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Show Daily

Tuesday, October 13, 2009

ATLANTIC-ACM names Wholesale Excellence Awards

ATLANTIC-ACM, a leading research consultancy, delivered its 2009 Metro Wholesale Excellence Awards during a ceremony that wrapped up the first full day of COMPTEL PLUS.

The awards are based on the 2009 edition of ATLANTIC-ACM's Metro Carrier Report card. ATLANTIC-ACM's Metro Carrier Report card rates carriers in key product and service categories based on evaluations by their wholesale customers.

The 2009 edition is based on more than 1,300 individual carrier evaluations.

Awards were presented by Dr. Judy Reed Smith, ATLANTIC-ACM's CEO. This year's winners are:

- AT&T: ILEC Brand and Network Quality
- CenturyLink: ILEC Sales Reps, Provisioning, Billing, Customer Service and Voice Value
- Fibertech: CLEC Brand, Sales Reps, Network Quality, Billing and Customer Service
- FPL Fibernet: CLEC Provisioning
- Level 3: CLEC Voice Value
- Qwest: ILEC Voice Value and Data Value
- RCN Metro: CLEC Provisioning, Billing and Data Value

Boston-based ATLANTIC-ACM provides strategic research and consulting services for the telecommunications and information industries. It produces the industry's principal benchmarking, sizing and opportunity studies. It also assists clients in evaluating telecommunications opportunities for successful investment, market entry, and long-term planning. ■

Hesse calls for change to access rules

Calling the nation's wireless regulatory system "grounded in the past," Sprint Nextel's President and CEO Dan Hesse said he is hopeful the new Federal Communications Commission will update regulations and rethink current special access regimes.

Hesse said incumbent carriers are squeezing competitors with high fees for connecting to their infrastructures, saying that AT&T and Verizon, for example, are receiving more than \$8 billion per year in the access fees competitors must pay.



He pointed out that within the next couple of years, the wireless industry will become more important to the U.S. economy than the auto industry, making FCC action imperative to encourage continued growth in it.

In fact, Hesse said, wireless will become one of only five "trillion dollar" industries in the United States. The others include the military, automobile, tourism and food services.

Casual and soft-spoken, Hesse enumerated a number of Sprint Nextel accomplishments during recent years, and spoke of the Sprint Partner Interexchange Network, or PIN, which the company introduced this week at COMPTEL PLUS.

The offering is a low-cost transit solution to terminate to other on-net partners and to off-net PSTN numbers.

Hesse also said that Sprint is working hard to capitalize on the potential machine-to-machine wireless market, which he said could grow 250 percent by 2013. He said Sprint already has more than 300 apps for the machine-to-machine technologies, which could result in major changes in the way businesses do business. ■

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CCH, a Wolters Kluwer business
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RCN Metro Optical Networks
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500

20'

Qwest Communications
20'

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20'

321 Communications, Inc.
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InterMetro Communications, Inc.
20'

DDR Broadband Networks
20'

701

800

Interstate FiberNet
20'

20'

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ADVA Optical Networking, Inc.
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Charter Business
901

Today's Agenda

8 a.m.-4:30 p.m.
Registration
Convention Entrance

8 a.m. – 4:30 p.m.
COMPTEL PLUS Deal Center
Canary 3&4

8:30 a.m.-4:30 p.m.
Member Lounge
Canary 1

CONCURRENT SESSIONS TRACK 4

9-9:45 a.m.
Business – Crystal J1
“Mergers& Acquisitions: How do They Impact Supply and Demand in Telecom” – During the “Telecom Meltdown,” supply greatly exceeded demand. Since then, a steady wave of consolidation has rationalized the supply side. Rapid bandwidth growth has continued, and today, supply and demand for bandwidth is balanced. With ongoing consolidation, suppliers will benefit, leading to a rise in the intrinsic value of fiber-based telecoms. This panel will discuss the current macro-economic environment and its impact in the broadband market.

Technology – Crystal H

The various voice operators across the wholesale marketplace are searching for ways to directly interconnect and exchange traffic, in an effort to bypass traditional LEC tandem costs. The emergence and simplicity of SIP has created a cost-effective architecture through which carriers can more efficiently exchange voice traffic. However, there are still significant CAPEX and OPEX costs associated with scaling a direct peering architecture. VoIP peering exchange providers offer the ability to interconnect all the “VoIP islands” without the expense and complexity associated with direct peering.

Regulatory – Canary 2

“USF Reform: Changes under the new FCC and Congress” – The Universal Service Fund will go through major changes under the new FCC and Congress. This will affect the way USF is assessed, the way it is administered and the way it is distributed.

This panel will focus on the rather large problems currently confronting the High Cost Fund, as well as what is likely to be done to address them by the new FCC, Congressional leadership and USAC itself.

CONCURRENT SESSIONS TRACK 5

10-10:45 a.m.
Business – Crystal J1
“How to Manage Your Company's Financial Requirements in Difficult Times” – This session will focus on the stuff CFOs encounter during difficult financial times. The topics will include consumer credit, churn, cash flow, collections, raising capital for acquisitions and available financing.

Regulatory – Canary 2

“The State Regulator Perspective” – Enjoy a wide-ranging interview of an influential state regulator discussing issues affecting the development of competitive telecommunications, including the broadband stimulus program, intercarrier compensation, universal service reform and political/economic trends affecting the regulatory landscape.

Technology – Crystal H

“What's new in Broadband Wireless” – While 3G operators call their service mobile service broadband, users are clamoring for higher speeds for fixed and mobile services. On the fixed side, wireless broadband has become an alternative to conventional T1 or Metro Ethernet connections in many international and some U.S. cities. On the mobile side, WiMAX has been deployed in several major U.S. cities and Verizon plans to begin its LTE rollouts next year. Topics for this panel include: Metro WiFi networks and unlicensed wireless. Do lessons learned predict more failures or future success? 4G networks for fixed and mobile services; more hype or are the stars finally aligned for success? Beyond an alternative to wired services, what new paradigms make sense in the wireless broadband era? This session is intended for executives from service providers to gain a better understanding of the threat and opportunity coming from wireless technologies.

CONCURRENT SESSIONS TRACK 6

11-11:45 a.m.
Business – Crystal J1
“Strategic Policy Initiatives on the Horizon for the CEO” – This session addresses the strategic policy initiatives that CEOs are pursuing and why those specific strategies were selected. Given changing technology, acquisitions, regulatory and marketing conditions, competitive telecommunications is becoming increasingly complicated and challenging. Business models are fluid and there is no “one size fits all” model. Increasingly, the future success of companies depends on the strategic directions that these companies choose and their execution by senior management. Learn how their strategy was chosen and updated, why alternative strategies were rejected and the role that strategic directions plays in affirming these companies industry leadership.

