



LIGHTNING TALKS

ABOUT VOIP EXCHANGES

Samuel MULLER

gsm : +33 (0) 663 128 505

e-mail : sam@l33.fr

Blake WILLIS

gsm : +33 (0) 677 034 673

e-mail : blake@l33.fr

- › Blake WILLIS + Samuel MULLER
- › Telecoms and networks consulting company with R&D
- › February 2010
- › Based in Paris
- › 1 PoP (Interxion 6), AS 57024 (IP4 + IP6), LIR
- › Member or participating in : ETSI, RIPE NCC, IETF, AFNIC

- › Trading : voice transit, minute based business model
- › Classical class 5 TDM based networks (FNO) - PSTN
- › Mobile operators (MNO) - PLMN
- › Voice over IP based operators :
 - › IP Centrex (MGCP)
 - › SIP trunking
 - › SIP accounts
- › Virtual operators (MVNO, ...)
- › Other models : ASP, CDN, ...

- › Slow evolution / no adaptation = rapid death
- › No answers to the end-users needs ? Internet will create it
- › Voice over IP, Service over IP, What-you-want over IP
- › Decrease : CAPEX, OPEX, ...
- › Increase : ARPU, QoE, ...
- › Lightweight infrastructures, strengthen service offerings
- › New sustainable business models :

Long-term business VS short-term technologies

- › Dreams are far away : France situation :
 - › 3 untouchable operators
 - › 1 standalone player ;)
 - › Plenty of small operators playing in the same sandbox
 - › Telecoms stuff totally blocked (it's France of course)
- › IS, backbones technologies, services on-demand, ...
- › Evolution of mind of the end users
- › More cooperation between small providers needed
- › One real try : Voice Peering Forum in NYC
- › ENUM (completely frozen at the administration level)

- › Internet Exchange Point situation in Paris
- › Add an edge of your XoIP network directly inside the IXPs PoPs
- › Become more interoperable and more efficient, due to IMS
- › Do XoIP in the manner you prefer
- › Create new services and reduce your time-to-market
- › Develop new partnerships and create new interests
- › Transform your business model
- › A holistic approach for preparing the future
- › L33|networks core project : IMS Exchange, under dev



Questions ?

Samuel MULLER

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