

WINTERGREEN RESEARCH, INC.

**Service Provider Voice Over The Internet (VoIP) Packet
Telephony Rack Based Ports And Servers Market
Opportunities, Forecasts, And Shares, 2002-2007**

VoIP Market Assessment



Picture by Susie Eustis

COMMUNICATING ABOVE THE HORIZON

**WinterGreen Research, Inc.
Lexington, Massachusetts**

www.wintergreenresearch.com

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Service Provider Voice Over The Internet
(VoIP) Packet Telephony Rack Based
Ports And Servers Market Opportunities,
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OPPORTUNITY ABOUNDS

WinterGreen Research, Inc.

Lexington, Massachusetts

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As technical barriers are overcome market forces are bringing voice over Internet protocol (VoIP) market acceptance. Momentum is accelerating as a result of improvements in DSP technology and VoIP operating system software.

Complete solutions optimize power, area, channel density, and high quality VoIP software. Features support reliable, clear voice transmission. Affordable solutions are built on density. Rack mounted ports are targeted to service providers. Routers need to operate efficiently to be useful to service providers.

Scalability has improved, price points have dropped, and a full range of high quality voice features are available for a wide range of circumstances, from the low channel requirements of customer premise equipment to the high density, carrier class requirements of service providers.

VoIP service provider VoIP gateway markets are expected to have strong growth throughout the forecast period. Voice over the Internet promises to make global communications a reality.

Companies Profiled

IP PBXs
3Com
@boyd:Hotsip
Alcatel
Altigen
Artisoft
Avaya
Cisco Systems
Clarent Corporation
Ericsson
ETSI Tiphon
Fujitsu
Intel
IpVerse
Internet & Telecoms Convergence Consortium
Internet Engineering Task Force
ITU
LXE
MediaSoft
Metricom
Mitel
NEC
Netrix Corporation
Nortel
Nuera
Oki Network Technologies
Performance Technologies
Radcom
RAD Data Communications Ltd
Siemens
Sonus Networks
Sun Microsystems
Telcordia Technologies

Texas Instruments
VocalTec

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2002-2007**

REPORT METHODOLOGY

THIS IS THE HUNDRED AND THIRTIETH REPORT IN A SERIES OF MARKET RESEARCH REPORTS THAT PROVIDE FORECASTS IN COMMUNICATIONS, TELECOMMUNICATIONS, THE INTERNET, COMPUTER, SOFTWARE, AND TELEPHONE EQUIPMENT. THE PROJECT LEADERS TAKE DIRECT RESPONSIBILITY FOR WRITING AND PREPARING EACH REPORT. THEY HAVE SIGNIFICANT EXPERIENCE PREPARING INDUSTRY STUDIES. FORECASTS ARE BASED ON PRIMARY RESEARCH AND PROPRIETARY DATA BASES. FORECASTS REFLECT ANALYSIS OF THE MARKET TRENDS IN THE SEGMENT AND RELATED SEGMENTS. UNIT AND DOLLAR SHIPMENTS ARE ANALYZED THROUGH CONSIDERATION OF DOLLAR VOLUME OF EACH MARKET PARTICIPATION IN THE SEGMENT. INSTALLED BASE ANALYSIS AND UNIT ANALYSIS IS BASED ON INTERVIEWS AND AN INFORMATION SEARCH. MARKET SHARE ANALYSIS INCLUDES CONVERSATIONS WITH KEY CUSTOMERS OF PRODUCTS, INDUSTRY SEGMENT LEADERS, MARKETING DIRECTORS, DISTRIBUTORS, LEADING MARKET PARTICIPANTS, OPINION LEADERS, AND COMPANIES SEEKING TO DEVELOP MEASURABLE MARKET SHARE. OVER 200 IN DEPTH INTERVIEWS ARE CONDUCTED FOR EACH REPORT WITH A BROAD RANGE OF KEY PARTICIPANTS AND INDUSTRY LEADERS IN THE MARKET SEGMENT.

