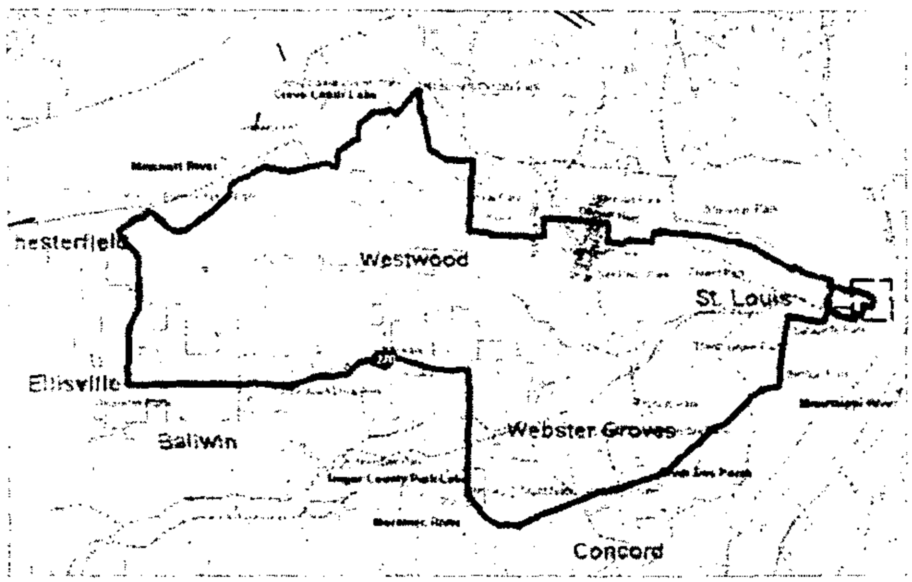
Click here to go back to Metro Maps

St Louis, MO

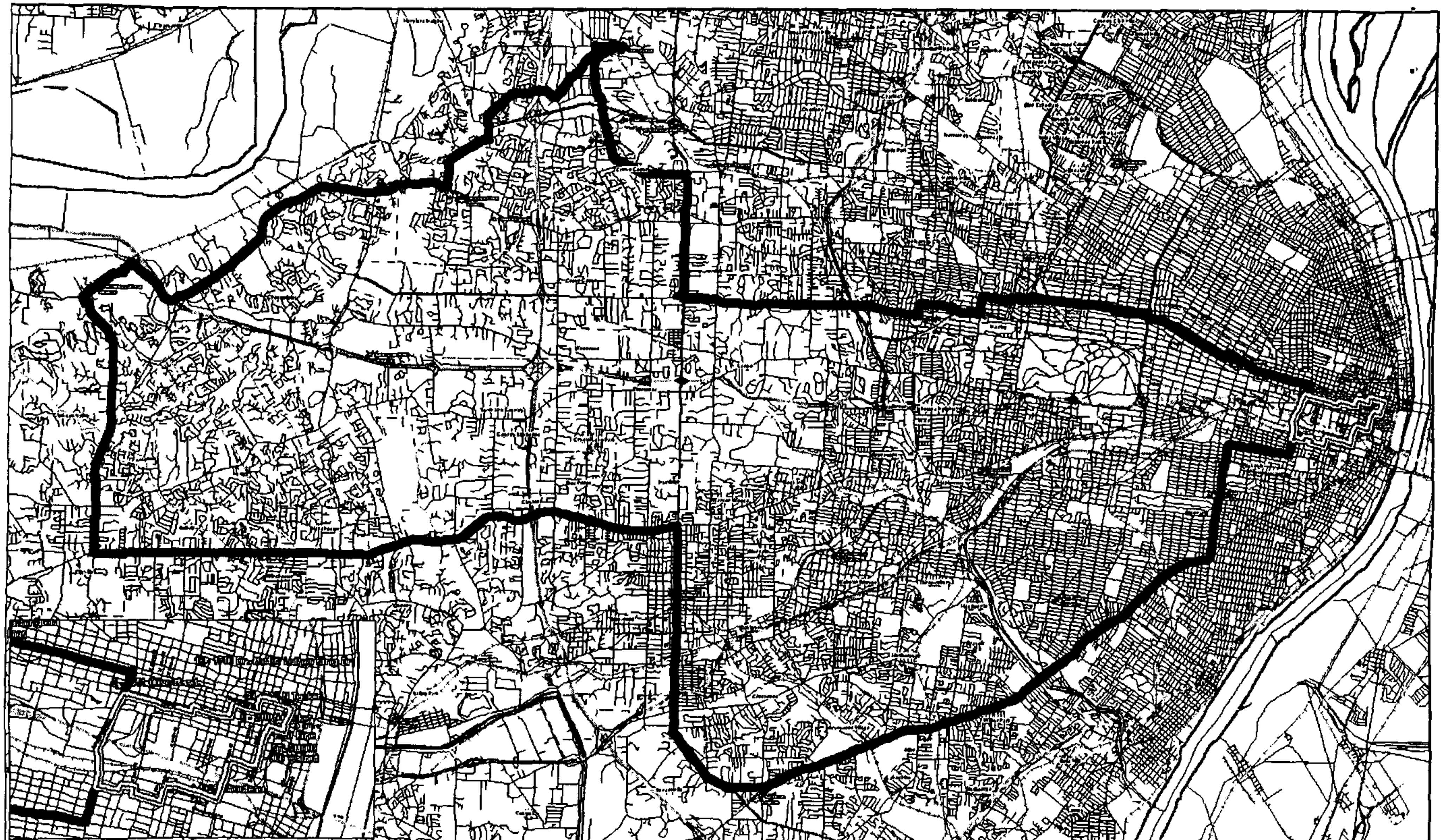


Click map to view detailed map.

You must have a password to visit the secure map area.
If you don't have a password, please call or to get one.

Axon Telecom's Map of Service Area in St. Louis Area

Extracted from Axom Telecom's website.



TELECOM LLC

IXC's

1- Olive Blvd POP-13415 Olive St Blvd
2- Olive St POP-2851 Olive St Rd
3- MCI 11492 Dorsett Rd
4- Sprint- 1925 C houteau
5- Carrier "Hotel" - 900 Walnut
6- Carrier "Hotel" - 210 Tucker
39- Avon Telecom Carrier Hotel 710 North Tucker

SWBT LEO's

7- Chestnut Collocate- 1010 Pine
8- Jefferson Collocate- 3810 Washington
9- Parkview Collocate- 8214 Delmar
10- Ladue Collocate- 135 No. Lindbergh
11- Creve Coeur Collocate- 12930 Olive St Blvd

C.L.E.C.'s

12- AT&T Local Services- Switch 11840 Borman Dr
13- Worldcom (MFS)- Switch 11838 Lackland Rd
14- Intermedia Comm. Inc.- Switch 1445 N Warson Rd
15- Sprint PCS- Switch 24 Worthington
16- Ameritech Cellular- Switch 1710 Dr. Martin Luther King Dr
17- Nextlink 2020 West Port Center Dr.
18- Core Express
19 - 2317 Grand Ave
20 - 645 Maryville center
21- 200 W. Main
22 - 3501 Woodson
23 - 12397 St. Charles Rock Rd
24 - 402 N 3rd St
25 - 7214 Lanham

