



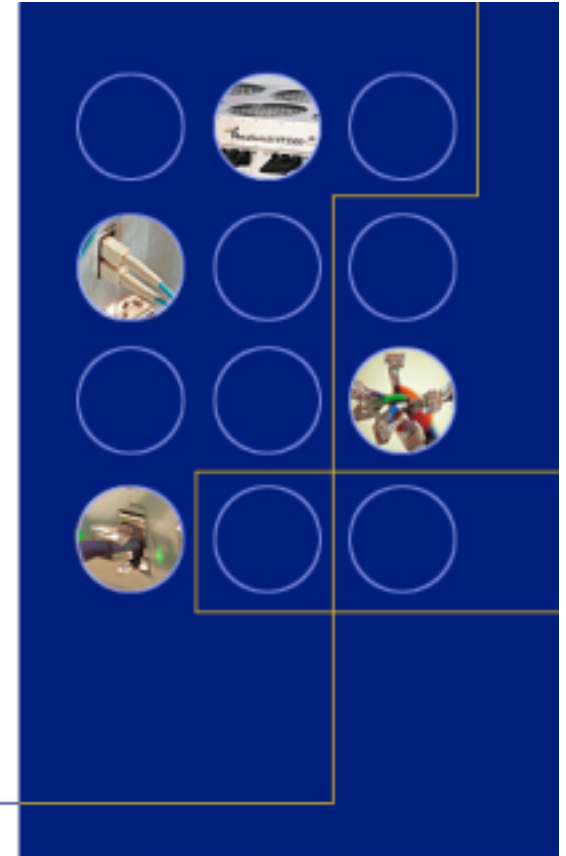
Evaluating Softswitches- A Manufacturer's Perspective

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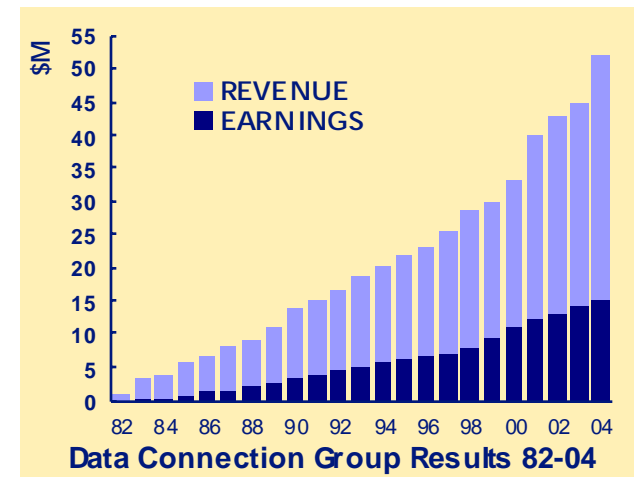
THE LEADING BROADBAND CLASS 5 SOFTSWITCH

09-04



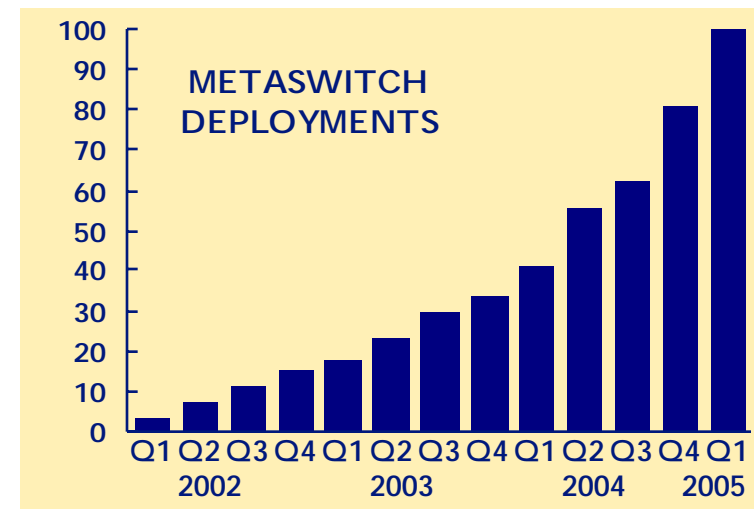
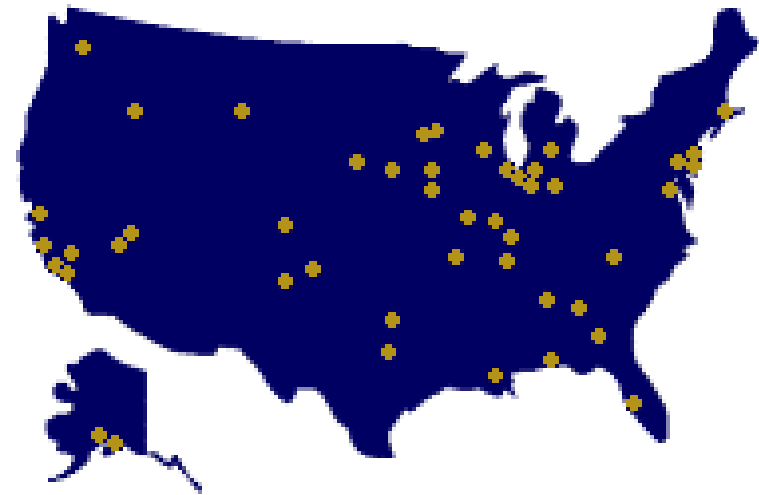
MetaSwitch Today