YOU MUST HAVE THIS STUDY

**Service Provider Voice Over The Internet (VoIP) Packet
Telephony Rack Based Ports And Servers Market
Opportunities, Forecasts, And Shares, 2002-2007**

Table of Contents

VoIP EXECUTIVE SUMMARY

Voice Over The Internet (VoIP) Ports Executive Summary	ES-1
Market Driving Forces	ES-1
VoIP Service Provider VoIP Gateway Markets	ES-2

1. VOICE OVER THE INTERNET (VOIP) AND PACKET TELEPHONY MARKET DESCRIPTION.....

1.1	Priority For Voice Packets	1-1
1.2	Packet/Cell Voice Systems	1-2
1.3	Voice-Enabling The Data Network	1-3
1.4	Transition From Circuit Switch Network To IP Architecture	1-4
1.5	IP Network Delay And Congestion	1-6
1.6	Change In Telecommunication Network Architecture	1-6
1.7	Foundations For Telecommunications Network Change.....	1-8
1.8	Converged Network Revolution	1-10
1.9	IP Telephony For Long Distance.....	1-11
1.10	IP Telephony For Enterprise Networks.....	1-11
1.10.1	E-Commerce And Web Marketing	1-11
1.10.2	Small Or Medium Sized Companies	1-12
1.11	Consumer Internet Channels	1-13
1.12	Conditions Underlying VoIP Growth	1-14
1.13	Broadband Voice Networks	1-14
1.14	Carrier VPNs And Carrier Intranet VoIP Solutions.....	1-17
1.15	Benefits Of VoIP	1-18
1.16	Service Opportunities	1-19
1.16.1	Unified Network Access Services	1-20
1.17	Pace Of Technical Change.....	1-20
1.18	Key VoIP Market Differentiators	1-21
1.18.1	Key Issues Affecting VoIP Integration.....	1-23
1.18.2	Aspects Of Technical Change.....	1-24
1.18.3	Impact Of IP Telephony On Carrier Competition	1-25
1.19	Interworking Frame Relay, IP, And ATM.....	1-26
1.19.1	Voice Over ATM	1-27
1.19.2	Voice Over IP.....	1-30
1.19.3	Voice Over Frame Relay (VoFR).....	1-34

2. VOICE OVER THE INTERNET (VOIP) AND PACKET TELEPHONY MARKET SHARES AND MARKET FORECASTS.....

2.1	Market Driving Forces	2-1
2.2	Broadband Innovations	2-4
2.3	Broadband VoIP Benefits To Businesses	2-6
2.4	Internet As A Channel For Business Exchange.....	2-8
2.5	VoIP Service Provider VoIP Gateway Markets	2-9
2.5.1	VoIP Service Provider Gateway Summary Market Forecasts	2-10
2.6	VoIP High Density Rack Mounted Gateway Service Provider Markets	2-15
2.6.1	VoIP High Density Rack Mounted Gateway Service Provider Market Shares	2-16
2.6.2	VoIP High Density Rack Mounted Gateway Service Provider Market Forecasts	2-20
2.7	Server Based VoIP Port Markets	2-22
2.7.1	Server Based VoIP Port Market Shares	2-23
2.7.2	Server Based VoIP Port Market Forecasts	2-26
2.8	Service Provider Universal Gateways	2-28

2.8.1	VoIP High Density Universal Gateway Service Provider Market Shares	2-29
2.8.2	Universal Port Market Forecasts	2-33
2.9	VoIP Integrated Architecture Advantages	2-35
2.10	Categories Of Voice-Over-IP Products	2-36
2.11	VoIP Components	2-37
2.11.1	DSPs	2-38
2.11.2	VOIP Semiconductor Products	2-38
2.12	Converged Network Architecture	2-40
2.13	Regional Analysis Service Provider VoIP	2-40
2.13.1	Western Europe	2-43
2.13.2	Regional Analysis: VoIP Vendors In Asia	2-44
2.14	VoIP Service Provider Gateway Summary Market Shares	2-45

