipment, holding strong leadership positions in Internet networking infrastructure for service providers, optical networking, wireless networks and communications networking support and services. For fiscal 2003, the

company reported \$8.5 billion in revenues.

Lucent has assembled a portfolio of products and services focused on the next generation of wireless and wireline networks. With three operating units focused on the world's largest communications service providers — Integrated Network Solutions, Mobility Solutions and Lucent Worldwide Services — Lucent is organized to best meet the needs of its customers. LWS is one of the industry's most experienced and knowledgeable network services organization. With technicians, network designers, consultants and engineers, LWS serves the world's largest service providers, enterprises and government institutions in more than 49 countries and six continents. Bell Labs, the largest R&D organization focused on the needs of large service providers, is the leading source of new communications technologies and the most creative force in communications networking today.



Nortel Networks is a trusted leader in empowering enterprises to profit from the convergence of voice, data, video, and applications on wired and wireless networks. With our reliable and secure high-performance solutions, customers can deploy converged networks and applications tapping into a powerful solution-set encompassing data networking, multimedia communications, security, network management, and customer contact technologies. With solutions specifically tailored to address the large enterprise, small-medium business and contact center environments — Nortel Networks

offers unsurpassed features and powerful applications that boost productivity and increase customer reach and loyalty. The net result? Higher revenue by enabling customers, suppliers and employees to conduct business from anywhere at any time — whether by email, phone, PDA, Web or a combination of methods. Intuitive management tools, end-to-end performance and traffic management and migration paths that offer unrivaled investment protection help enterprises achieve a clear competitive edge with optimum network and business flexibility so they can act quickly to take advantage of ever-changing market conditions.



Sansay is an innovative developer of advanced carrier VOIP infrastructure solutions. The company's products include VOIP and video session control, call routing, NAT/firewall/security and protocol adaptation/translation solutions. Sansay's comprehensive solutions allow customers to create "open but secure" connections between their networks and those of their VOIP car-

rier partners, and to allow "open but secure" access to by enterprise and residential subscribers via public Internet and/or VPN. Sansay's key executives were founders and founding members of Nuera Communications where, from 1995-2002, they led teams responsible for product management, engineering, marketing, strategy and business development.

## Thank You Platinum Sponsors



Booth (210)  
Phone: (305) 856-3200  
Fax: (305) 856-8190  
[www.terremark.com](http://www.terremark.com)

Terremark Worldwide Inc. offers the IP Communications industry a unique combination of colocation, network connectivity, Internet access, data protection and managed services to put you within easy reach of your customers and end-users, virtually anywhere in the world.

IP Communications providers can deploy in one of Terremark's highly secure and reliable locations, leveraging our connectivity to the world's leading global telecommunications carriers and undersea cable networks. This unparalleled connectivity helps you reach millions of customers, all in a unique carrier-neutral environment. With facilities in Miami, California's Silicon Valley, Madrid, Spain and Sao Paulo, Brazil, no one connects you to the world like Terremark. We offer a full range of Managed Services, based on industry-leading hardware, software and processes. This provides a cost-effective outsourced solution, without using your own capital or specialized staff. Our highly trained

Network Management staff can proactively monitor your technology, 24x7x365.

No one knows IP Communications like Terremark. Today, we serve over 230 customers around the world, including more than 50 providers of VoIP services. Why do the world's leading network service providers, telecommunications carriers, Internet service providers, content providers, public entities and multinational enterprises choose Terremark? Linked together by Terremark's Exchange Point Platform Terremark customers are part of a "Virtual Marketplace" that better enables high-quality data exchange and the delivery of next-generation services.

Stop by Booth 210 for more details, or better yet — take a tour of the NAP of the Americas and see why it was rated the Best Data Exchange Facility for VoIP in last year's IT EXPO Best of Show awards.



[www.twtelecom.com](http://www.twtelecom.com)

Time Warner Telecom, Inc., headquartered in Littleton, CO, is a leading provider of managed network solutions to a wide array of businesses and organizations in 44 U.S. metropolitan areas that require telecommunications intensive services. One of the country's premier competitive telecom carriers, Time Warner Telecom integrates data, dedicated Internet

access, and local and long distance voice services for long distance carriers, wireless communications companies, incumbent local exchange carriers, and such enterprise organizations as healthcare, finance, higher education, manufacturing, hospitality, state and local government, and military.

