The Future is All IP
Let's Make It Happen Together!

May 17, 2012
Chicago, IL

i3forum 3rd Annual Conference

Philippe Millet – Chairman, i3forum

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i3forum CEO Round-up @ ITW 2011 & 2nd Annual Conference – Putting Faces on Names

AT&T, BICS, BT, CITIC, DT, Etisalat, iBasis, KDDI, Inteliquent, Orange, OTEGlobe, PCCW, PLDT, PTGi, SFR, Tata Communications, Telefonica, Telenor, TeliaSonera, Telstra, TI Sparkle, Verizon, Voxbone, WIS

Together we need to bring about the IP Future !

- Multiple reasons to transition to IP - it is happening NOW!
  - Technology: TDM end-of-life, Capacity management, Vendors' roadmaps
  - Economics: Cost reduction, Agility, Green
  - Business: New retail services, Wholesale opportunities, Strategy of peers

- Industry has to get to the "other side" <u>fast</u> to reap benefits of all-IP world

- When and how to move from a world that <u>works</u> to an IP New World?
  - Not "plug and play".....

- Many questions, few answers…
  - What technology decisions should I make?
  - What should I invest in and when? Will it work with other carriers?
  - What happens to my existing business? Where are the new opportunities?
  - What about Quality? And Security?
  - Do I need to re-invent the wheel with all my partners?

- That's where <u>we</u> step in - Carriers Interconnects are key to end-to-end services
  - We need to make it happen together

A brief history of the i3forum – a huge success!

- Founded in 2007 by 8 members, focus on International Interconnections
- Now 46 diverse carriers serving 2 billion people in 100+ countries
- Together we carry 80% of the world's Int'l voice traffic
- Mission : Making it easier for all carriers to transition to an all-IP world

Latest member: Sunrise

An Inclusive Mission – To make a difference

No one size fits all approach

Not a standards organization or commercial alliance

Cooperation with industry bodies: GSMA, 3GPP…

All deliverables publicly posted on our website
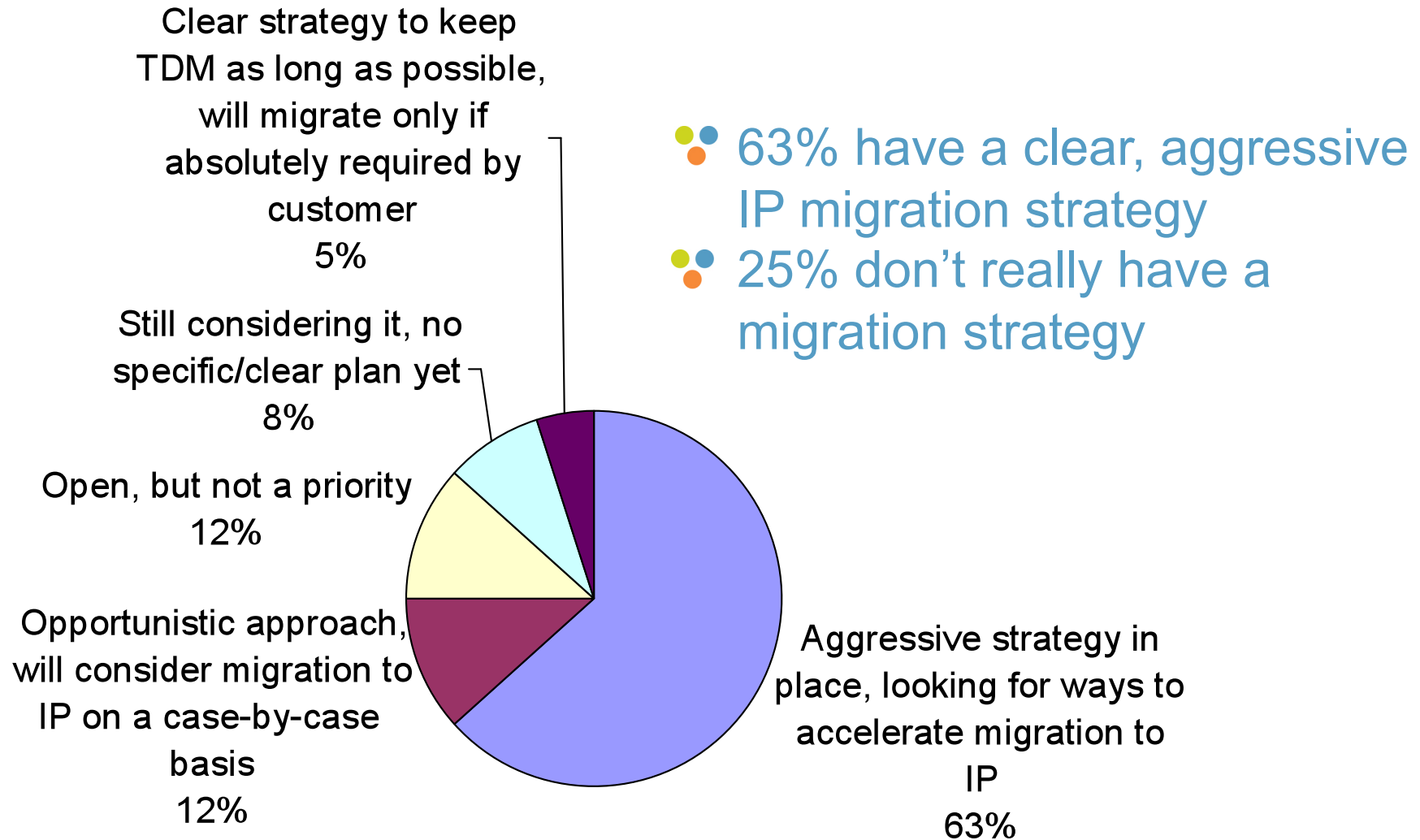
Recommendations are implemented independently