S.W.B.T CO.'s

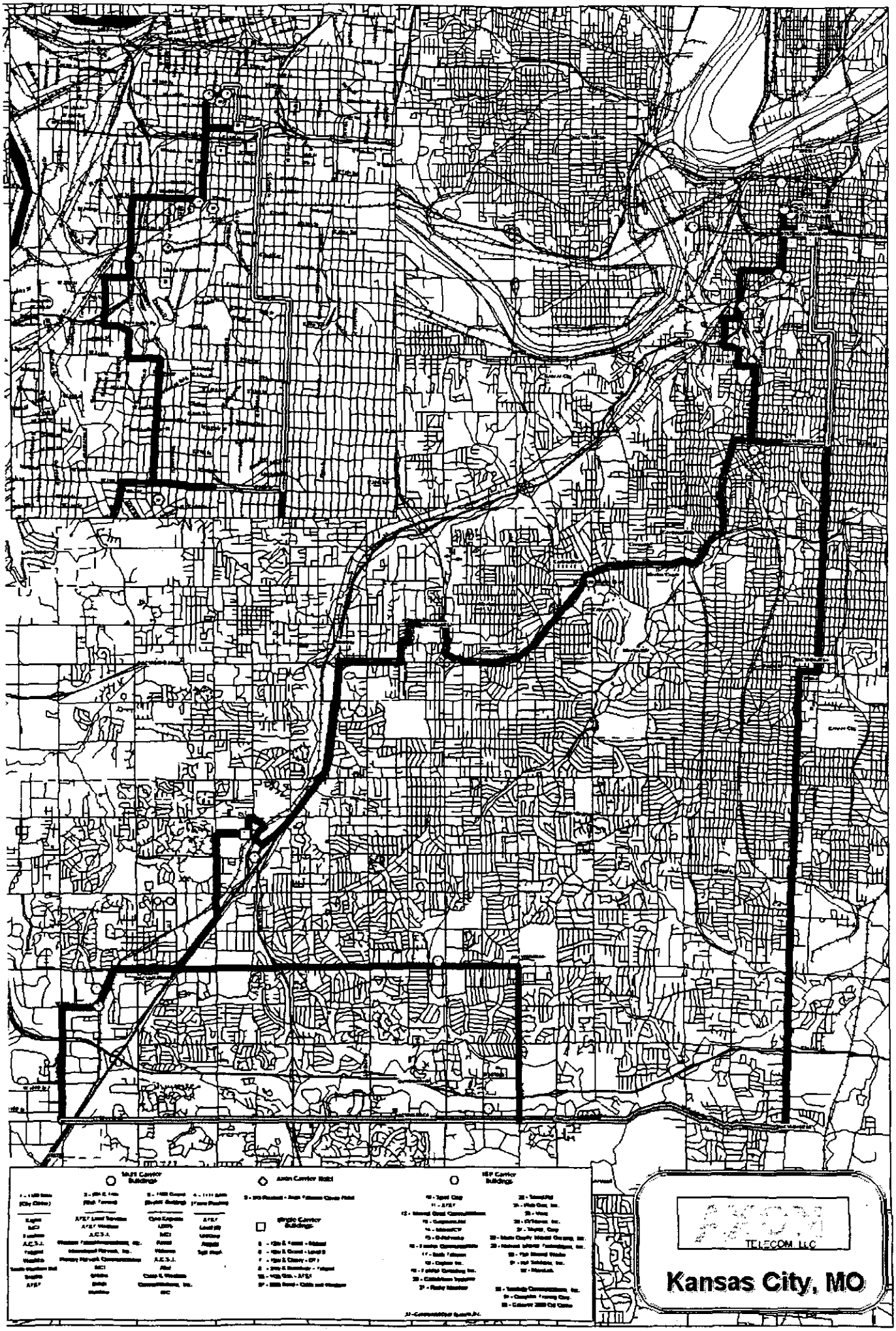
26 - 10024 Duke Dr
27 - 5189 Delmar
28 - 5 W. Lockwood
29 - 5810 January
30 - 324 Forest
31 - 18752 Wild Horse Creek Rd
32 - 707 St Joseph St
33 - 111 Tecile
34 - 3710 Hamilton
35 - 4321 Lemay Ferry
36 - 11840 Gravois Rd
37 - 115 W. Adams
38 - 200 Manchester Rd

Phase 1 25,000 ft.

Phase 2 319,500 ft.

Axon Telecom's Map of Service Area in Kansas City Area

Extracted from Axom Telecom's website.


TELECOM LLC
Kansas City, MO

Information downloaded from the following companies' websites:
Looking Glass
Axom

SCHEDULE 10

LOOKING GLASS NETWORKS, INC.

CORPORATE DATA

Corporate Data | Strategy | Management Team

Our Mission

To provide low-cost, high bandwidth metro transport services in the major U.S. cities serving carrier and enterprise customers with large bandwidth requirements. We connect carriers, ISPs, POPs, IXCs, collocation hotels, web hosting facilities, ILEC central offices and major commercial buildings in the top 25 cities in the U.S.

Print

Axon Telecom, LLC

AXON TELECOM, LLC

Corporate Description

Home

Axon Corporate Description

Axon Products and Services

Network Presence

Corporate Contacts

At Axon Telecom we provide customers with a low-cost alternative to building their own infrastructure or purchasing metered service from communications carriers.

As an independent provider of fiber or conduit, we believe that telecommunication carriers will be more likely to purchase or lease facilities from us than from their competitors that are telecommunications carriers or are affiliated with one.

Products

- Intercity Dark Fiber and Conduit ; Purchase, IRU or lease options on Longhaul Routes
- Intracity Dark Fiber and Conduit ; Purchase, IRU or lease options on Local Rings
- Carrier Hotels ; Dedicated Telecom Real Estate

Services

- 'Turn-Key' Project Development ; Overall Project Services, Turnkey Approach provides financing, ROW negotiation, construction, maintenance and network management

With the increasing demands for fiber optic transmission facilities, we have focused on providing broadband fiber optic network and bandwidth services to companies such as:

- ILECs (Incumbent and Competitive Local Exchange Carriers)
- CLECs (Competitive Local Exchange Carriers)
- ISPs (Internet Service Providers)
- Long Distance Companies
- RBOCs (Regional Bell Operating Companies)
- IXCs (Interexchange Carriers)
- Multi-Service Operators
- Local Multipoint Distribution Service Providers

Nationwide Competitive AXON TELECOM, LLC Telecommunications Infrastructure

[Home]

Send mail to ArchWay Computing, inc. with questions or comments about this web site.

Last modified: March 11,2001

Axon Telecom, LLC

AXON TELECOM, LLC

Carrier Colocation Hotels

Home

Axon Corporate Description

Axon Products and Services

Network Presence

Corporate Contacts

Axon Telecom owns and operates Telecommunications-Dedicated Real Estate in markets to further support the development of our customers overall telecommunications competitiveness. The Axon Telecom Carrier Colocation Hotels are strategically located on the Axon Network fiber optic backbone to serve as a central point of connection to other carriers and customers. The Axon Telecom Hotels are designed for the presence of all telecommunications providers, large and small. Our customers benefit from the inherent Economies-of-Scale and Synergies of our Homogeneous Tenant Population of Telecom Providers.

Benefits of Axon Telecom Carrier Hotels;

24 Hour Security

Customized Site Planning

Axon "Meet-Me" Rooms Provide Controlled Access to all Levels of Providers

Facilities Designed Specifically for Telecom Tenants

Axon Telecom provides equipment space for IXCs, CLECs, RBOCs, ISPs, and

Wireless Providers. Colocation at an Axon Telecom Hotel eliminates the need to construct and maintain you own POP, saving you money and reducing the time needed to enter a market.