Regulatory – Canary 2

“Section 271 of the ACT” – Each Bell Operating Company is obligated under Sec. 271 of the Telecom Act to make loops, transport and certain other network elements available on a continuing basis at just and reasonable rates and terms. To date, the BOCs essentially have ignored this statutory requirement, putting competitive carriers that require ongoing access to these network facilities at a significant – and increasing – disadvantage. This panel will explore the parameters of the Sec. 271 network element obligation and potential opportunities for enforcement of this important provision.

Technology – Crystal H

“Internet Security: Coping with Growing Threats to the Internet” – There are a growing number of threats to the Internet that any provider of Internet services should be aware. This panel will look at those threats and ways that government and industry are addressing them.

Noon to 4:30 p.m.
COMPTEL PLUS Trade Expo
Palms Ballroom

COMPANY	BOOTH #	COMPANY	BOOTH #
321 Communications, Inc.	601	Lighttower Fiber Networks	716
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CCH, a Wolters Kluwer business	908	PNG Carrier Services	401
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CustomCall Data Systems, Inc.	507	RAD Data Communications	911
CyanOptics	717	RCN Metro Optical Networks	500
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Homisco, Inc.	407	TeleSphere Software	810
INDATELgroup	314	Tellispire	609
Intellifiber Networks	515	Telsource Corporation	915
InterCall	418	Thermo Credit, LLC	608
InterMetro Communications, Inc.	701	Transaction Clearing, LLC	317
Interstate FiberNet	801	Transaction Network Services, Inc.	708
Iowa Network Services	302	TransNexus, Inc.	811
iQsim	715	TSG Global	419
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Knology, Inc.	411	Zone Telecom	520

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Arbinet improves wholesale interface

Arbinet Corporation, formerly Arbinet-thexchange, a wholesale telecommunications service provider that offers three ways for carriers and service providers to originate and terminate international voice traffic, announced Oct. 1 it has introduced new tools into its network that enhance its ability to support customers and suppliers in a traditional wholesale fashion.

Arbinet's voice termination and origination options also include Private exchange, an easy, low-risk outsourcing approach, and theexchange™, the industry's leading exchange marketplace for buying and selling voice communications.

Arbinet Carriers Services has no fees and features a single invoice.

New tools include a code analysis tool that enables Arbinet to use supplier codes in its wholesale routing plans; a routing table development tool that utilizes sophisticated blending algorithms to enable Arbinet to generate routing tables based on specific quality and pricing requirements; and an integrated quoting system that enables Arbinet to easily quote rates and buy supply from carrier service customers and suppliers.

"Arbinet is an important partner for our wholesale voice business," said Jochen Mogalle, VP Wholesale at Telefónica O2 Germany. "With Arbinet's technology, knowledge of the European telecom market and its ability to terminate traffic to global carriers, Arbinet has helped Telefónica to realize efficiencies in routing portions of our international voice traffic. Arbinet also played a role in Telefónica success in increasing voice quality, stability and consistency in its service for its retail customers."

Meantime, Evgeny Sekeryn, Carrier Business and Sales Director for Russia's largest international carrier Rostelecom, added, "Arbinet is an important and strategic partner for our voice termination business. With Arbinet's proven technology, knowledge of the international telecom market and its ability to terminate traffic to an extensive list of leading and emerging global carriers, Arbinet provides Rostelecom with

"Arbinet is an important partner for our wholesale voice business."

aggressive pricing, quality control and efficient routing solution for international voice traffic.

"The Rostelecom team is optimistic to work with a partner that invests in technology in order to simplify, improve and solve interconnectivity issues," Sekeryn said. "We are sure that their continued investment

in new tools and capabilities will continue to help carriers to meet business goals."

Arbinet's Sr. Vice President of Sales and Marketing Dan Powdermaker said, "Arbinet is well-known for its highly automated exchange marketplace that seamlessly manages voice traffic flows between buyers and sellers. We launched Carrier Services earlier this year to support those suppliers and customers that seek a traditional wholesale way of working."

Powdermaker added, "We offer standard contracts, no fees, multiple routing tables and rate lock. Carrier Services suppliers can reach members of Arbinet's theexchanges, and theexchange suppliers can qualify for inclusion in Carrier Services tables. The new Carrier Services tools that we have developed and deployed will help us to more seamlessly and better serve our customer and supplier bases." ■

For more information, visit www.arbinet.com.

Dash, LogiSense integrate billing and services solutions

COMPTTEL exhibitor Dash Carrier Services, along with its partner LogiSense, announced the successful launch of an integrated and automated billing and service delivery solution designed to remove the "chair swivel" often inherent to multiservice provisioning. The launch of the new LogiSense EngageIP Billing Solution was marked by a successful deployment of the integrated system by service provider Epik Networks.

The new joint solution provides for rapid service deployment on converged, next-generation networks by allowing carriers to automate and simplify operations through an integrated interface for the provisioning of all services. "The automated functionality inherent in the EngageIP offering drives carrier productivity

higher, while reducing their operating expenses," said Dash CEO, Justin Nelson.

Also of note are recent advancements in Dash's administrative and provisioning interface, Dashboard. Service providers, such as Epik Networks, can now benefit from Dashboard's DID Ordering, which provides filters for directory listing and T38 coverage, enhancements to bulk order capabilities within LNP and 911 provisioning, improved customer reporting, and N11 provisioning and support.

"Dash and LogiSense have not only exceeded expectations in terms of service and quality, but their ability to work seamlessly as a team, and with our staff, has reinforced our belief in working with both companies," said Regan Kerry, CTO of Epik Networks. ■



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Sandy Beaches goes green

Headquartered in Oklahoma, a state that is known for its wind, Sandy Beaches Software (booth 611) is now 100 percent wind powered.

Company founder and President Jeff Lytle explained, "My children come home from school and tell me to think globally and act locally. We want to do our part, and reducing our carbon emissions by up to 70 tons per year seems like a good start. Signing up for OG&E's wind power program harnesses this native 'asset,' resulting in lower dependence on fossil fuels."

But the company also is changing some of its operations.