No fees to join

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IP Migration Kickoff - Helping the industry get in motion

- Multiple parallel bilateral meetings dedicated to IP migration

- 90+ registered participants : Network Planning, Engineering, Operations, Product Marketing, Management…

- 30+ Countries United States, Canada, Norway, France, Italy, Belgium, Germany, Italy, Japan, Hong Kong, Singapore, United Kingdom, Taiwan, Canada, Greece, Sweden, Australia, Philippines, Jordan, Bolivia, Lebanon, Romania, Japan, Uruguay, Spain, Malaysia, India, Bangladesh, Moldavia, Latvia, Uruguay,

- 50+ companies : Telenor Global Services, Telecom Italia Sparkle, CenturyLink, BICS, Orange Group, SFR, DTAG, Telecom Italia Sparkle, KDDI, PCCW Global Limited, Voxbone, Telstra International, Hutchison Global Communications, Chunghwa Telecom, Tata Communications, OTEGLOBE, TeliaSonera, Verizon, iBasis, PLDT, XConnect, Crossborder, Baltimore-Washington Telephone Company, Sprint, CSG International, NetNumber, Vodafone, SoftBank, Neustar, TELSUR, RegiTalk, VoIP Tel LP, Alliance Communication Group Inc., TELL International Inc., CITIC Telecom International Ltd, A1 TELECOM ROMANIA, Telefonica, Sansay, SingTel, VOIPFUTURE, Windstream, Ipsoft inc, Think Rook, Tulip Telecom Ltd, BG Tel Limited, Net-Connect Internet Moldova, TG Transit, TELUS, ANTEL, TELINKA US LLC,
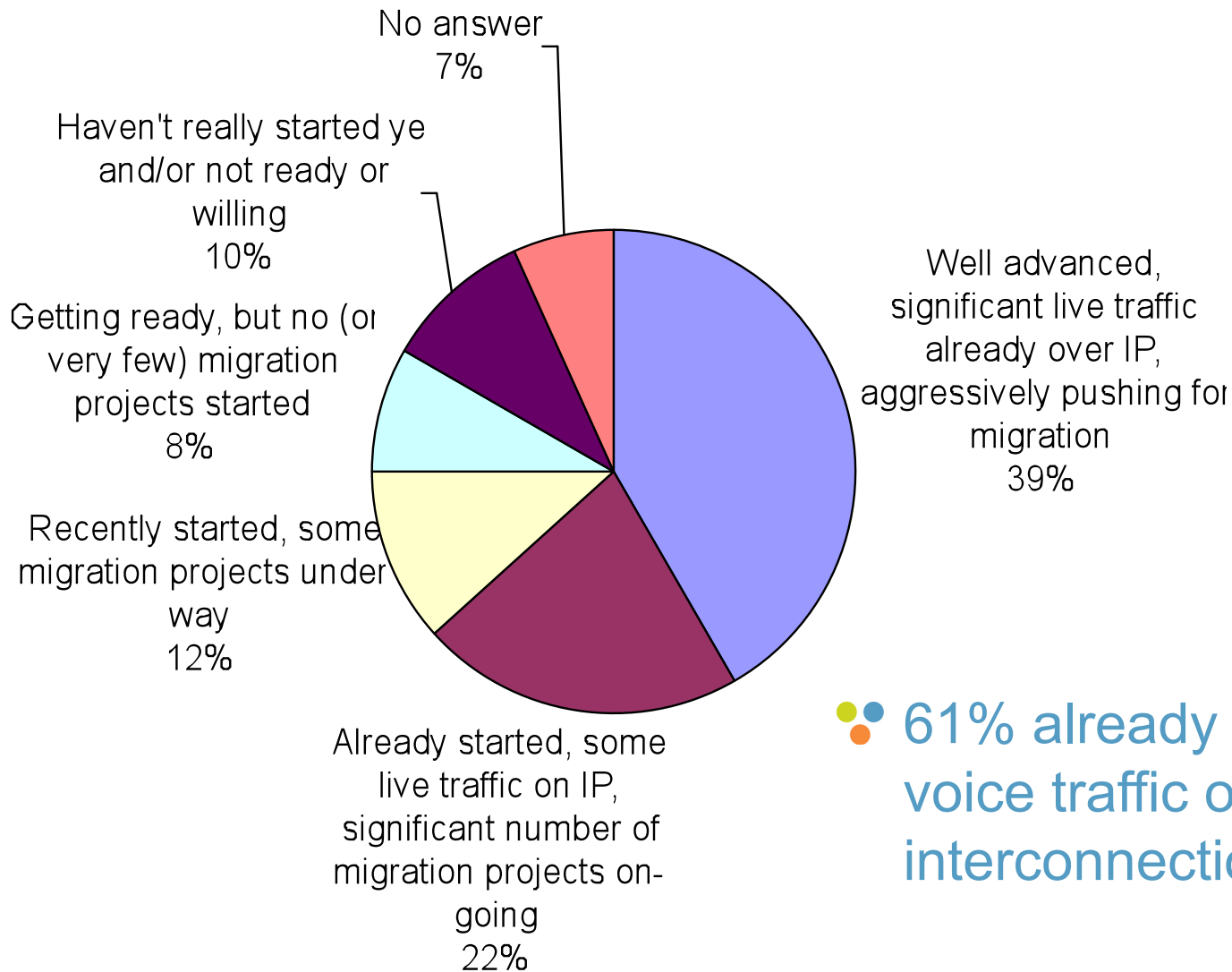
- Survey: 60 respondents