# TOSHIBA

Phone: (949) 583-3700  
Fax: (949) 583-3080  
[www.telecom.toshiba.com](http://www.telecom.toshiba.com)

Toshiba America Information Systems, Inc., Digital Solutions Division offers business communications and mobility solutions for small to medium-sized enterprises, focused on IP and wireless, telephony and data, and customer productivity applications. Toshiba's award-winning telecommunications products provide modular voice solutions that deliver networking, Voice over IP, and the ability to customize applications to meet the unique needs of the enterprise. Toshiba's newest solution is the Strata CIX, a pure IP business communications system that supports up to 672 ports, offers Toshiba's new FeatureFlex? customization capabilities, can be TDM-enabled, and provides a smooth migration path from Toshiba Strata CTX and Strata DK digital business communication

systems. Toshiba's products also include its award-winning Strata CTX line of digital business telephone systems that can be IP-enabled, Strata CS software-based systems, Strategy Voice Processing solutions and Toshiba digital, IP and soft IP telephones. With all its systems, Toshiba gives its customers the ability to grow, change and migrate their systems as their businesses grow, while retaining their initial investment. Toshiba also offers industry's only seven-year manufacturer's extended warranty. Toshiba delivers complete business communications solutions that also include Toshiba laptop and tablet PCs, PDAs, HotSpots, security cameras and more, helping enterprises maximize their business efficacy in communications and mobility.



## Rich Tehrani Goes One On One With AT&T And Lucent Technologies

VoIP is an Internet-based technology and so many articles we read talk about new “Internet age” companies entering the telecom space now that VoIP has leveled the playing field. While this is very true, some of the biggest players in voice over IP are still the companies that spun out of AT&T. Two of these companies are Lucent and the long-distance portion of its former parent, still called AT&T.

Speaking with these two companies is always an eye-opening experience as they are both on the cutting edge while simultaneously possessing decades of experience in telecom. Among other things, Lucent has done a great job recently supplying technology for EVDO networks allowing broadband speeds over wide areas without the need for WiFi hotspots. AT&T on the other hand has done a great job integrating a slew of leading-edge and useful features into their CallVantage VoIP service.

SBC recently announced they will be purchasing AT&T and this has launched a consolidation frenzy or at least a speculation frenzy. Rumors abound that Qwest, MCI and others will soon be purchased or do the purchasing and others say this merger will force Vonage’s hand, making them look for an acquisition partner.

One thing is for sure, telecom has gone from out of favor and quite boring to infinitely interesting once again. 3G, WiFi telephony, WiMAX, VoIP 2.0 are all technologies that are evolving more and more rapidly and now they are intersecting as well. The future of telecom seems as bright as ever and I bring you some insightful interviews with executives from both Lucent Technologies and AT&T.

### Q&A With AT&T

**Cathy Martine**  
Senior Vice President  
AT&T Internet Telephony



**Q1. You announced aggressive customer acquisition numbers when you rolled out AT&T CallVantage Service. Can you tell me if you are on track? Can you release customer numbers at this point?**

I’m sorry Rich, but we have not disclosed any subscriber data to date. I will say however that consumer acceptance has been quite gratifying, but to compete at the mass market level would require considerable marketing dollars. We don’t think that would be a wise investment for us and is not consistent with our strategic intent to focus on enterprises. I would also remind you that AT&T has undergone a sea change in strategy since Dave Dorman made those first proclamations back in December 2003; most dramatically the FCC decisions of last June. I’m fairly confident that with SBC’s impending acquisition of AT&T, we haven’t seen the last of our strategic shifts.

**Q2. In past conversations with AT&T, I have heard mention of the cable companies and ILECs being bigger AT&T CallVantage competitors than p2p networks and others. Do you take Vonage and Skype seriously? Are they a threat?**

We take all of our competitors seriously, but the overwhelming opportunity is with those companies serving the majority of telephone lines, not the small minority of businesses and consumers that have already made the leap in technology. While I

won’t dismiss the innovations being delivered by the peer-to-peer market, it isn’t much of a business model for companies looking for a return on their investment. AT&T is a public company with stock holders that we answer to.

**Q3. How is your exporting of VoIP outside the country going? Are customers overseas receptive? Where are the biggest opportunities for CallVantage internationally?**

As you know, we have a remote worker pilot up and running in four countries presently serving more than 40 top global multi-nationals that is going extremely well. With a strategic eye towards serving businesses, our primary international priority is to turn this into a commercial global offer. We’re finding that remote worker needs are a perfect fit for our AT&T CallVantage platform capabilities.