"We are also overhauling InTELEbill®'s Electronic Billing Presentment and Payment (EBPP) module," Lytle said. "Our current clients will be given the EBPP module source code for no charge and new customers can purchase the source code for a one-time charge of \$2,000."

"The EBPP module enables our clients to do 'their part' by offering paperless billing. It's an easy way for them to be green and save some green. Telcos save on printing and mailing costs with InTELEbill's EBPP module and e-mailed invoice feature," Lytle added.

If consumers and businesses are reluctant to give up paper bills, they can choose to receive both an e-mailed bill and a paper bill. There is not an additional charge for the e-mailed version

of the invoice. "We've found that customers, who receive electronic bills a few times, realize how convenient they can be. This leads to opting out of mailed invoices," said Lytle.

The latest version of InTELEbill®'s Web portal, boasts more customer self-care features and agent-specific capabilities. Consumers can simply review call data on a specific day, or go as far as creating customized reports that allow them to slice and dice their data with the help of predefined templates or a query writer. The amount and complexity of the reporting capabilities can be tailored to fit the user. Additionally, consumers may download their call records and reports in several different formats.

The payment portion of the modules allows for secure encrypted credit card or ACH transactions using clearing houses such as Authorize.net, USAEpay, or ViaClick. Consumers can elect to have the transactions completed automatically each month or to manually make the payment monthly.

Paper invoicing is far from "green," but as long as customers continue to demand paper bills, utilizing things like wind power behind the scenes will at least take away some of the impact. It is very likely that some point in the near future a high number of consumers and businesses will embrace a paperless society, and everyone will be on board with online billing. ■

Nitel launches flat-rate data connectivity

Nitel Inc., a single-source provider of telecommunications network services and nationwide virtual network operator, announced the launch of a suite of flat-rate data connectivity products during the COMPTel PLUS EXPO.

Available in the 48 contiguous states, Nitel OneRate™ offers T1 private line, dedicated Internet access and MPLS services to its wholesale and enterprise clients. The flat-rate pricing structure simplifies what is typically a complex process to price network connectivity.

Known for its ability to provide cost-effective data connectivity in rural areas, Nitel sees the offering as a complement to its high capacity

bandwidth and metro Ethernet products.

"Our flat-rates are particularly competitive in rural or difficult-to-reach areas of the country," said Ron Grason, Nitel's COO. "Where clients require an extended local loop or cross a state or LATA boundary, it's going to be difficult to find a better solution."

Nitel' CEO Rick Stern added, "We believe that the ability to provide competitive flat rates gives us a unique advantage in the marketplace. Our wholesale and agent partners find the simplicity of the product easy to articulate to their clients. Combined with Nitel's reputation for attentive customer service, our flat rates look to be a tremendous success." ■

Equinox signing allows SNIp to cut costs

Nashville-based Equinox Information Systems announced that SNIp, a leading regional integrated communications provider based in New Jersey, has licensed TeleLink and Collector. These software applications team up SNIp with a comprehensive mediation solution for usage records generated from Lucent switches as well as call detail records from off-network sources.

TeleLink converts and filters usage data records to the appropriate data formats for downstream operational support systems. Collector provides real-time delivery of usage records to a carrier's local area network. Together, TeleLink and Collector represent a powerful mediation software solution, which enables carriers to

perform a number of important billing and OSS functions, such as verifying the usage of interconnect partners.

"By properly managing usage and call record data, SNIp can minimize operational costs and pass these savings along to our customers," explained Joseph Giacomelli, SNIp Vice President of Customer Operations. "Equinox provided us with a smooth installation and excellent customer support. We could not be happier with our new mediation solution."

"We are delighted with SNIp's decision to license Equinox mediation software," said David West, Equinox Executive Vice President. "Providing the communications industry with custom mediation solutions has been a hallmark of Equinox since our founding in 1986." ■

FastTrack selects Fujitsu FLASHWAVE

Fujitsu, a provider of business, information technology, and communications solutions, announced that FastTrack Communications, a provider of voice and data network solutions, has selected Fujitsu FLASHWAVE® platforms, professional services and hosted software to create a next-generation DWDM network.

This network will be used for private line services, data, and backhaul for wireless networks to meet FastTrack Communications customers' escalating bandwidth demands.

FastTrack Communications has deployed the Fujitsu FLASHWAVE 7120 wavelength services access platform to provide immediate capacity. By the end of 2009, the company plans to expand this network using the Fujitsu FLASHWAVE 7500 ROADM platform to support up to 40 wavelengths of voice, video, and data traffic.

FastTrack Communications selected the Fujitsu Hosted Element Management System (EMS) service to allow the company to focus on generating revenue from its new DWDM network without having to maintain a separate data center for network management. FastTrack Communications also selected Fujitsu Network Life Cycle Services to maximize network reliability for its regional network.

In addition to managing the network installation, the service and support package FastTrack selected will include around-the-clock access all

year, to experienced Fujitsu personnel for technical assistance training courses, craft interface software and repair and return for complete peace of mind.

"Fujitsu is a financially stable partner who will be there for us in the long run."

"We reviewed numerous technical solutions for our core network, and Fujitsu just kept coming out on top," said Steven Dorf, CEO of FastTrack Communications. "From their inherent product flexibility, scalability and reliability to the personalized service we received from Fujitsu, we know this is the best solution for us. Most importantly, unlike our incumbent supplier, Fujitsu is a financially stable partner who will be there for us in the long run."

"Our network extends from Albuquerque, N.M., to Grand Junction, Colo. – areas which experience both extreme high and low temperatures across

remote areas where it's not easy to dispatch a technician," Dorf continued. "Having a highly reliable network is critically important to us, and Fujitsu puts the same emphasis on reliability as we do with products that clearly stand out in the industry in terms of quality and survivability."

Dorf cited the superior customer service from Fujitsu and attention to its network needs as another major factor in the decision.

Fujitsu worked closely with FastTrack engineers to make sure that the resulting network was optimized for its needs and not a simple "off-the-shelf" solution that others were proposing.

The Fujitsu Hosted EMS network monitoring service provides robust functionality and the benefits of a Network EMS without the need for software, servers, or support staff.

Providing full fault, performance and management control plus offering full client access, Fujitsu hosts the NETSMART® 1500 EMS in Richardson, Texas, at the company's Network Operations Center (NOC) running on a dedicated server with redundancy in Sunnyvale, Calif.