Nationwide Competitive AXON TELECOM, LLC Telecommunications Infrastructure

[Home] [Up]

Send mail to archwayinc@earthlink.net with questions or comments about this web site.

Last modified: March 11,2001

Axon Telecom, LLC

AXON TELECOM, LLC Product and Services

Home

Axon Corporate Description

Axon Products and Services

Network Presence

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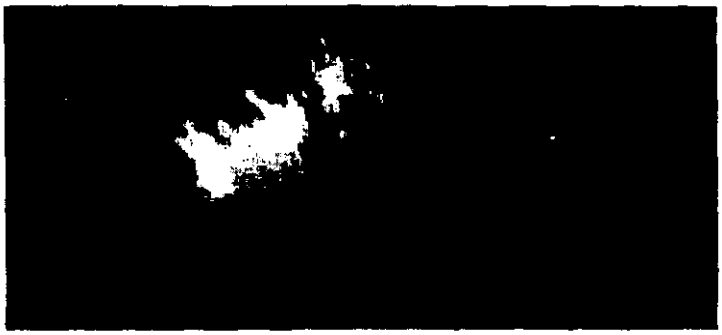


Dark Fiber Leasing

The Axon Telecom Network offers a powerful and cost-effective way to expand the reach and capacity of your network.

Underground Utility Infrastructure

Axon Telecom's underground utility systems are designed to access areas of significant end-user telecommunications.

Carrier Colocation Hotels

Axon Telecom provides equipment space for IXCs, CLECs, RBOCs, ISPs, and Wireless Providers.

Nationwide Competitive AXON TELECOM, LLC Telecommunications Infrastructure

[Home] [Undergroung Utility Infrastructure] [Carrier Colocation Hotels]
[Dark Fiber Leasing]

Send mail to archwayinc@earthlink.net with questions or comments about this web site.

Last modified: March 11,2001

Examples of Competitors' Marketing Efforts

Looking Glass

Yipes

Telseon

MCI WorldCom

SCHEDULE 11

LOOKING GLASS NETWORKS, INC.

AGENT INQUIRIES

[redacted]

We are interested in establishing partnerships – long-term relationships with commercial real estate professionals who specialize in telecommunications. More specifically, we are interested in individuals who can leverage their relationships with building owners and complete Point of Presence (POP) agreements.

Please forward a list of buildings and property owners in which you have completed agreements.

[redacted]

realestate@lglass.net

Print

http://www.telseon.com/index.asp

TELSEON

Telseon in the News | Investor Quotes | Industry Reports
Press Releases | Analyst Quotes | Telseon News

Press Releases

TELSEON ANNOUNCES SERVICE PROMOTION TO DRIVE METROPOLITAN GIGABIT ETHERNET SERVICE ADOPTION

More than 40 New Customers Have Joined Telseon's GigE Service Delivery Platform to Tap into Dozens of Next-Generation Services

MOUNTAIN VIEW, CA - Tuesday, April 24, 2001 - Telseon, the leading provider of instantly scalable optical networks, today announced that its service promotion is successfully driving adoption of GigE services and populating metropolitan IP networks. The (Connect Your World)™ promotion offers businesses a typical savings of $20,000* with a complimentary connection of up to 10 Mbps of bandwidth per month – equivalent to 6 T1 lines - through December 31, 2001.

More than 40 new customers, ranging from applications service providers and multi-media content distributors to storage solutions experts and web hosting giants, have joined Telseon's network since the promotion began on March 12th. The new customers joining Telseon's established customer portfolio of more than 60 businesses include Coradiant, CoreFuzion, Listen.com, Internet Business Services and Senterprise.

"We understand that in today's economy companies are cautiously approaching new technologies. Our promotion provides businesses with a risk-free opportunity to migrate to a GigE network," said Vesna Swartz, vice president of marketing at Telseon. "Once on the Telseon network, customers will quickly realize lower bandwidth costs, shorter time-to-market, expanded customer reach and access to dozens of new revenue streams from other Telseon customers and partners."

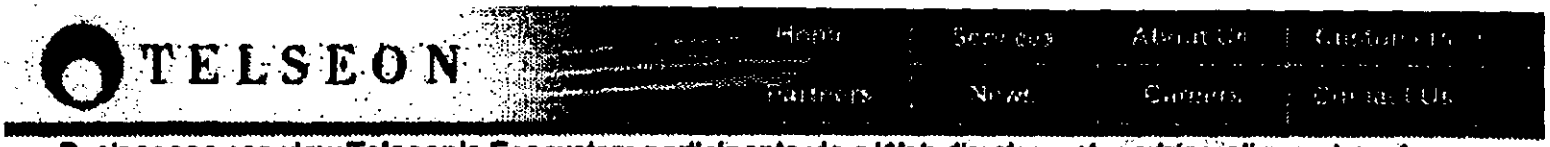
Telseon's GigE network is enabling businesses to create their own Ecosystem where they can quickly extend B2B connections to other businesses and share value-added services such as outsourced storage, video streaming, IP transport and voice over IP. As more businesses with varied service offerings enter the ecosystem, its value grows exponentially to create a scalable network that is ideal for the delivery and exchange of bandwidth-intensive applications.

"As one of the GigE service leaders, Telseon is showing that speed and simplicity of deployment are possible in the metro optical network. That should be encouraging to service providers who need to extend their data networks. Telseon's current promotion should also encourage these SP's to exploit the "network effect" created by connecting their businesses as well," said George Peabody, Aberdeen Group, Vice President and Practice Manager, Communications Infrastructure and Services. "Given the cost, it is a low-risk way to evaluate the ROI."

"The Telseon network allows Coradiant and its customers to access the widest choice of bandwidth, storage, and site operation services within a metropolitan area, making it an important part of our growth as a leading managed service provider," said Alistair A. Croll, CEO of Coradiant Inc.

By using the utility of the Telseon GigE network, customers are able to take advantage of Telseon's web-based self-provisioning, bandwidth-on-demand and leak-proof security. These technologies are designed to place network control in the hands of the customer.

Businesses can view Telseon's Ecosystem participants via a Web directory categorizing all members by type of provider or type of service. The easy-to-use search index provides vendor profiles, service



Businesses can view Telseon's Ecosystem participants via a Web directory categorizing all members by type of provider or type of service. The easy-to-use search index provides vendor profiles, service descriptions, connection requirements, information request forms and contact information.

(Connect Your World)™ Eligibility
Any business colocated in a Telseon-enabled facility is eligible to sign up for the promotional service through June 30, 2001. Once they are signed up, the free service is available through December 31, 2001 to new customers or existing customers increasing their bandwidth orders. For more information on the Telseon Ecosystem or (Connect Your World)™, please call 866-Telseon or visit our web site at www.Telseon.com .

Read more about the Ecosystem Directory

About Telseon
Telseon offers instantly scalable optical network services to enable companies to break the bandwidth bottleneck in the metropolitan area. With support from industry giants in key markets including long-haul, storage and content services, Telseon is changing the way metropolitan bandwidth is acquired and delivered.

Telseon's optical network services are now available in Atlanta, Chicago, Cincinnati, Dallas, Denver, Detroit, Houston, Los Angeles, Miami, New York, Northern Virginia, Orlando, Philadelphia, Phoenix, San Diego, San Francisco Bay Area, Seattle, Silicon Valley, St. Louis and Tampa. The company is headquartered in Denver, Colorado, and can be reached at 866-TELSEON or on the web at www.telseon.com.