- A division of Data Connection (DCL)
 - 24+ years of profitability providing core technology to
 - Vendors (Cisco, Lucent, Nortel, ...)
 - Service Providers (Verizon, SBC, BT, ...)
 - Expertise in protocols (MPLS, SIP, SS7, MGCP, ...) and IP applications (conferencing, messaging, ...)
 - Privately held, not influenced by market swings
- Network Flexibility
 - GR-303, SIP, MGCP, H.248, NCS, VoATM built in
 - Whatever delivers reliable service and meets the customer need



MetaSwitch TodayContinued

- Deployed through out North America today
 - Over 100 customers
 - Over 120 platforms live
 - 50% IOC / 50% CLEC
- MetaSwitch predicts
 - another 50 customers by end of calendar year 2005
 - 140 customers to be added in 2006



Reasons For Softswitch Migration

- E.O.L Switches (DCO, Mitel, Stromberg, Vidar, etc.)
- Packet voice support (VoIP)
- Regulatory compliance vs. cost of upgrade moving forward
- Feature availability and cost/RTU moving forward
- Legacy port Exhaust (believe it or not)
- New feature acquisition
 - Real time call control
 - Web self provision
- OPEX/CAPEX reduction
- Greenfield overbuild/CLEC does not want to invest in old TDM technology



Softswitch Feature Requirements

- Fault tolerance/uptime
- Robust Class 5
 - Top 100 services (CW, CF, CNAM, etc)
 - Plus real-time call control and web provisioning
 - Feature server support
- Any network feature transparency
 - Packet customer must not be at a deficit
- True SS7 inter-working (RBOC acceptance)
- CALEA/ E911/ LNP
- Interop..Interop..Interop
 - PRI, GR-303, VoIP, etc
- Effective support for migration
 - Point code & LNP proxy, tandem switching



RFQ Realities vs. Myths

- Roadmaps mean nothing...well almost nothing
 - Always have and always will
 - Good for product general direction, but never bank on it
 - Take in light of historical track record of delivery
- Focus on the bird in the hand, not the price point
 - Better to deploy something rather than vaporware
 - Cost of backing out once deployed is (almost) prohibitive
- Too much focus on legacy
 - Narrow sighted
 - Older Engineering firms
 - Cover all the “next gen” gotchas (e.g. compressed call capacity, proven call-setups-per-second, security, ...)
- Interop needs to be stressed
 - This will kill rollout faster than anything else
- Open standards are Critical
 - How does the manufacturer adhere – and keep up?



Softswitch deployment

- Complete paradigm shift from old 180-250 day projects
- Plan on 20-45 days till installation
 - Built, tested, shipped
- Average thirty day onsite network testing (single LATA, more for larger calling scope)
- Complete cut in usually under 60 days
- Ensure manufacturer gets you started with a complete test plan
- 1-2 weeks training (vs months)



Manufacturer Evaluation Criteria desires...

- Separate the paper from the product
 - Evaluate before you buy if you have to...
 - Trials, customer visits, testimonials, all time well spent
- Company Stability and Support
 - New market space
 - Technology always carries a risk, minimize it
 - Can't overestimate the value of personal, highly competent engineering support through the migration process
- Understand the value vs. the price
- Technology/strategy implications of true next-gen platform vs. "VoIP gateway" (blade or box) on old TDM switch
- Open standards/interop
 - This will pay huge dividends down the road
 - Network flexibility and vendor diversity (minimizes risks)



Technical issues that arise... always do

- The under-estimated special access/circuit
- The missed killer feature
- Signaling issues
 - SS7 provider
 - Neighboring exchange
 - PSAP/choke sequence (MF)
- Specific access/trunk vendor interop
- Assumed capability from legacy switch
- Support, support, support...



Conclusion

- The technology is real
- Cross reference the paper to reality
- Carefully evaluate the options and total cost / benefit
- Insist on interop
- Insist on open standards
- Enjoy the movement to packet!!! You ain't goin to stop it!





Thank You!

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