FastTrack Communications is finalizing plans to deploy the FLASHWAVE 7500 ROADM to create a converged core transport network of up to 40 wavelengths. This platform will provide them with advanced DWDM, optical hubbing, ROADM, and network design options for its growing metro and regional network. ■

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Covad deploys TransNexus Intelligent Routing Solutions

TransNexus, a router of optimized VoIP, announced at the COMPTTEL PLUS EXPO that Covad Communications, a national provider of voice and data communications, has deployed TransNexus' NexOSS/OSPrey solution to enhance its application delivery infrastructure and increase the quality and profitability of its service offerings.

To maximize the quality and efficiency of a network, TransNexus is an ideal choice for least-cost routing, number portability, reporting, and profit analysis.

The TransNexus software platform provides a complete billing and operations support system for wholesale VoIP networks. Customers access a VoIP network through an integrated access device and router, which provides a single point of connection for voice and data services.

Voice services are managed by multiple softswitches that provide traditional and advanced telecom services. Calls to other telephone networks are routed via session border controllers at the edge of the network.

For each outbound call, the SBC queries the TransNexus platform for optimized routing and number translation instructions.

The TransNexus platform provides a centralized point for optimized routing based on cost, grade of service, jurisdiction (inter/intra-state), number portability correction, time of day, and day of week.

Designed with a distributed architecture, TransNexus routes servers operating in parallel offer very high availability at low cost. A single quad core Xeon server can route and collect call detail records for more than 500 calls per second. ■

FPL FiberNet extends network

Award-winning wholesale and enterprise broadband service provider FPL FiberNet LLC has extended its footprint into a premier data center and interconnection hub located at 56 Marietta St., Atlanta. This allows the company to offer traditional SONET and SDH transport, as well as Ethernet and dedicated Internet access service throughout the city, via its long-haul network.

FPL FiberNet provides broadband services to telecommunication providers, wireless carriers, ISPs, enterprise, and government agencies. The robust network handles SONET, Ethernet, and IP protocols and covers the state of Florida with approximately 4,000 route miles of high quality, high count fiber.

The extension into Atlanta is significant because it brings attention on the growing market

requirements for diverse broadband transport in the wholesale and enterprise sectors.

"Investing in the expansion of our network into Atlanta demonstrates our commitment to better serve our customers by continuing to enhance our network and to participate in the future growth of the broadband market" FPL FiberNet President Carmen Perez said, in a prepared release.

The expansion provides customers requiring access in and out of Florida a reliable, cost-effective option. By adding the Atlanta site to its roster of on-net buildings, data centers, and collocation facilities, companies can expand their network connectivity and grow their business with FPL FiberNet, which is recognized as "best in class" for its service and technology. ■

For more information visit www.FPLFiberNet.com.

ANI growth follows restructuring

In conjunction with the addition of Denise McCue as CEO, ANI promoted Randy Lemmo to COO, Andy Melton to VP of Network Engineering, and Shane McFarland as VP of Wireless Sales.

The reorganizational changes have provided a solid foundation and have allowed ANI to experience in September its strongest growth and return.

Other opportunities for securing new business look as if they will continue into the fourth quarter.

In addition to the core products offered in the wholesale space, ANI has expanded the product set to provide additional value-added services to its wholesale partners.

Most recently ANI Mobility, ANI's wireless product, has answered a specific business need in the CLEC space.

"The flexibility of the ANI programs for the agent/operator, along with the customer, is

well beyond my original expectations. With the programs that ANI has to offer, I can't believe every CLEC in the country hasn't signed a deal with ANI," said Larry Sisler, President, Telex Inc., Managing Member ProCom.

ANI Networks is a privately held, facilities based communications company servicing the wholesale long-distance voice market. With facilities and clients on three continents ANI is a premiere partner to the companies in the wholesale market place with a focus on traditional voice services.

By using efficiencies of next-generation VoIP technologies within its own network topology, ANI has the flexibility to adapt to the ever-changing wholesale market conditions and regulatory capitulations, resulting in operational stability and economic longevity for its wholesale clients. ■

For more information, visit www.aninetworks.com or call (888) 886-5775.

WQN migrates to PhoenixSoft's Cirrus Softswitch

PhoenixSoft Inc., a pioneering provider of next-generation communications platforms for converged networks, announced that WQN Inc. has upgraded its legacy switching technology.

Migrating from PhoenixSoft's CMS traditional switching platform to the Cirrus Softswitch, WQN can increase network efficiencies and provide enhanced services to its customers economically.

WQN, a subsidiary of Quamtel Inc., provides prepaid, postpaid, toll free, and advanced broadband telephony services. The company focuses on transporting calls that originate from the United States and Canada and terminate globally. It markets several brands via the Web, including EasyTalk, MyWQN, 800.com, RocketVoIP, My800Online, 1800TalkTime, and ValuecomOn-

line. WQN was one of the first companies to make low-cost, high-quality, international calling available to consumers via the Internet.

PhoenixSoft's Cirrus Softswitch works within the underlying network infrastructure providing advanced switching capabilities and Class 5 features. Then, it integrates with the Retail Web Portal to provide an end-to-end solution. The Retail Web Portal features online ordering, payment processing, customizable screens, and password-protected customer sites.

"We have a long history with PhoenixSoft and have great confidence in their ability to deliver," said Andrea Munoz, WQN's Vice President of Operations. "As an e-commerce company, we must rapidly adapt to ever-changing consumer and technical requirements. PhoenixSoft helps us stay competitive with a feature-rich, next-gener-

ation switching platform. The Cirrus Softswitch seamlessly integrates with our Web-based front end and allows us to quickly rollout innovative telephony solutions."

Added PhoenixSoft's co-founder Paul Amick, "Working with WQN is especially rewarding for us because we've forged a lasting partnership over the past eight years. WQN originally selected our TDM switching platform in 2001. When the company decided to IP-enable its network, they again selected PhoenixSoft and our next-gen Cirrus Softswitch. During both selection processes, we out-performed our competition in every respect. We truly value WQN and its ability to always remain on the forefront of innovative technologies." ■

PhoenixSoft is showing its Cirrus Softswitch at Booth No. 207.

US Signal expands services in Ohio

US Signal, a provider of data bandwidth capacity in the Midwest, announced it is expanding its long-haul fiber network in Ohio with 1,000 miles of long-haul fiber.

The addition will be complemented with the lighting of metro rings in Ohio's major metropolitan areas in 2010.

This is the second Ohio expansion in six months for US Signal. In addition to new collocation facilities and POPs, US Signal is adding four new data centers to meet the increasing demand for data storage and back-up: They are in Cleveland, Cincinnati, Columbus, and Dayton.