*** Estimate based on monthly fees for network access, cross connection service, and 10 Mbps of bandwidth through December 31, 2001. Bandwidth costs may vary based on distance.*

Press Contact:
Jennifer Castro
415-531-2632

INSIDE TECH

Yipes lights up dark fiber
By Lawrence Aragon
Red Herring
March 14, 2000

If Yipes had a theme song, it would probably be "Come in out of the dark." The company is trying to tap into a potentially huge market for low-cost broadband services by lighting up so-called "dark fiber" on optical networks.

Yipes is one of at least two well-funded startups targeting mid-size customers that need high-speed connections -- up to 1 gigabit (Bit) per second -- between the Internet and their local area networks (LANs) or between two or more LANs. It's a huge market because the alternatives are costly and inefficient, analysts say.

The pitch is compelling. Yipes, for example, can give customers twice the bandwidth they have now at about 80 percent of what they're paying, says CEO Jerry Parrick. Also working in the company's favor: most of the companies that can offer similar service may hold back because they don't want to cannibalize their customers.

"There is a potential here for a massive paradigm shift -- that's why these guys are getting so much investment," says Andrew Cray, senior telecommunications analyst for market researcher Aberdeen Group.

Yipes made a splash last week with its announcement that it had landed $77 million from ten

Orders the bandwidth revolution

Fiber optics takes the spotlight

Yipes made a splash last week with its announcement that it had landed $77 million from ten top-tier venture capitalists and strategic partners. The round was led by the Sprout Group/DLJ and included investments from Extreme Networks (Nasdaq : EXTR), Juniper Networks (Nasdaq : JNPR), and Intel (Nasdaq : INTC). There was enough interest to raise even more money, but the company didn't want to give up more equity, Mr. Parrick says.

IPO PLANS

Yipes hopes to go public this year, says Promod Haque, a director on the company's board and a general partner at Norwest Venture Partners, which provided its seed capital.

A likely Yipes competitor, Cmetric (pronounced "se-metric"), will have a coming-out party shortly with an announcement of a major second round of funding similar in size to that of Yipes, says Rich Shapero, a Cmetric director and general partner at Crosspoint Venture Partners, which incubated the company. (Cmetric is also backed by Sevin Rosen Funds.) The startup, which has been in stealth mode, is in the midst of a "soft launch," briefing analysts say.

"We absolutely believe that this is one of the most important future spaces in the broadband arena," says Mr. Shapero, whose firm is one of the most active VCs in the broadband space. In addition to Covad (Nasdaq : COVD), Digital Island (Nasdaq : ISLD), and DSL (Nasdaq : DSLN), Crosspoint has investments in at least six other broadband companies, including Bluestar, which has registered to go public.

Analysts agree that the opportunity to provide services over excess fiber on optical networks is "huge," in the billions of dollars, but no one has put a figure on it. Twenty-five of 50 Fortune 1000 companies surveyed by Forrester Research (Nasdaq : FORR) late last year say their bandwidth needs will at least double in the next two years.

STARVING FOR BANDWIDTH

Here's what makes the new companies so compelling: corporations are starving for bandwidth, but in order to boost their current bandwidth they must pay high prices and often purchase more than they require. Yipes is attractive to corporate customers on two fronts. One, it offers low-cost, high-bandwidth connections. And two, it sells those connections in increments of 1 MB per second, so customers can buy only as much as they need. The company is pitching its

low-cost, high-bandwidth connections. And two, it sells those connections in increments of 1 MB per second, so customers can buy only as much as they need. The company is pitching its optical network service as a way to connect various corporate sites in a region -- allowing the corporate customers to create a giant "transparent" LAN.

Yipes is able to offer lower prices because it is taking a completely different approach to broadband delivery. Right now most companies get broadband access through copper phone lines (usually through a T1 service), which have limited capacity. Those who need additional bandwidth turn to more expensive T3 lines, which run on fiber-optic networks.

In metropolitan areas fiber-optic networks are made up of a ring of optical fiber that typically operates on the Synchronous Optical Network (SONet) transmission standard. SONet-based gear is very stable, but it's expensive and it isn't flexible. For example, to connect one LAN to another, you need to add multiple layers of technology, such as pricey ad-drop multiplexers and ATM switches.

Additionally, customers can't get the exact bandwidth they ask for. A customer that wants a 1Gbit per second Ethernet connection would need to pay for a SONet OC48 fixed-bandwidth connection of 2.5 Gbps. You may only need half the pipe, but you have to pay for the 1.5 Gbps you're not using, which is obviously very inefficient, says Aberdeen's Mr. Cray. "This is the reason why not many businesses don't use transparent LAN services offered by traditional carriers," he adds.

Yipes -- and presumably Cmetric -- get around the SONet problems by taking a whole new approach. Yipes leases fiber not being used, or dark fiber, from cities and runs the fiber directly to corporate customers' LANs. It then installs a box with a high-performance Extreme Ethernet switch that can beam data from one LAN to another in increments of 1 Mbps, all the way up to 1Gbps. Juniper Networks's routers come into play when a company wants to route traffic through the Internet. "It's a much simpler technology, and it's easier to maintain and install," says Norwest's Mr. Haque. Yipes's network runs on native Internet protocol (IP), so customers can plug their Ethernet LANs into Yipes's network without any tinkering.

SAVINGS

Yipes's approach allows it to offer a customer a 3Mbps connection for two LANs at $450 per month per location. To get the same performance from T1 connections -- which run over traditional copper-wire phone systems -- the customer would have to have a total of four

traditional copper-wire phone systems -- the customer would have to have a total of four connections (each one running at 1.54 Mbps) at a cost of about $600 each. That's for basic, non-Internet access.

"This is a huge opportunity," Mr. Haque says. "The goal is to build something bigger than Covad (which has a market cap in excess of $9 billion). This isn't selling DSL services at 29 bucks a month. This is a higher bandwidth, value-added service."

The space is so new that analysts are trying to figure out what to call it. Christine Heckart, president of Telechoice, has dubbed Yipes an optical local exchange carrier (OLEC), while Maribel Lopez, a networking analyst at Forrester, is calling the company a high-bandwidth data local exchange carrier (LEC).

While analysts are bullish about Yipes and Cmetric, they say both companies face hurdles before either one can become the next Covad. For one, there isn't agreement that there is plenty of dark fiber for them to acquire to create nationwide networks. Aberdeen's Mr. Cray says there is plenty of dark fiber, but Ms. Lopez of Forrester says she's not convinced. "It's one of those things that if it were really simple, somebody would be doing it already," she says. Yipes and Cmetric will have to lease fiber from multiple sources, and it isn't yet clear that there is enough excess bandwidth for them to achieve the economies of scale they need, Ms. Lopez says.

Another issue: the barriers to entry are pretty low. Anyone with access to fiber can offer a similar service, says Ms. Heckart of Telechoice. "It's not difficult," she says. "It just takes money and focus. There's lots of other companies with fiber in the ground that could get into this game quickly." Mr. Parrick says he's "paranoid" about competition. "I'm sure the announcements will create competition," he says. "Our lead can be measured in months. I'm not egotistical to think that it's years."