**Q4. Are customers using the advance features you provide in your VoIP service such as Find Me, Follow Me, dial from the Web browser, etc? How does customer usage of these features meet up against your expectations?**

That’s an intriguing area that we keep probing. While many of the early VoIP adopters made the decision on price alone, we are finding a number of features quite sticky. Without disclosing too much competitive information, one of the stickiest is Locate Me

## Q&A With **AT&T** Continued...

and its ability to ring up to five lines at once, or sequentially. It's also one of our competitive differentiators. Consumers also like the overall Phone Manager (Web portal) experience and its Click-to-Dial capabilities. And not surprisingly, one of the most often used features is the ability for voicemail message notification and delivery. Customers have really discovered the convenience of getting their voicemail message delivered right to them with the ability to forward it on as an e-mail attachment to others. And as you might guess, home office workers like the Conference Calling capabilities and the nominal per minute rate we introduced late last year hasn't dampened enthusiasm for it. When it comes to features, you either use them all the time, or not at all.

### **Q5. The SBC merger has the industry talking. What does this mean for CallVantage? Do you believe the sheer size of your new company will be an advantage or disadvantage in selling VoIP service and why?**

Rich, I would prefer not to speculate about what the acquisition may hold. However, I will say that AT&T's IP network and innovative VoIP solutions will have a positive impact on any VoIP service that the merged company will offer. The strength and scope of the combined company can only help the sales effort.

### **Q6. Does branding count when we talk about VoIP service? Do customers care about brand or is telephony (even over IP) commoditized?**

I strongly believe they do and think entirely too much is made by commoditization of any product or service. Soda is basically sugar-flavored water, but I'll bet you and your readers have brand preferences that don't include the generic house brand sold at your local supermarket. The telecommunications market is no different. AT&T has remained the premiere brand when faced by overwhelming competition for the past 20 years. Consumers know it and trust and many give AT&T CallVantage Service preference when trying broadband phone services for the first time.

### **Q7. Are there new and interesting features we can look forward to in your VoIP service? What are they?**

Have you looked at AT&T CallVantage Plus yet? Introduced in mid-December, it's the industry's first sub-account capability. This is truly a unique capability that can provide as many as nine individual numbers a distinctive experience while sharing the same line. It enables each account the ability to configure features like 'Voicemail' with line-specific messages, or to program 'Do Not Disturb' and 'Locate Me' to receive calls when and where directed by number. This means that up to

10 people can actively have inbound calls routed where they want, however, only one user can place an outbound call through the TA at any one time. It also provides a discrete 'Call Log' for each number. The monthly charge is \$7.49 per account.

### **Q8. Are you concerned about ILECs/and or cable companies using packet filtering on your calls or in some way giving an advantage to their own VoIP offerings?**

While it would be foolish to dismiss this premise out of hand, I don't believe the intentional blocking of broadband calling is a likely scenario. As you already know, there have been documented instances of this activity resulting from an earnest effort by some to secure their networks against malicious intrusions. In each instance that impacted AT&T, we were able to work with the carrier in question to continue completing our calls. Due to the interdependencies of networks, is in everyone's best interests to ensure data flows freely from network to network.

### **Q9. Is there a conflict of interest in selling a worldwide VoIP service and at the same time being an ILEC? Just as other ILECs can hinder your traffic, you can do the same to other VoIP services? How will this shake out? Are you concerned about this issue at all?**

These type of conflicts have existed since the beginning of modern day telecommunications, but the industry has found a certain basic level of co-opetition is necessary. After all, no one carrier can connect all end points without relying on the assistance of others who are often its competitors. VoIP and the IP networks it travels have the same cross dependencies. The marketplace will help level-set these competing priorities so everyone can survive.

### **Q10. Where do you envision the combined SBC/AT&T VoIP market share being in 5 years? Ten?**

It's a little early to speculate on our combined success, but we believe our two companies have complementary strengths, product sets and customer bases to create a premier, global provider for a new era of communications. Together, SBC and AT&T will be better positioned for success and leadership within a rapidly changing industry, setting the standard for the transition from legacy technologies to advanced, next-generation IP networks and services.

### **Q11. Worldwide, are the incumbents and cable companies your largest competitors? Anyone else?**

Yes.