Data centers will be added in Cincinnati, Columbus, and two in Cleveland.

"With the addition of these major collocation facilities and POPs, US Signal continues with its commitment to provide traditional protected services such as point-to-point circuits, Internet and MPLS VPNs, as well as cutting-edge switched Ethernet services to the entire Ohio region," said Daniel Olrich, US Signal's Chief Operating Officer.

"Our private line and switched Ethernet services are unique because they are not constrained to LATA or state boundaries," Olrich added. "We deliver a fully functional meshed switched Layer 2 and/or Layer 3 network regardless of location or speed."

US Signal's future plans for the Ohio region include expansion into Akron, Canton, Lima, and Springfield.

The current network includes more than 6,000 route miles of long-haul fiber and more than 700 miles of fiber optic metro rings in 21 markets connecting markets in Michigan, Indiana, Illinois,

Wisconsin, and Ohio.

The US Signal network provides on-off ramps comprised of major carrier hotel locations and incumbent telephone company central offices. ■

Optelian expands product line

Optelian, a designer and manufacturer of optical transport systems, announced the availability of two new system cards, the RDM-2x1 and OCM-40, for ROADM and Network Monitoring applications.

"The RDM-2x1 and the OCM-40 are key building blocks in agile optical networks," said Dave Mills, VP Sales for Optelian. "With these new cards, network operators get all the benefits of LightGAIN systems including low power consumption, ease of deployment, and decades of worry-free operation."

The capabilities enabled by Reconfigurable Optical Add Drop Multiplexing (ROADM), allow network operators to realize significant operational savings when reconfiguring optical channels at remote locations. Rather than sending technicians to a site, provisioning is done easily and quickly at the operations center. Traffic can be rerouted instantly in response to service requests or fiber cuts.

Optelian's RDM-2x1 features include unrestricted add/drop of 40 channels at 100 GHz spacing, remote per-channel power equalization with greater than 15 dB dynamic range and exceptional optical specifications allow cascading of RDMs for all-optical transmission greater than 1000 km.

Optical Channel Monitors (OCMs) that monitor and report the optical power levels of all 40 100 GHz spaced DWDM channels are useful for remote performance monitoring, fault localization, and optical power balancing. Installing OCMs on new or existing DWDM and ROADM systems eliminates the need to dispatch technicians with expensive optical spectrum analyzers.

Optelian's OCM-40 features two monitor inputs for simultaneous monitoring of both east and west directions, high accuracy over temperature and life with no user calibration needed and fast acquisition time for a complete spectral scan of both ports. ■

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BOOTH 620

Strategic Thinking

Session focuses on how CEOs need to be ready to adapt for future

As the telecom industry expects to go through some major changes in coming years, CEOs are going to have to keep up and develop strategies to deal with the evolving world.

"The competitive industry will continue to materially grow and diversify, as the Bells will increasingly find it difficult to be all things to all people," said Andrew Lipman, a Partner at Bingham McCutchen LLP. "Competitive carriers will develop new products, services, and especially service and delivery methods that will be more client responsive than those offered by the Bells."

And as that happens, companies' CEOs have to be ready to adapt and change, which is why COMPTTEL put together today's "Strategic Policy Initiatives on the Horizon for the CEO," which Lipman will moderate.

The session addresses strategic policy initiatives that CEOs are pursuing and why the strategies were selected.

Given changing technology, acquisitions, regulatory, and marketing conditions, competitive telecommunications is becoming increasingly complicated and challenging, which means that business models need to be more fluid because there is a "one size fits all" model.

The future success of companies depends on the strategic directions that these companies choose and their execution by senior management, and the seminar will offer some suggestions by focusing on strategies that were chosen and by discussing some that were not.

Lipman said he wants attendees to understand that high level strategic opportunities and initiatives for senior executives of competitive telecom carriers to influence policies favorable to their companies do exist. They should be planned well before they are executed.

VITAL STATISTICS:

Strategic Policy Initiatives on the Horizon for the CEO
Business – Crystal J1
11-11:45 a.m.

Lipman also said that attendees should "understand quickly and meaningfully the key direction and timing of regulatory and policy initiatives in a manner that senior executives can readily use that information to pursue pricing, product, and margin strategies to optimize their market positioning."

During the 45-minute presentation, Lipman said he would, "demonstrate the success that COMPTTEL executives have had" in influencing regulatory policy, using those policies to optimize

business strategy, and how that success can be replicated in the future.

"We will discuss intercarrier compensation, universal service, special access, loop and transport unbundling, broadband opportunities, and how to take advantage directly and indirectly in stimulus funding, including broadband stimulus, health care IT, and smart grid technologies under various sections of the Stimulus Act," Lipman said.

"The panel is intended to react directly to the needs and priorities of senior level COMPTTEL executives," he added. "It is a blend of business strategy and regulatory intelligence in order for them to use this critical input in terms of formulating and executing on strategy."

Lipman added that the future is looking bright because of the technological advances.

"Competitive carriers will offer a broader array of outsourced services – both telecom and non-telecom – that will make their services even more essential for business and residential customers and will be able to do so using more efficient IP platforms and technologies.

"Moreover, the competitive carriers will be able to offer more varied and differentiated levels of service to their customers, thus opening up increasing new markets," Lipman said. ■

Internap adds Hibernia Atlantic to model

TransAtlantic submarine transport cable provider, Hibernia Atlantic, today announces it has been added by Internap Network Services Corporation to its diverse network of backbone providers.

The Internap decision was designed to enhance its robust connectivity among the United States, Europe, and Canada. Internap is expanding capacity to its international backbone as part of a previously stated strategy of investing in its core Performance IP™ services.

Internap's patented routing technology chooses the best path for content delivery – offering its customers reliability and performance guarantees. The company delivers and distributes applications and content for more than 3,000 companies over its managed Internet

and content delivery network (CDN).

With the addition of Hibernia to the "best-path" options available within this architecture, Internap's private network backbone solution is even less susceptible to failures in the rather unlikely event that more than one of its other providers were to experience simultaneous outages.

"Internap is always looking for ways to build in redundancy and reliability while reducing costs," said company President and CEO Eric Cooney. "Hibernia Atlantic's security, diversity, and flexibility met our requirements for inclusion as part of our network."