MORE HURDLES

A third obstacle: a plethora of startups are trying to improve SONet to make it more attractive, including Chromatis, Mayan Networks, and Cyras, analysts say. It isn't likely that they would be able to achieve the same price/performance as a company like Yipes, but it might be compelling enough to cause some customers to stick with SONet.

Yet another hurdle: credibility. Yipes can pitch a low-cost service, but that doesn't mean that corporate customers, which need 24/7 networks, will immediately switch from existing services. Both Yipes and Cmetric will need to build up a pool of strong reference accounts to get other customers to follow, analysts say. Cmetric lists three customers on its site: Compaq (NYSE : CPQ), WebTV -- which is owned by Microsoft (Nasdaq : MSFT), and Incyte Pharmaceuticals (Nasdaq : INCY).

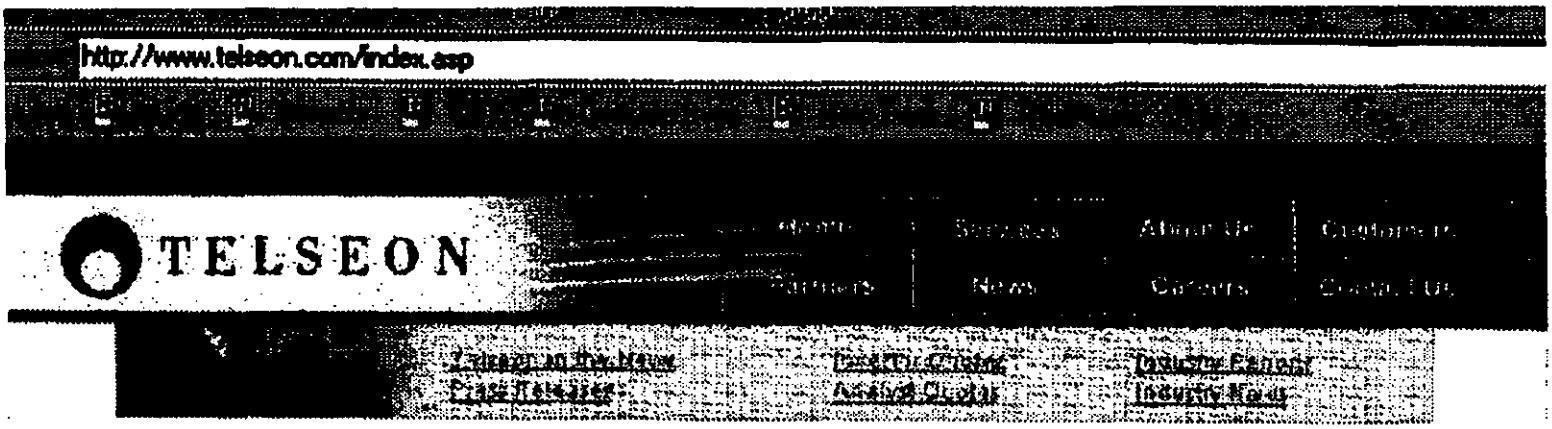
Mr. Parrick says Yipes, which has had one network running for six months, and two networks running for one month, has about 20 customers, including a school district with 22 locations, an ISP, and a large law firm. Yipes has networks in Palo Alto, California, Riverside, California, and Fort Collins, Colorado. "We have an aggressive objective to build out across the country," Mr. Parrick says.

Besides California and Colorado, Yipes plans to launch service this year in Connecticut, Illinois, Maryland, Massachusetts, Minnesota, New York, Texas, Washington, and Washington, DC. Noting that the expansion will run into the hundreds of millions of dollars, Mr. Parrick says that the company is looking for debt financing.

The challenges notwithstanding, analysts agree that the startups have a lot going for them, including momentum and focus. It would be difficult for larger players with lots of fiber, such as MCI/Worldcom (Nasdaq : WCOM), to steal their thunder because they would likely need to change their business models. For example, they couldn't continue to push high-cost T3 lines while offering a lower-cost alternative similar to Yipes's, because they would eat into their existing customer base.

Startups, on the other hand, "don't have a legacy network, nor do they have an installed customer base to protect," says Telechoice's Ms. Heckart. "They can adopt highly disruptive technologies and offer highly disruptive services."

What is likely to happen, then, is that the old guard will sit back and see how the market plays out before it makes any hard decisions. In the meantime, Yipes, Cmetric, and other smaller players will gain momentum and market share. If the old guys sit on the fence long enough, the upstarts could make a big-enough push to cause the "paradigm shift" Aberdeen's Mr. Cray predicted.



Telseon in the News

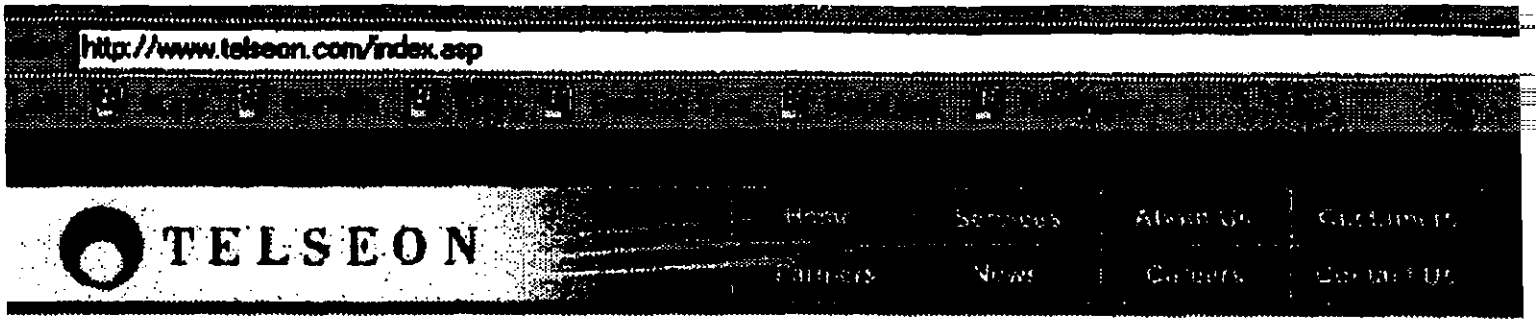
Telseon Expands Services to Long-Haul Carriers
LocalBusiness.com
By Dave Algeo
March 6, 2001

ENGLEWOOD, Colo., March 6 (LocalBusiness.com) – Telseon LLC is expanding its services to long-haul fiber-optic carriers, the company announced today.

"What we are offering gives carriers a tremendous competitive advantage," said Vesna Swartz, vice president of marketing at Englewood-based Telseon.

In the past year, the company has installed equipment and proprietary software at data centers in 20 key markets around the United States. The privately held company offers businesses in those markets high-speed access to long-haul, or backbone, data-transmission lines that link cities around the world.

Telseon now is offering the long-haul carriers themselves a chance to take advantage of the same technology. "It's the best of all possible worlds," Swartz told LocalBusiness.com. "We enable them (the carriers) to create a transparency between their long-haul networks and our metro networks. So the customer can seamlessly access – throughout the metro – the long-haul carrier's network. They also can provision within the metro and between metros across the long-haul network."



Past successes

Telseon already offers such services to Level3 Communications and 360networks, both of which operate long-haul fiber-optic networks. The success of those relationships led the company to start marketing its services to other carriers.