Testing the waters… Strategy

Clear strategy to keep TDM as long as possible, will migrate only if absolutely required by customer
5%

Still considering it, no specific/clear plan yet
8%

Open, but not a priority
12%

Opportunistic approach, will consider migration to IP on a case-by-case basis
12%

Aggressive strategy in place, looking for ways to accelerate migration to IP
63%

- 63% have a clear, aggressive IP migration strategy
- 25% don't really have a migration strategy

60 respondents - Participants in the IP Migration Kickoff Session at ITW 2012

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Testing the waters… Readiness

No answer
7%

Haven't really started ye
and/or not ready or
willing
10%

Getting ready, but no (or
very few) migration
projects started
8%

Recently started, some
migration projects under
way
12%

Already started, some
live traffic on IP,
significant number of
migration projects on-
going
22%

Well advanced,
significant live traffic
already over IP,
aggressively pushing for
migration
39%

61% already have live
voice traffic on migrated IP
interconnections

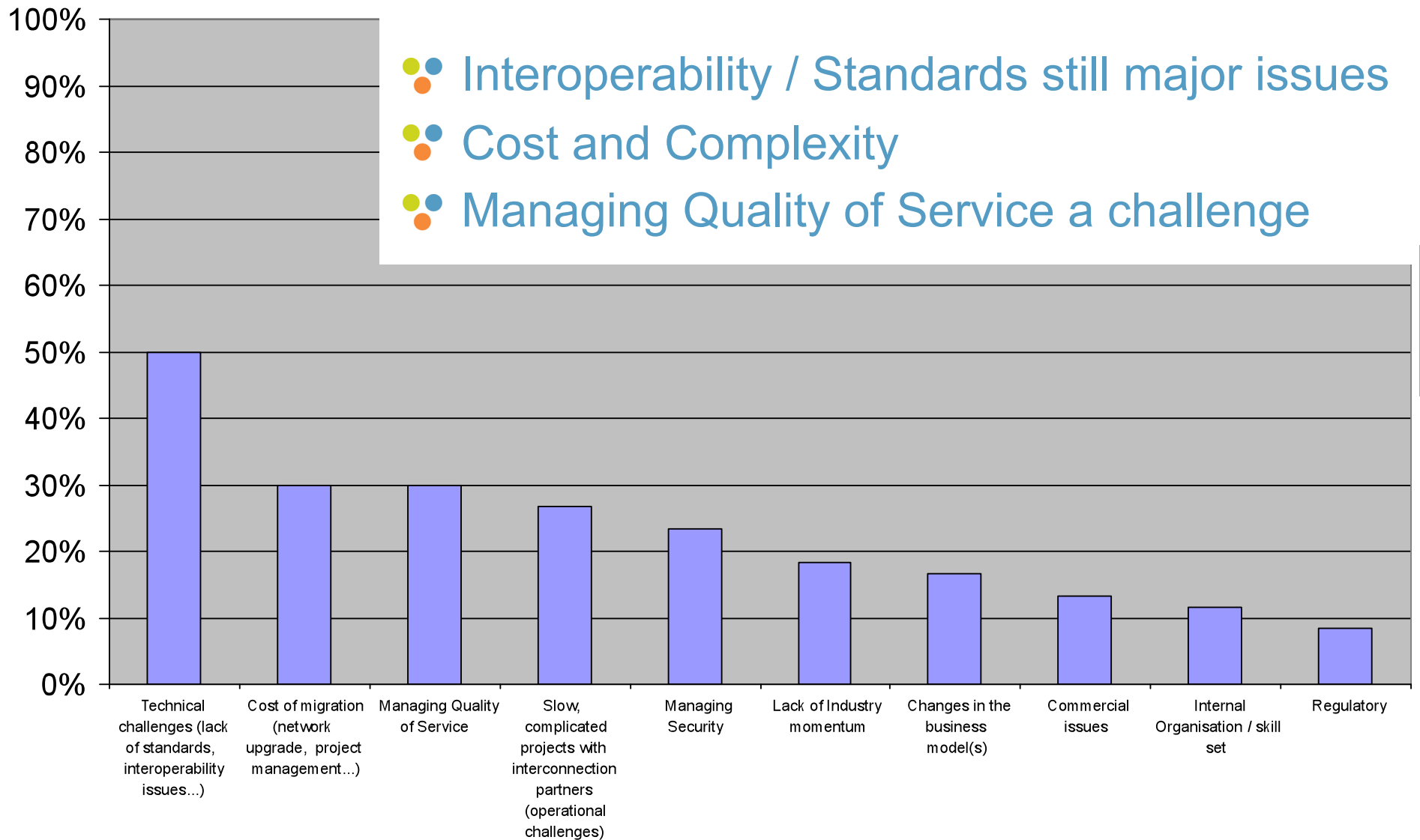*60 respondents - Participants in the IP Migration Kickoff Session at ITW 2012*

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Testing the waters… Timeline

No specific timeline / not sure
24%

More
3%

Under two years
37%

Between five and ten years
2%

Three to five years
34%
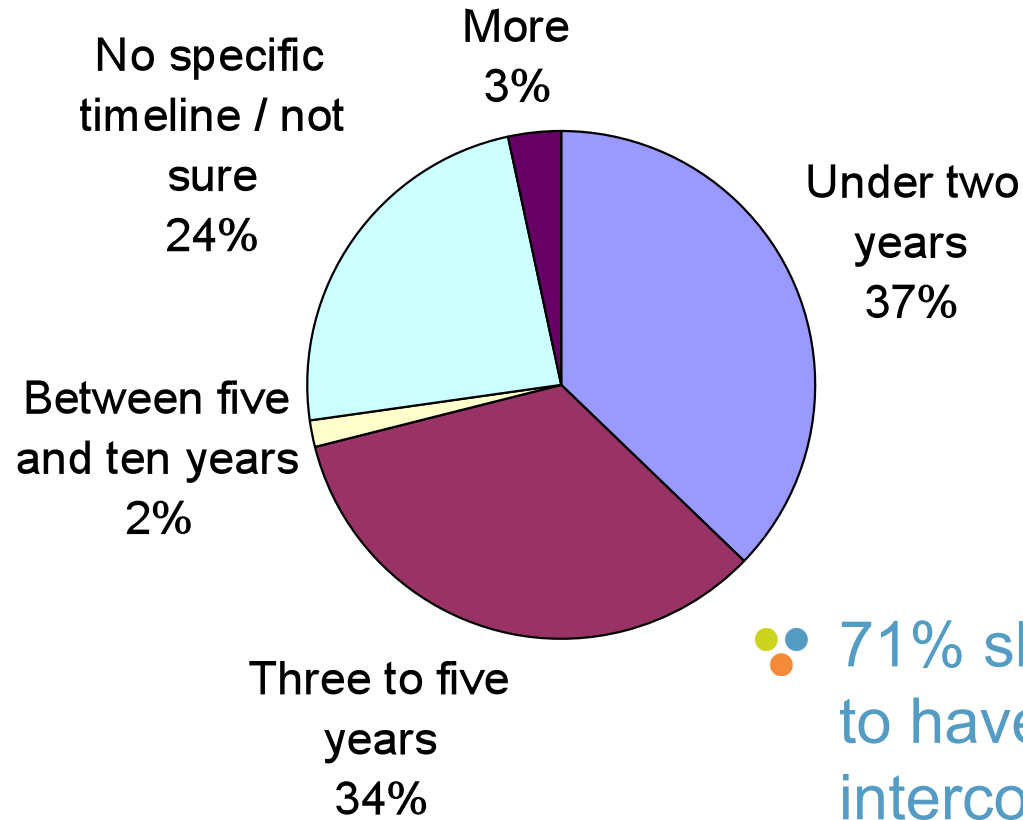
71% shoot for less than 5 years to have migrated "80%" of their interconnections