## Q&A With

Lucent Technologies  
THE LUCENT GROUP



**Stef H. van Aarle**  
Vice President of Marketing & Strategy  
Lucent Technologies



### Q1. Is industry consolidation a la SBC and AT&T good or bad for your business?

In general this consolidation provides us with significant short-term opportunity. Assets will have to be merged and optimized and that is a business we are. Since we know the networks of these players well we have a strong value proposition here. Also, in the mid to long term, we expect the consolidation to lead to a more financially stable industry. This will drive clearer investment plans.

### Q2. Do service providers see the triple-play as the holy grail of service delivery?

"Triple-Play" (delivering voice, video and data services) is a bundling strategy and has been around for some time. Market data clearly shows that bundling works, especially in the consumer markets, it reduces customer churn and drives up revenue per user. So, yes, bundling will continue to be an important tool for Service providers. The integration of wireless into the bundle (quadruple-play) is a logical extension.

However, Lucent Technologies believes that bundling is only the tip of the iceberg. It is basically a marketing tool. Real value for the end-users is going to be driven by converged services - the ability to combine elements of the quadruple-play in new and valuable ways. New technologies and standards like 3GPP, SIP and IMS will enable this. For the user this will mean: single sign-on, services that are access and device independent, and services that are aware of user profiles. Our market research shows that this will drive significant value for end-users going well beyond simple bundling.

### Q3. How do you see the wireless market shaping up?

EvDO speeds are over a megabit per second at peak times and 3G is coming. EvDO is really the first large-scale deployment of 3rd generation wireless. It is data centric - which is where the market demand is today. For these high speed data services to succeed the industry needs to help enterprise CIO's make these services an integrated part of their vertical applications. Lucent has done a lot of work with some of the leading mobile carriers to do just that. An example would be a vertical application for insurance carriers making claims processing from the field much faster using 3G capabilities. Significant savings can be achieved, compared to which the cost of the 3G services is minimal.

### Q4. How will customers decide between WiMAX, 3G, and WiFi for wireless broadband delivery?

WiFi will likely be the preferred premise-based access technology for some time.. For enterprises this is also the likely scenario

for private, enterprise-owned solutions. Obviously there are security issues that need to be addressed.

3G is the ideal solution for wide area access; it will be deployed ubiquitously, and will provide the right speeds for current common enterprise applications. Lucent Technologies has had seamless 3G-to-WiFi roaming solutions available for well over a year, and combined 3G/WiFi PCMCIA cards and phones will be available at the right price points. So the most likely future for enterprise users is WiFi on-prem and 3G on the road. With seamless roaming and hand off between the two.

Public WiFi (aka hot spots) is probably going to remain a niche application for enterprises. Fragmentation of the offerings is one of the issues. On a recent three-day trip to Europe I had to subscribe to six different public WiFi services spending over 75 Euros. There are also security issues, and the limited speed of the DSL backhaul could prove to be a bottleneck for some enterprise applications.

WiMAX is a standard with a lot of potential. The IEEE is currently working toward standardization initiatives that will create a fully mobile 802.16e solution intended to enable WiMAX to support mobility. WiMAX is an ideal substitute, complement or replacement for fixed cable and DSL, particularly in rural markets where they may be underserved by landline technologies. However, for WiMAX to be truly successful, proven performance and decreased costs are crucial.

### Q5. As an international company you have a unique perspective on the American service provider market Vs everywhere else. Where are we behind? Ahead?

This is a very broad question. Clearly Asia and Europe are leading on mobility applications, however in terms of 3G deployments Europe lost a lot of ground and the leading US carriers are making tremendous progress. Broadband penetration varies wildly, with adoption rates much higher in the Asian markets than elsewhere. It is interesting to note that Cable leads the race in the US, and DSL leads in most of the rest of the world.

### Q6. A slew of new VoIP service providers are popping up around the world. What will these companies have to do to make it into the next decade?

Today, VoIP providers are made up of cable MSO's, major carriers and alternative VoIP providers. Alternative providers like Vonage took an early lead by targeting the early-adopters. However, they are now losing share every day as major players are joining the VoIP game, due primarily to the lack of resources, telephony experience and technical skills. As VoIP moves beyond the early-adopter

## Q&A With



Continued...

market to penetrate the mass market, it will begin to reach consumers that are more demanding and less knowledgeable. The smaller players simply do not have the resources to provide the same level of support that is required.

Another issue is the fact that today's VoIP business is driven by low-cost-voice. In the future it is likely to be driven more by value added converged applications, voice being only a component in the mix. Future players will need to have the breadth and depth to provide these converged applications.