"What we have found, in speaking with our current customers, is they all face one major business problem-the ability to deliver their services into the metro marketplace," Swartz said. "The reason is that within the metro marketplace there are barriers to delivering services, because of a lack of next-generation infrastructure and technologies." Telseon's technology makes it easier for the carriers and their customers to deal with the outdated networks and mixed brands of equipment in use within individual metropolitan areas, she said.

Problem solvers

As businesses that need to transmit large volumes of data decide which long-haul carrier they will use, their decisions will be based on how readily the carriers can deal with the problems that arise in metro areas, Swartz said. Carriers that don't have a ready way to solve that problem "will have to go through a long lead time in terms of provisioning–and at higher cost to the end customer," she said.

Last spring, Telseon moved its headquarters to Englewood from Palo Alto, Calif. Late last month, Telseon formally opened a development center in Mountain View, Calif. About 50 people work in the Mountain View center. In total, Telseon employs 360 people. The company closed a $100 million round of equity funding earlier this winter. Telseon also arranged for $75 million in capital lease financing.

** VT.-@oud -iuioi **

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Comments

Overland City Council will help MCI WorldCom build facility By
]Dawn Grodsky
Special To **The** Post-Dispatch

MCI Wor]dCom Network Services Inc. is getting a boost from Overland in building a network services facility on Meeks Road off Page Boulevard at Dielman Road.

The City Council has unanimously approved issuing up to $80 million in taxable industrial revenue bonds to finance the project, to be paid off by MCI WorldCom. in exchange, Overland is offering abatement of real-estate and property taxes.

The deal means MCI will transfer the title of the property and later the 100,000-square-foot building to Overland, which will lease it back to the company, says Laura Lashley, a senior manager with KPMG, the firm that is helping to negotiate the deal.

The arrangement, called private-placement bonds, is allowable under Missouri's Chapter I 00, though Lashley says it is not commonly used in St. Louis or St. Louis County. It is widely used in St. Charles County and other parts of the state, she adds.

Lashley noted that the arrangement sounded more complicated than it acwally was, Overland is the issuer of the bonds, and MCI is the investor, she says. The lease transfer is necessary because municipal property is tax-exempt and that status will save the corporation money in tax dollars,

Economic development was cited as the key factor in issuing the bonds, and Overland City Clerk Linda Downs said that in the end, the deal wouldn't cost Overland a ponny. "We have no cost whatsoever," she said, "We are the entity issuing the bonds. They will buy the bonds."

Lashley added, "It's pretty standard for these types of transactions. The benefit of using Chapter 100 ftom a government perspective is to attract economic growth. The benefit for the corporation is helping to deter the costs of putting in capital investments, which are always inefficient in their first few years."

She explained that her firm helped companies find these types of deals to spur economic development and to keep the corporations competitive.

The foundation already has been laid at the construction site, and the bonds' issuance was approved in December, Last June **the** council adopted a resolution that approved **a** plan for an industrial development for MCI or a related entity. The $90 million deal requires MCI to pay the bonds with revenue from the project over 10 years.

Lashley said the building should be complete in the **first** quarter of 2001, and once it was operational between 10 and 15 employees would work there,

Voice Over Internet Protocol (VoIP) Information

Net2Phone

Dialpad

Cisco

Intel

Net2Phone launches broadband IP telephony service

Kevin Fitchard, Telephony

Online Exclusive, Jun 6, 2001, 12:00 a.m. ET

Net2Phone today launched its broadband voice technology and services, designed to bring IP telephony access over cable, DSL and T1 lines while bypassing the PC entirely.

"We're bringing IP to the edge," said a Net2Phone spokeswoman. "We want to take IP telephony far away from the PC, but bring it as close to the user as possible."

Through partners and in-house production, Net2Phone is incorporating its core voice over IP technology into a variety of different broadband devices. The routers are designed to hook into any broadband access device, such as a DSL or cable modem, and into a standard phone, making the service as accessible as a regular phone line.

The technology creates an "intelligent" IP dial tone, and allows a user to receive phone calls as well as make them. Net2Phone also has plans to incorporate the technology directly into access devices, making cable and DSL modems IP ready.

The Net2Phone spokeswoman added the company believes the future of consumer IP telephony is in broadband due to the enormous restrictions presented by PC-originated phone calls over dial-up connections. The static-ridden, choppy connections common in residential IP telephony today are due to the narrowband pipes and the limitations of the computers themselves. More bandwidth and dedicated routers will alleviate those problems, she said.

"Microsoft didn't design Windows so you could make phone calls. Compaq didn't build computers so you could make phone calls," she said. "But a broadband connection is ideal for this kind of voice connection. The quality of the call is going to be better than on any PC."

While services may be basic now, Net2Phone plans to eventually add more powerful applications, such as voice command, messaging and other enhanced services.

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UPDATE - Cisco launches new VoIP line for businesses

By Douglas F. Gray, IDG News Service\San Francisco Bureau
April 30, 2001, 16:43

Cisco Systems Inc. launched seven new IP (Internet Protocol) telephony products for businesses Monday, based around its Architecture for Voice, Video and Integrated Data (AVVID) network infrastructure.

As part of its aim to create a global VoIP (voice-over IP) network, Cisco announced three software products aimed at increasing personal productivity. The company also announced new call center software, call processing software and a new hardware switch that can server up to 24 IP-based phones.

The products expand on a VoIP portfolio Cisco has been building for the past four and a half years, said Elizabeth Ussher, vice president of global network strategies at IT research firm Meta Group Inc. "We're now starting to see the smoothing out of places that needed it," she said.

VoIP will get a big push when a significant number of early adopters start to report back on their experiences with it, she said. "People will start to look more closely at VoIP as the news flashes come in," Ussher said. "The credibility comes when the deployments are in and the return on investment is solid."

One deployment underway is Dow Chemical Co., which is installing 40,000 IP-based phones. Cisco, meanwhile, expects to become "fully IP-enabled" over the next three to four months, increasing the number of IP phones it uses to almost 40,000 from 25,000 today, said Bill Erdman, director of marketing for

Publish.com

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Cisco's Enterprise Voice and Video division.

Cisco is working on a business case to present to companies who are thinking about switching to IP-based telephony which focuses on the technology's cost-saving benefits, he said.

The Cisco Personal Assistant, an IP-based telephony application, interoperates with Cisco CallManager and Microsoft Corp.'s Exchange to allow users to verbally sort through voice mail and dial by name. The software has a browser-based interface and allows users to set up rules of call forwarding and screening calls, as well as setting up conference calls without dialing. The Cisco Personal Assistant, available now, retails for $4,995 and includes the Cisco IP Phone Productivity Services Suite, Cisco said in a statement.

The company also launched Cisco Unity 2.46 unified messaging. The software includes worldwide time zone and language support, as well as localization capabilities. The unified messaging application works with both legacy-circuit and packet-based switches. It can manage e-mail, voice mail and faxes through a single inbox from any device, including IP phones, cellular phones and PCs. Unity is interoperable with Cisco Personal Assistant and Cisco CallManager 3.1. Unity is available immediately, and pricing starts at $145 per seat, the company said.

The final personal productivity application announced Monday is the Cisco IP Phone Productivity Services (PPS) suite. The suite of applications based on XML (Extensible Markup Language) can effectively turn the Cisco 7960 and 7940 IP phones into Internet thin-client devices that can provide access to corporate and Internet Web servers. The phones can then also be used for functions like e-mail, voice mail, calendar, and stock quotes. A development suite called the E-Service Application Engine lets developers create applications aimed at specific business needs. The application suite will be available in the third quarter of this year.