3. VOICE OVER INTERNET (VOIP) PRODUCT DESCRIPTIONS.....

3.1	VoIP	3-1
3.1.1	Cisco Systems VoIP Hardware Products	3-1
3.1.2	RAS State Machine	3-2
3.1.3	Authentication, Authorization, And Accounting	3-2
3.1.4	Standard Radius Attributes	3-4
3.1.5	Radius Accounting with Overloaded Session ID	3-5
3.1.6	Clarent Solutions	3-7
3.2	VoIP Software	3-8
3.2.1	Cisco Systems Service Provider Products	3-9
3.2.2	Cisco Portfolio of VoIP Software Products	3-9
3.2.3	Cisco IOS Software	3-11
3.2.4	Cisco Adaptive Network Processing Software	3-11
3.3	Next Generation Internet Routing	3-12
3.3.1	Cisco Portfolio Of VoIP Infrastructure Products	3-17
3.4	Gatekeepers	3-18
3.4.1	Domain Name Served By Gatekeepers	3-20
3.4.2	Gatekeeper Configuration	3-20
3.4.3	Gatekeeper Remote Zones	3-21
3.4.4	VocalTec Gatekeeper	3-21
3.4.5	Clarent Gateways	3-23
3.5	VoIP Network Elements	3-24
3.6	Gateways	3-25
3.6.1	Cisco Gateway Features	3-26
3.6.2	RAS	3-27
3.6.3	Gateway Registration With A Gatekeeper	3-28
3.6.4	Cisco Analog Phone Gateway	3-28
3.6.5	Nortel Passport Packet Voice Gateway	3-30
3.6.6	Marconi / Telica VoATM/VoIP Solution	3-32
3.6.7	Ericsson	3-32
3.6.8	Nortel Passport Packet Voice Gateway	3-33
3.6.9	Cisco SS7 PRI Gateway Solution	3-35
3.6.10	Cisco VoATM Integrated Access Solution	3-35
3.6.11	Cisco AS5300/ AS5800/Voice Gateway	3-36
3.6.12	3Com: Total Control Telephony Gateway	3-40
3.6.13	Lucent: MAX 6000 MultiVoice Gateway, MAX TNT	3-43
3.6.14	Clarent Gateway	3-46
3.6.15	Clarent Integrated Hardware And Software Gateways	3-47
3.6.16	Clarent Gateway Functionality	3-48
3.6.17	Nuera Voice Gateways	3-50

3.6.18	Nuera's ORCA GX VoIP Gateways	3-51
3.6.19	Nuera Access Plus F-Series	3-53
3.6.20	VocalTec Voice Gateways	3-54
3.6.21	VocalTec Carrier-Class Embedded Gateways	3-56
3.6.22	VocalTec Signaling Gateway (VSG)	3-58
3.6.23	Cisco AS5350 ISP Universal Gateway	3-62
3.6.24	Lucent/Ascend: Max 3000 and Max 4000	3-66
3.7	Co-Location Gateways	3-66
3.7.1	Cisco AS5350 Co-Location Gateways	3-67
3.7.2	Lucent: Max.....	3-68
3.7.3	Clarent Gateway	3-68
3.8	Internet Service Provider Universal Gateway	3-68
3.8.1	Cisco AS5850 Internet Service Provider Universal Gateway	3-68
3.8.2	3Com: TCH HiPer.....	3-70
3.8.3	Nortel: Aptis CVX 1800.....	3-70
3.8.4	Alcatel: 1600 / 7410 Access Server	3-70
3.8.5	Cisco AS5800 Access Server/Voice Gateway	3-71
3.9	Universal Gateway Manager.....	3-71
3.9.1	Cisco Universal Gateway Manager.....	3-72
3.10	VoIP Routers	3-72
3.10.1	Cisco SC2200 SS7 Signaling Controller.....	3-72
3.10.2	Cisco 2600/3600 Series Routers	3-73
3.10.3	Cisco uBR7100 Series Cable Operator Universal Broadband Router	3-74
3.10.4	Terayon: BE2800, BE2K00.....	3-76
3.11	MSO Headends	3-77
3.11.1	Cisco uBR10012 MSO Headend.....	3-78
3.11.2	ADC/BAS Cuda 12000.....	3-80
3.11.3	Motorola: CAS 2000 / RiverDelta: BSR 64000	3-81
3.11.4	Terayon/RiverStone RS 8x00	3-83
3.11.5	Cisco uBR900 Series Cable Access Routers	3-83
3.11.6	Terayon CherryPicker.....	3-85
3.11.7	Harmonic Transrater.....	3-85
3.11.8	Scientific Atlanta: PowerVu Plus™ BitMizer.....	3-85
3.11.9	Big Band Networks: Broadband Media Router.....	3-86
3.12	Voice Service—VISM.....	3-86
3.12.1	Cisco Voice Interworking Service Module	3-87
3.12.2	High Density Packet Voice Solutions.....	3-88
3.13	Integrated Voice/Data Access In Packet Networks	3-90
3.14	Universal Ports	3-93
3.14.1	Lucent Technologies Universal Port Technology	3-93
3.15	Trunk Access Gateway	3-93
3.15.1	Lucent 7R/E™ Packet Solution Trunk Access Gateway	3-94
3.16	Radcom Products	3-94
3.16.1	Radcom Jitter Buffer Calculations	3-96
3.16.2	Clarent Command Center.....	3-97
3.16.3	Clarent Call Manager.....	3-101
3.17	Multipoint Control Unit (MCU)	3-101
4. VOICE OVER THE INTERNET (VOIP) TECHNOLOGY		
4.1	Carrier Class VoIP Features	4-1
4.2	Voice Packet System Technology	4-3
4.3	Optical IP Networking Architectures	4-4