Hibernia's Executive Vice President of Sales and Marketing Eric Gutshall added, "Hibernia's network offers Internap a reliable, yet cost-effective, option between its hubs in the U.S., Canada, and Europe. The addition of Hibernia

also reflects Internap's growth on a global level. We are proud to have been chosen by Internap because they pick only the best providers to be a part of their network."

Analyst Cindy Whelan, Telecom Services for Current Analysis, said, "Hibernia Atlantic's network of local and regional networks in North America and Europe, coupled with its recent capacity upgrade, leave the carrier well-positioned to meet the rapidly increasing bandwidth demand that will be driven by increasing consumer demand for video services.

"Internap's selection of Hibernia Atlantic for its international backbone builds upon Internap's reputation for provisioning the most secure, reliable avenue to serve customers today and demonstrates anticipated growth in the future." ■

UDP adopts project management guidelines

UDP, a billing and OSS provider for the telecommunications industry, has adopted Project Management Institute guidelines to streamline development and implementation projects. The company also announced that Kris Nutt and Joel Daniels received Project Management Professional credentials.

UDP will use guidelines for project designs and implementations to ensure that projects occur on time, on budget, and deliver the functionality to meet or exceed expectations.

According to Daniels, Vice President and CIO,

"The goal of the UDP project management staff is to systematically facilitate the process of client implementation in order to provide the best possible service throughout the project lifecycle."

The PMP® (Project Management Professional) credential is the project management profession's most recognized and respected global credential. To obtain it, an individual must satisfy education and experience requirements, agree to adhere to a professional code of conduct, and pass the PMP exam.

In the meantime, UDP also added two account managers, Daniel Clingan and Trent Anderson.

Clingan's career consists of more than 25 years of technology experience, with the past 13 focused in the telecommunications industry. In addition to his background in sales, Clingan has experience in program management and product development management.

Anderson has worked in the telecommunications industry for more than 25 years, with 20 years of direct experience in the areas of access billing, end-user billing, and OSS. Past experience includes telecommunications sales, management, and consulting. ■

New Edge introduces MPLS Plus

New Edge Networks, the managed services business communications unit of EarthLink Inc., announced an expansion of national MPLS capabilities with the introduction of MPLS Plus, a network-to-network interface (NNI) offering for carriers and application service providers.

New Edge now offers application providers and regional carriers NNI access to its MPLS nationwide network. Companies can seamlessly connect and run applications over New Edge's private network providing class of service and quality of Service instead of over the public Internet. These companies can also benefit from new revenue opportunities associated with selling MPLS over a broad range of access technologies ranging from DS3 and Ethernet through DSL and EVDO, leveraging the New Edge offerings.

For application service providers such as VoIP, security, CRM, and workforce management companies, New Edge's MPLS interconnect provides a reliable infrastructure environment to support their applications. New Edge will work with these companies to offer their applications to the New Edge customer base, in addition to giving application providers the ability to add MPLS network offerings to their existing product portfolios.

Network service providers can leverage the New Edge MPLS network for speed-to-market

with a nationwide footprint of T1, award-winning MPLS over DSL, wireless data, and Ethernet access products. In addition to expanding their network footprint and product portfolio, carriers also benefit from a solution that provides network diversity and redundancy.

"Expanding to the wholesale market with an MPLS interconnect strategy is both cost-effective and revenue generating for our customers and New Edge."

"We continue to invest a great deal in our MPLS network and see this NNI offering as an important expansion of our distribution model in terms of potential additional value creation and economies of scale," said New Edge Networks President Cardi Prinzi. "Expanding to the wholesale market with an MPLS interconnect strategy is both cost-effective and revenue generating for

our customers and New Edge. This is the ideal way to enable an ecosystem of applications for customers over our nationwide MPLS network."

With the NNI, New Edge can hand off customer traffic in a variety of ways, providing a scalable solution which meets business continuity and disaster recovery requirements. Customer nodes connect directly with the New Edge MPLS backbone so customers experience security, redundancy, and quality of service capabilities. Network interface connections may be located at nine of New Edge's MPLS core locations nationwide through either a fast Ethernet or Gigabit Ethernet physical interface.

"Wholesale MPLS providers will become an extension of New Edge's network and experience the high-quality performance and quality of service they have come to expect from New Edge," added Prinzi.

New Edge's MPLS network service is a fully managed, IP-based offering, providing customers the ability to prioritize applications from end to end. New Edge offers unparalleled service levels for the business market, including an industry-first, MPLS with class of service over ADSL. More information about New Edge Networks' MPLS networks with class of service over DSL is available at www.newedenetworks.com/products/mpls ■

Before The Federal Communications Commission (FCC) Formal Complaint Against AT&T By STS Telecom



**STS TELECOM Accuses AT&T of
Discrimination and Anti Competitive Practices**
FCC File Number EB-09-MD-008

View the official complaint at <http://www.ststelecom.com/fcc>

- Has your company suffered from discrimination or Anti Competitive Trade Practices by AT&T?
- Have you had discussions with AT&T about commingling or a commingled network?
- Have you considered the use of commingling to migrate your customers to your own facilities based network?
- Has AT&T proposed a commingled network to your company?
- Has your company been denied the ability to commingle UNE and Special Access by AT&T?

If you are a CLEC or Telephone Company that has experienced similar behavior by AT&T you could have information that is pertinent to our case. Please contact STS Telecom counsel Alan Gold PA at 800-330-1797 or email us at acgoldlaw@aol.com

Your reply will be held in the strictest of confidence.

MRV delivers packet switching blade

MRV Communications Inc. announced the first shipment of its LambdaDriver OPN 800/1600, a packet switching blade that is the core of MRV's packet optical transport (POTS) network system. MRV is a leading networking company with a full line of POTS, carrier Ethernet, 40G networking, and out-of-band networking products.

The new blade features eight Gigabit Ethernet, either (SFP) or copper ports for access network connections, and two 10-Gigabit Ethernet XFP-based ports for connection to the backbone network.

The LambdaDriver OPN 800/1600 provides enhanced operations, administration and maintenance (OAM) and end-to-end optical packet service management capabilities to guarantee service level agreements (SLA). These enhanced capabilities include a unique integration of MPLS packets and GMPLS optical transport control plane with carrier Ethernet OAM, including: IEEE 802.3ah, 802.1ag, and ITU-T Y.1731, matching the best packet and dense wave division multiplexing (DWDM) capabilities. With sub 50ms recovery time, the module's high availability allows for the highest reliability required to support customer demands.