For customer service in small call centers within an enterprise, Cisco launched the IP Integrated Contact Distribution (IP-ICD). The application includes automated call distribution and custom contact interaction management for up to 48 agents. IP-ICD works with Cisco IP Interactive Voice Response and IP Automated Attendant applications. The IP-ICD is available immediately for $4,995.

Cisco also launched an updated version of CallManager, its software-based call processing system. CallManager 3.1 adds 15 new features, including hold music and extension mobility, which allows an employee's phone extension to be transferred to any of Cisco's 7960 or 7940 IP phones. CallManager 3.1 is available immediately for $5,995.

The software for making phone extensions portable is the most compelling application launched today, Erdman said. This will make it easier to transfer extensions and allow users to make use of any cubicle that happens to be free, she said. The service works anywhere so long as the user has access to an IP connection, making it ideal for branch offices, Erdman said.

Cisco also introduced its Survivable Remote Site (SRS) Telephony application on Monday. SRS ensures against WAN (wide area network) failure by auto-configuring Cisco multiservice routers to provide call-processing backup for IP phones in branch offices. When the WAN comes back online, the system automatically shifts call-processing functions back to the centrally located CallManager. SRS Telephony is available now on the Cisco 2600 and 3600 series routers and the Catalyst 4224 Voice Gateway Switch.

On the hardware side, Cisco launched the Catalyst 4224 Voice Gateway Switch platform, an integrated Ethernet switching, IP routing and voice gateway device targeted at small branch offices with up to 24 users, Cisco said in a statement. The Catalyst 4224 can be used with Cisco SRS Telephony to provide backup services in the event of a WAN failure. The Catalyst 4224 retails for $12,995.

Cisco, in San Jose, California, can be reached at http://www.cisco.com/.

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Intel's iPOD extends PBX connectivity with VoIP

By Phil Hochmuth
Network World Fusion, 05/30/01

Intel this month will release an IP telephony product that could put the power of a central-site PBX into a small branch office or in a telecommuter's den

Intel's iPOD product could help IT and telecom professionals lower their phone costs by connecting small branch office and home office workers to a centralized PBX with voice over IP. Instead of deploying small PBXs or key systems in remote sites, network professionals could use the product to provide voice connectivity over a remote site's WAN link.

The iPOD - developed by Dialogic, Intel's computer telephony subsidiary - is a small, rack-mountable device that connects to either a Nortel Meridian or Avaya Definity PBX via a standard RJ-11 phone wire. On the other end of the iPOD is a Category 5 Ethernet jack that is used to bridge phone calls to an IP network.

One iPOD can be used to connect up to eight IP phones to a PBX by mapping each phone's IP address to an extension on the PBX. This is done either by assigning static IP addresses to specific phones, or by assigning addresses on the fly through the device's internal Dynamic Host Configuration Protocol server.

By mapping IP addresses to phone extensions, any H.323-compliant IP

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phone (from makers such as Cisco, PingTel and Siemens) can become a regular PBX phone extension, whether the phone is sitting on an internal LAN or in a remote location connected by an IP WAN link, such as a T-1 or ISDN line.

Once the iPOD is configured and mapped to IP addresses on the PBX-side of the network, deployment of the phones is simple, says Vince Connors, product manager for the iPOD.

"IT managers could just send IP phones to a remote site, tell employees there to plug them in, and they'd be off and running," Connors says.

Workers at a remote site can use all the features of the remote PBX, such as in-house extension dialing, hold, call forwarding, conferencing and voice mail access.

The iPOD was previously available to PBX vendors (such as Mitel) as part of an offer for IP-enabling a legacy PBX. The previous version of the product could only communicate through proprietary communications protocols used by the PBX legacy PBX vendors. The new version of the iPOD that will be sold to end users communicates via the H.323 voice over IP protocol, which is becoming a standard protocol in IP telephony. The iPOD will compete with products such as the PBXgateway II from MCK Communications, which can connect up to 24 PBX extensions in a single box, but at $9,000, costs three times as much as the iPOD.

The H.323-compatible iPOD will be available this month and will be priced around $2,700.

Intel

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SS7 and LIDB offerings

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TSI Telecommunication Services Inc.

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USE ILLUMINET'S SS7 NETWORK SERVICES TO:

Deliver nationwide seamless roaming via our SS7 network, the largest independently-owned SS7 network in the United States. The Cellular Telecommunications Industry Association (CTIA) has endorsed our network for its members' nationwide seamless roaming needs.

Simplify in-house operations by obtaining complete support from a single source. You won't have to work with multiple vendors and struggle with potentially incompatible network elements.

Customize network support to fit your particular requirements and technologies. Your personal account manager will work closely with you to ensure your service package fully meets your objectives.

Position your company to offer a full range of wireless and Advanced Intelligent Network services. Illuminet's gateway access to the NACN and GTE networks, and network architecture that fully supports X.25, DMX, GSM-MAP and SS7 signaling, assure you have maximum connectivity. Illuminet also supports the necessary SS7 functionality for emerging IN/AIN services.

Protect your competitive position. Unlike other network service companies, Illuminet does not provide telecommunications services directly to consumers, so we don't compete with you for your customers.

SS7 NETWORK SERVICES INCLUDE:

Network Connectivity

Take advantage of convenient access via 11 STP pairs and numerous Signaling Points of Interconnection (SPOIs) across the country, as well as complete support for X.25, DMX, GSM-MAP and SS7 protocols. You can count on us for end-to-end engineering, installation and maintenance, as well as 24-hour surveillance and maximum route diversity to ensure system-wide integrity.

IS-41 Network Transport

IS-41 Network Transport makes seamless roaming possible by providing a transparent interface between wireless switches. With Illuminet, you'll be able to access any wireless database for pre-call validation and registration, so your customers have the same uninterrupted service in out-of-area markets as they do in their home market.

Cellular Administration and Operations Support Service

Simplify IS-41 network setup and maintenance, as well as the exchange of technical roaming data. Through our Cellular Administration and Operations Support service, Illuminet coordinates network connection, testing and activation.

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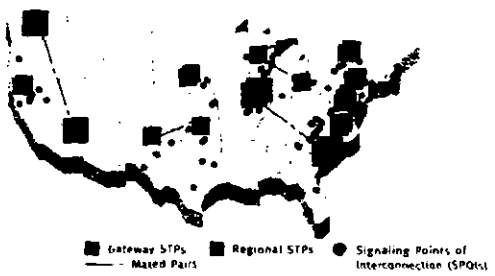
ILLUMINET BELIEVES IN *ease and convenience, offering SS7 access points throughout the United States. We tailor our network services to your requirements.*



data management

This service also provides centralized databases for all of your customer roaming information, and electronic data management to reduce paperwork, increase accuracy and improve security.

ISUP Trunk Signaling

ISUP Trunk Signaling is the key to fast call set-up, effective use of trunk resources, and deployment of enhanced services such as Caller ID. With Illuminet, you save administrative time and costs because we already maintain extensive connectivity arrangements with other SS7 networks throughout the United States. You won't have to establish multiple links.

Protocol Conversion

If you use X.25 or Motorola DMX protocol, you can still connect to Illuminet's SS7 network through our protocol conversion services. You'll have connectivity to SS7 without spending the time and money converting your entire network.

Roamer On-line Support Services (ROSS)

Our ROSS network surveillance platform allows you to view and monitor roaming activity in near real-time, enabling prompt customer assistance and troubleshooting, roaming performance tracking, and protection against roamer clone fraud.