**Q7. It is a good thing to be a service provider again. You have seen a number of cycles in the service provider market. Do you have an estimation as to how long the VoIP service provider market can grow in double (or triple) digits?**

In terms of minutes of voice carried it can grow fast for quite a number of years. In terms of revenue hopefully as well. The question is if the industry is able to turn the current trend of voice commoditization into value creation for the end-user.

**Q8. As telephony costs plummet, what should service providers be focusing on to keep them relevant in the next few years?**

Service providers will most certainly need to look for other sources of revenue. On the consumer front future deployments of FTTx and xDSL will enable them to create new revenue streams through converged IP-based applications and content. Enterprise clients probably present the largest opportunity for revenue growth in

the near term. The challenge will be to transform from a connectivity provider to a solution provider. The battle for the enterprise client will be all about business value add. Partnerships with Systems Integrators will be an important component.

**Q9. Please give perspective on open source telephony and hosted telephony.**

Open source solutions are an important development in the industry. They are being embedded in many places, certainly also in the Lucent product line. However, businesses for which telecommunication is vital will not easily adopt "raw" open source solutions anytime soon. They will use open source components that are embedded in brand-name products. We believe these clients need a number to call if their infrastructure fails.

Hosted telephony is happening. In the end, IP makes even telephony just another application on the network. Even if that application is vital, many businesses will opt to outsource the operations of it. We expect that hosting will actually become more attractive the more critical telephony is in an enterprise. With their larger scale and geographic diversity, hosting operators will have more extensive business continuity and disaster recovery capabilities and clear cost advantages compared to prem-based solutions. The continuing virtualization of the enterprise will also drive this. Obviously there are historical and cultural barriers to overcome, but with the hosted offerings growing ever more mature we are convinced that in the coming years we'll see a major uptake in hosted voice applications.

**See You In L.A.!**  
**October 24-27, 2005**  
**L.A. Convention Center**  
**itexpo.com**



World Leaders In Technology Media

**TMC**  
Since 1972

**2005 CONFERENCE CALENDAR**

<p><b>SPEECH-WORLD</b> Sponsored with <b>IP Contact Center</b></p> <p>May 24-26, 2005 Dallas, Texas www.speech-world.com</p>	<p><b>INTERNET TELEPHONY CONFERENCE &amp; EXPO</b></p> <p>February 22 - 25, 2005 Miami, Florida www.itexpo.com</p>
<p><b>VoIP DEVELOPER CONFERENCE</b></p> <p>August 2 - 3, 2005 San Francisco, California www.voipdeveloper.com</p>	<p><b>INTERNET TELEPHONY CONFERENCE &amp; EXPO</b></p> <p>October 24 - 27, 2005 Los Angeles, California www.itexpo.com</p>

**For information on any TMC conference, contact Dave Rodriguez:  
203-852-6800, ext. 146 or drodriguez@tmcnet.com**

TMC

# INTERNET TELEPHONY CONFERENCE & EXPO

*The VoIP Authority Since 1998*

*The World's Largest VoIP/IP  
Telephony Marketplace*

- Service Providers
- Resellers/Developers/OEMs
- Enterprise/Government

# Witness The Evolution Of IP Telephony VOIP 2.0

October 24-27, 2005 • Los Angeles Convention Center



**Platinum Sponsors:**

**NORTEL**  
NETWORKS

**viola**  
NETWORKS

**aculab**

**Gold Sponsors:**

**QUINTUM**

**IPNetwork**

**VONEXUS**

**ITEKPO.COM**

**ITEXPO.COM**

**NEW!**

*A World-Class Conference On IP Telephony With World-Class Speakers*

**TMC**  
**VoIP**  
**DEVELOPER CONFERENCE™**

*A New Conference For Developers From TMC, The VoIP Leaders!*



# **Rapidly Build Successful VoIP Products**

## **Sponsors**



- **Hardware Development**
- **Software Development**
- **Wireless/WiFi Development**
- **SIP Developer's Workshop**

**August 2-4, 2005**  
**South San Francisco Conference Center**  
**S. San Francisco, CA**



*Produced by the most trusted name in VoIP. TMC is the publisher of INTERNET TELEPHONY Magazine since 1998; and the host of INTERNET TELEPHONY Conference & EXPO since 1999.*

**[www.voipdeveloper.com](http://www.voipdeveloper.com)**