60 respondents - Participants in the IP Migration Kickoff Session at ITW 2012

Expected Benefits of IP Migration

Economic Drivers come first

Wholesale Business Opportunities

Cost reduction	Increased efficiency	New business opportunities / new wholesale products	Meeting customers requirements	Ready for new retail services (HD voice, RCS…)	Rationalisation of your interconnections	Competitive advantage

60 respondents - Participants in the IP Migration Kickoff Session at ITW 2012 (multiple answers)

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Perceived Challenges of IP Migration

- Interoperability / Standards still major issues
- Cost and Complexity
- Managing Quality of Service a challenge

Chart categories (left to right):
- Technical challenges (lack of standards, interoperability issues...) — 50%
- Cost of migration (network upgrade, project management...) — 30%
- Managing Quality of Service — 30%
- Slow, complicated projects with interconnection partners (operational challenges) — ~27%
- Managing Security — ~23%
- Lack of Industry momentum — ~18%
- Changes in the business model(s) — ~17%
- Commercial issues — ~13%
- Internal Organisation / skill set — ~12%
- Regulatory — ~9%

60 respondents - Participants in the IP Migration Kickoff Session at ITW 2012 (multiple answers)

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Top 5 Topics on Our Agenda

Looking into Technology, Business, Operations, Fraud …

1 Defining technical and service models for IP voice, legacy products (fax…) and new services

2 Guaranteeing safe and reliable communications

3 Managing increased routing and addressing complexity (ENUM…)°

4 Defining Quality of Service & how to measure it

5 Meeting service provider requirements within IPX and other converged frameworks (incl. early work on LTE)

… and making a difference as a catalyst for the transition to IP

Learn more about us - and stay tuned !

Upcoming event at Capacity Eurasia

capacity   In cooperation with the:

i3 forum
international ip interconnection

Technical Workshop

International IP Interconnection

Date: Monday 17 September 2012
(Pre-Capacity Eurasia 2012)

Time: 9.00am - 5.30pm

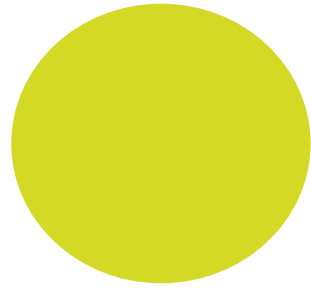**Location:** The Marmara Taksim Hotel, Istanbul

Visit www.i3forum.org

- For more information on the i3Forum and its publications
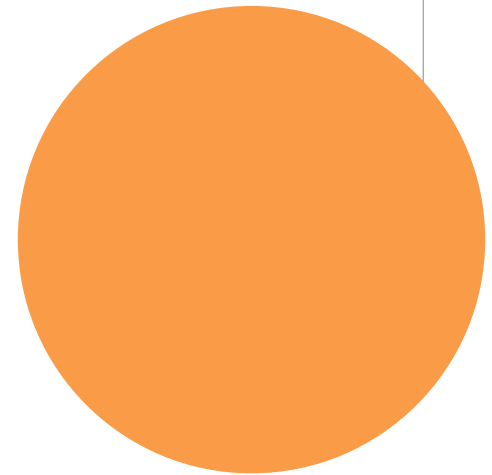- Additional documents to be released during the course of the year

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Thank You !