Local Number Portability

Illuminet makes it possible for you to deploy FCC-mandated Local Number Portability without the high cost of developing your own infrastructure. We deliver essential database capabilities to store and manage customer call routing information with maximum ease, speed, accuracy and security - qualities we've developed through years of data management experience for hundreds of companies. You can also count on us for the STP, SCP and local service management system capabilities to perform accurate and reliable call routing, via a single point of service delivery for all metropolitan statistical areas nationwide.

COMMITTED TO YOUR SUCCESS

Illuminet takes special care to understand your particular needs and tailor your service package to best fulfill your objectives. We are constantly enhancing our network services so you have access to the latest technologies, such as AIN-based services and Local Number Portability.

This type of leadership is why CTIA chose our network for nationwide seamless roaming capability, and why more than 1,000 telecommunications companies have trusted our advanced SS7 network, database and billing services for more than a decade.

To learn more about Illuminet's SS7 services for wireless carriers, call your Illuminet account representative or Illuminet at: Overland Park, Kansas (913) 491-1600 Olympia, Washington (360) 493-6000

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SS7 OVERVIEW

ACCESS THE INTELLIGENT NETWORK

TSI Telecommunication Services Inc. (TSI) provides competitive access to the exciting opportunities of the SS7 network. Signaling System 7 is a reliable open-architecture protocol that easily handles current communication requirements and accommodates future expansion of new applications. This layered protocol separates the signaling and trunk setup to afford more efficient call processing and allows the delivery of today's digitally enhanced services. The TSI network is configured with mated pair Signal Transfer Points (STPs) to provide redundant links that assure maximum reliability.

The future growth of our industry is dependent on the SS7 network for the delivery of tomorrow's intelligent products and services. TSI is recognized as a leading supplier of SS7 hubbing and transport services to competitive local exchange carriers, inter-exchange carriers, RBOCs and wireless providers. TSI Telecommunication Services Inc. can help your company access a world of new opportunities with SS7.

- TSI Network Architecture
- SS7 Tutorial
- Porting a Number
- Glossary
  - Acronyms - A complete list of the acronyms commonly used in the industry
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SS7 NETWORK ARCHITECTURE

TSI's network system consists of three pairs of Tekelec Eagle STPs and the Tekelec LNP Platform, located in Wentzville and O'Fallon, Missouri.

The STPs are interconnected with the SS7 networks of other STPs (LIDB/800 providers) consistent with the requirements specified in ANSI recommendation T1.111.5 and will perform all SS7 message routing functions in the TSI network.

	Wentzville, MO	O'Fallon, MO
V & H	V6819 x H3601	V6810 x H3577
Address	104 SE Main Street Wentzville, MO 63385	106 East Highway 40 O'Fallon, MO 63366
Location	Toll Center	First Floor

	Wentzville, MO	O'Fallon, MO
STP Type	Tekelec Eagles	Tekelec Eagles
Local/Regional	Regional	Regional
NPA-NXX	636-327	636-272
CLLI Code	WNVLMOXA01W	OFLNMOXA01W
Point Code	235-001-000	235-000-000
Alias	235-235-000	235-235-000

	Wentzville, MO	O'Fallon, MO
STP Type	Tekelec	Tekelec
Local/Regional	Regional	Regional
NPA-NXX	636-327	636-272
CLLI Code	WNVLMOXZ02W	OFLNMOXA02W
Point Code	235-003-000	235-002-000
Alias	235-250-000	235-250-000

The TSI STPs consist of a fully duplicated high-speed, high-capacity message transport network used to handle inter-

processor communications. The STPs are equipped to meet the requirements published in Bellcore document TR-TSY-000082, including Appendix C.

NETWORK SURVIVABILITY

TSI uses route diversity on each SS7 signaling link set consistent with industry requirements. All A-links used to connect TSI's mated pair of hub STPs will be derived over a minimum of two diverse routes. TSI leases 56 kbps circuits from three ICs for the diverse routing of B-links. These routes will be physically diverse from all but one of the routes used. Route diversity is a requirement for STP to STP connections (B-Links).

Products & Services

www.idnllc.net

The IDN Product

IDN, LLC is a full service provider of nationwide Signaling System 7 (SS7) and Intelligent Network/Advanced Intelligent Network (AIN) database services for the telecommunications industry. Our network, consisting of the latest state-of-the-art technology interconnected via fully redundant and protected signaling links, conforms to the highest industry standards for SS7 networks as mandated by Telcordia and the American National Standards Institute (ANSI).

IDN's signaling products and services are backed with exceptional customer service, including around-the-clock assistance from our Network Control Center. We are always here to provide your signaling and database service needs. We welcome your ideas on how we can further improve our products and services.

Services We Provide

Local, Regional, National and International Signaling System Connectivity

Signaling System 7 Link Provisioning (End to end order management and coordination)

Caller Name Identification (CNAM)

Local and National City/State Database

Custom Local Area Signaling Services (CLASS)

Signaling System 7 Trunk Signaling (ISUP)

Local Number Portability (LNP) Transport

Location Routing Number (LRN) Service

800 Service Transport

Wireless Carrier Roaming Support (IS-41 signaling)

Line Information Database (LIDB) Service Transport

Signaling System 7 Transition and Implementation Assistance

Tariff Comparison - Switched Access

Carrier / Tariff No. / Rate	SWBT / PSC Mo. No. 36		AT&T / PSC Mo. No. 14	MCImetro / PSC Mo. No. 2	Intermedia / PSC Mo. No. 4	Birch / PSC Mo. No. 4	Allegiance/ PSC Mo. No. 3
Rate Element							
Common Line							
CCL InterLATA Terminating per MOU	0.01796620					0.01813300	0.01796620
CCL InterLATA Originating per MOU	0.00990800					0.01000000	0.00990800
CCL IntraLATA traminating per MOU	0.01796620					0.01813300	0.01796620
CCL IntraLATA Originating per MOU	0.00990800					0.01000000	0.00990800
Local Switching							
LS1 Bundled	0.00840200						
LS2 Bundled	0.00840200					0.00846400	0.00840200
LS1 Unbundled	0.00838600						
LS2 Unbundled	0.00838600						
Originating Switching	0.01831000	1	0.01848000		0.02661000		
Terminating Switching	0.02636820	1	0.02661300		0.02661000		
Local Transport							
0-1 Mile	0.00500000						0.00500000
Over 1 to 25 Miles	0.00760000						0.00760000
Over 25 to 50 Miles	0.01610000						0.01610000
Over 50 Miles	0.02710000						0.02710000
Tandem Switch						0.00100000	
Tandem Switching Termination			0.00770000		0.03161000	0.00398500	
Tandem Switching Termination per minute per mile						0.00003000	
Direct Connect Originating	0.02591000	2		0.02269000			
Direct Connect Terminating	0.03396820	2		0.02269000			
Tandem Connect Originating	0.02591000	2		0.02269000			
Tandem Connect Terminating	0.03396820	2		0.02269000			

NOTES:

1) SWBT does not have originating and terminating switching charges. Above was developed by adding CCL per MOU plus LS2 per MOU and is for illustrative purposes only.

2) SWBT does not have originating and terminating direct and tandem connect charges. Above was developed by adding CCL per MOU plus LS2 per MOU plus local transport (1 to 25 miles) and is for illustrative purposes only.