The addition of the OPN 800/1600 makes the LambdaDriver the industry's first POTS solution supporting both ROADM and optical-electrical-optical (OEO) cross connect functionalities in the same chassis.

The LambdaDriver's DWDM platform blades uses small form-factor pluggable (SFP/XFP) or tunable wavelength interfaces and supports speeds ranging from T1 up to 40G. LambdaDriver simultaneously supports different protocols including time division multiplexing (TDM), and with this new module carriers can make a smooth transition from SONET/SDH towards metro-Ethernet optical transport networks.

Additionally, the module includes digital diagnostic features through its SFPs/XFPs that provide carriers access to real-time operating parameters including optical TX/RX power, voltage, and temperature and component information. The digital diagnostics enable administrators to identify potential problems and take preemptive action before any service outage occurs.

The LambdaDriver OPN 800/1600 module is available today from MRV sales representatives worldwide. ■

Americatel, DCA reach wholesale deal

Americatel Corp., a provider of wholesale, enterprise, and consumer telecommunication services in the United States and Canada, announced it has reached a support solution agreement with DCA Services.

DCA will provide wholesale billing, CRM services, as well as back office and billing support for Americatel's Startec Canadian, U.S., and dial-around products.

DCA has a multitude of back office solutions including: billing, rating, print and mail, accounts receivable, and more. Recently, the company added a wholesale support solution for rating and billing wholesale traffic.

A major reason Americatel chose DCA was to have the ability to rate wholesale call records faster and with more flexibility than its current process offers. This rating process for wholesale traffic allows for the simultaneous cost and revenue pieces of the call records and gives an instantaneous gross margin analysis.

DCA's system provides Americatel the transparency needed to manage and grow its wholesale business effectively. Also, by having detailed, accurate and timely margin analysis available, Americatel's operations staff will be able to manage its network, routing, and cost structure more efficiently.

"DCA continues to support their customers with flexibility and experience. Their willingness

to work with our team to hammer out details and understand all our needs is what makes the working relationship a success. We're implementing a new wholesale billing system with them that required a new rating engine to be created. This rating engine will allow us the visibility we need into both the revenues and costs to more effectively manage our business," said Americatel's CFO Laurie Rodriguez.

DCA's new service is a unique approach to wholesale rating and billing. The engine can rate against any service identifier; apply rates to an endless combination of routing parameters, provide reports with a true margin analysis between carrier rates and the end-users' charges.

It also makes it easy to route traffic the most cost-efficient way.

"We're very excited to have been chosen by Americatel to provide them with DCA's comprehensive suite of back office solutions. Both Startec and Americatel have successful business models in both the consumer and enterprise markets. As well, Americatel is launching their wholesale business utilizing our latest wholesale support solution. This newest version of DCA's proven systems will allow Americatel to both rate and cost their traffic on a real time basis. As with all of our clients, we look forward to a long relationship," said Jeff Swenson, DCA Services' Vice President of Sales and Marketing. ■



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Iusacell selects TSN for CDMA roaming services

Iusacell, one of Mexico's leading mobile operators, selected Transaction Network Services to provide a full suite of roaming services.

The TNS Global Roaming Consortium (GRC), a CDMA Roaming Hub, will allow Iusacell's 3.5 million subscribers to experience seamless roaming services when travelling globally. Under the terms of the deal, TNS will provide signalling, agreement management for intercarrier roaming services, clearing and settlement, and a Web-based roamer visibility tool.

Iusacell reaches 90 percent of Mexico's population, including Mexico City, over the country's first, fastest, and largest 3G nationwide network. The agreement with TNS will help Iusacell rapidly expand its roaming footprint globally, offer subscribers seamless roaming services while traveling abroad, and deliver in-bound services to more visiting roamers.

Adrian Velasco, Iusacell's Roaming Director, said, "We wanted a partner who had experience not only in network services but agreement management as well. TNS paved the way for roaming hub providers in Latin America several years ago. We were pleased to see that over the last couple of years they have spent time and resources building their hub into a world-class CDMA offering.

"The Global Roaming Consortium will advance our SMS roaming coverage well beyond our goals for this year," Velasco continued. "It will also provide a bridge for International Roaming with Asia-Pacific operators via TNS's key alliance in the region. Because of TNS, we are on track to becoming the leading roaming services provider for both Mexico's subscribers and foreign visitors."

Roaming services represent not only a significant portion of a mobile operator's revenues but are also a key differentiator in attracting and maintaining high-value subscribers. Yet securing and implementing roaming coverage is highly complex, challenging, and time consuming. Furthermore, operators can be prevented from securing roaming coverage in chosen regions because the serving operator's priorities do not align with the requesting operator.

Ann Munno, Senior Product Manager for GRC, said, "Iusacell is a key addition to our growing network of operators worldwide. We were the first Roaming Hub in CALA and the first CDMA consortium, and we consider it an ongoing privilege to work with operators like Iusacell as we adapt our service offerings to meet their evolving needs."

Michael Robinson, Executive Vice President and General Manager for TNS's Telecommunication Services Division, added, "We're excited to

work with the team at Iusacell and look forward to their continued growth of both subscribers and coverage as we expand our Global Roaming Consortium."

The GRC from TNS simplifies the process of offering international roaming for wireless operators around the world by reducing complex many-to-many relationships to a single, yet flexible, one-to-many relationship. TNS offers a single-point of contact for the management of multiple roaming agreements, international

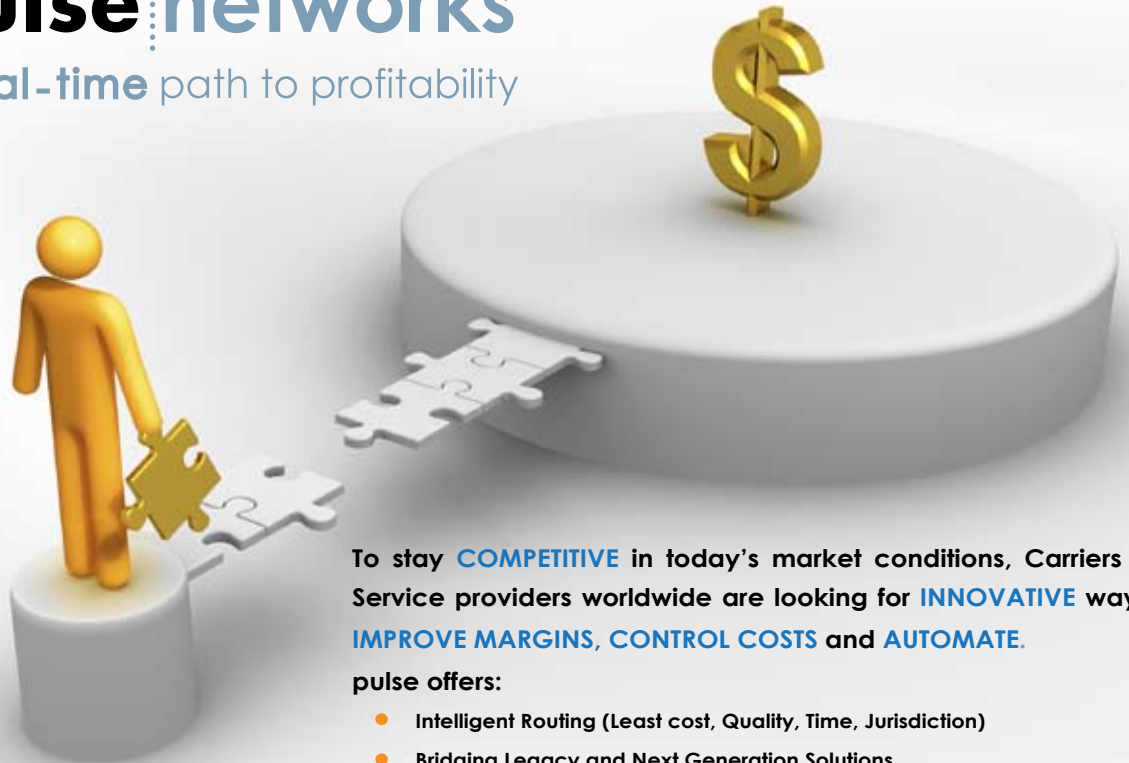
signaling, data clearinghouse services, and troubleshooting. The result is operators are able to rapidly expand roaming coverage for voice, SMS, and data quickly and easily.

TNS's ability to support WIN-based IS-826 messaging is imperative to international operators with a prepaid customer base. The service also offers flexibility, allowing roaming partners to establish bilateral relationships to achieve their unique strategy. ■

For more information visit www.tnsi.com

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The agenda is divided into two information sessions for Carrier/Service Provider customers:

DATE: Monday, October 12, 2009

TIME: Session #1: 10:00 am - 12:00 noon

"A New Approach to Margin Assurance and Cost Management"

Session #2: 2:00 pm - 4:00 pm

"Enabling New IP Revenue Streams"

LOCATION: Harbor Beach Meeting Room
2nd Floor, World Center Marriott

To celebrate the conclusion of the pulseXchange 2009, we invite you to attend a reception entitled "Come To Life...with pulse".

DATE: Monday, October 12, 2009

TIME: 5:30 pm - 7:30 pm

LOCATION: Sawgrass/Vinoy Ballroom
2nd Floor, World Center Marriott

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Art Director
info@bekapublishing.com

Berge Kaprelian
Group Publisher
berge@bekapublishing.com

Suzanne Urash
Creative Designer/Marketing
suzanne@cre8groupinc.com

Jim McDonald
COMPTTEL PLUS Daily
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Beka Publishing

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Corporate Headquarters

745 N. Gilbert Road,
Ste. 124, PMP 303
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Cavalier fights fraud with Equinox's 'protector' app

Nashville-based Equinox Information Systems announced today that Cavalier Telephone, a full-service voice and data solutions provider, has licensed and installed Protector, a software application that provides real-time fraud detection by identifying instances of suspicious activity on a communications network.

Since 1988, Protector has allowed hundreds of telephone and communications providers to limit fraud losses by distinguishing legitimate customer usage from illegal fraud.

The software allows Cavalier's fraud management team to monitor millions of call records per day, from multiple data feeds including switching facilities throughout the Eastern United States. Using dynamic usage profiles and a number of other sophisticated metrics, Protector allows Cavalier to identify fraud quickly, thereby limiting losses.

"Based on our success with Equinox mediation software, it was only natural to turn to Equinox to help us address this need," explained Brett Cameron, VP of Network Support for Cavalier. "Once again we were impressed with their ability to quickly deploy an effective solution."

Equinox Executive Vice President David West added, "This software license agreement represents an important step in our relationship with

Cavalier. For several years, Cavalier has used our TeleLink software suite to mediate call and usage records. We are pleased to integrate Protector into their operations to provide them with advanced fraud protection."

Cavalier, headquartered in Virginia, uses its owned and operated fiber optic network to serve

"This software license agreement represents an important step in our relationship with Cavalier."

hundreds of thousands of customers throughout the Eastern United States.

Equinox, founded in 1986, is a global provider of software solutions for the telecommunications industry. Providing a full range of software applications that are backed by exceptional customer support, the company offers solutions in areas critical to profitability and network efficiency, including revenue assurance, fraud management, mediation, network analysis, and custom application development. For more information, visit Equinox at www.equinoxis.com. ■

Iowa Network Services turns up 10G Ethernet ring

Iowa Network Services' (INS) recently connected its state-of-the-art collocation facility to its two data centers with a 10 Gigabit Ethernet ring. This expansion connects all three geographically diverse INS data locations with a robust, survivable network.

"INS is committed to providing the latest communications technology solutions," said Marty Ouverson, INS Sales Manager. "Our new Westown Communications Center with redundant connectivity allows INS to address our customers' needs for disaster recovery, business continuity and transport solutions. With the upgrade to 10Gig Ethernet, we are now able to offer these services with scalable bandwidth and the security of a 3-node Internet backbone."

The INS Westown Communications Center is a newly opened, carrier-class data center located in central Iowa. From its 20-year experience in the telecommunications business, INS understands redundant circuits and remote data storage are not options but necessities. ■

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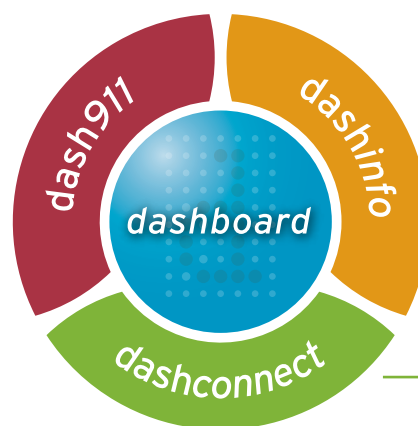
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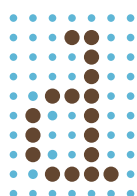


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