4.3.1	Optical MSPPs	4-4
4.3.2	Benefits Of MSPP Solutions	4-5
4.3.3	Issues Of MSPP Solutions	4-6
4.3.4	Multiplatform IP And Optical Interworking.....	4-6
4.3.5	Benefits Of Multiplatform Solutions.....	4-7
4.4	ATM Prioritization	4-8
4.5	Unified IP/Optical Networks	4-9
4.6	Solution Density Technical Barriers.....	4-12
4.7	Interoperability Of Systems	4-15
4.7.1	Prioritization.....	4-15
4.7.2	Fragmentation	4-16
4.7.3	Variable Delay	4-16
4.7.4	Interoperability Standards For IP, ATM, And Frame Relay Voice Transmission	4-17
4.7.5	Interworking	4-18
4.8	Performance Issues In VoIP Networks.....	4-20
4.8.1	Factors Affecting Voice Quality.....	4-20
4.8.2	Latency	4-21
4.8.3	Measuring latency.....	4-23
4.8.4	Silence Suppression.....	4-23
4.8.5	Full Duplex Silence Suppression.....	4-24
4.8.6	Packet Loss.....	4-24
4.8.7	Jitter	4-25
4.8.8	Measuring Jitter.....	4-26
4.8.9	Jitter Buffer Settings.....	4-26
4.8.10	Packet Prioritization	4-27
4.8.11	Overhead In VoIP Communications.....	4-27
4.8.12	Voice Compression.....	4-29
4.8.13	Echo Cancellation.....	4-30
4.8.14	Signaling Over IP.....	4-30
4.8.15	SS7 Signaling Transport Over IP.....	4-31
4.8.16	Signaling Software Architecture	4-32
4.9	Voice Over IP Protocols	4-32
4.9.1	SIP	4-32
4.9.2	SIP Architecture.....	4-33
4.9.3	H.323 Architecture.....	4-39
4.10	CableLabs PacketCable Qualification.....	4-40
4.11	Voice Over IP Quality Of Service For Low-Speed PPP Links	4-41
4.12	Interzone Communication	4-42
4.13	VoIP Terms And Vocabulary.....	4-43
4.14	Codecs	4-46
4.15	Audio Codecs	4-47
4.15.1	H.323 Protocol Stack.....	4-49
4.16	Integration Of VoIP Software And Programmable Digital Signal Processors (DSPs).....	4-49
4.17	Fax-Enabling The Data Network	4-51

5. PBX COMPANY PROFILES

5.1	IP PBXs	5-1
5.2	3Com	5-4
5.3	@boyd:Hotsip	5-4
5.4	Alcatel	5-5
5.4.1	PBX Systems	5-6
5.4.2	Alcatel Integration.....	5-7
5.5	Altigen	5-7

5.5.1	AltiServ Revenue.....	5-9
5.6	Artisoft	5-9
5.7	Avaya	5-10
5.7.1	Avaya Strategy	5-11
5.7.2	Avaya Revenue	5-13
5.8	Cisco Systems	5-14
5.8.1	Cisco Net Sales Revenue.....	5-15
5.8.2	Cisco Systems / Vida Networks.....	5-15
5.9	Clarent Corporation.....	5-16
5.9.1	Clarent Revenue.....	5-17
5.9.2	Clarent Customers	5-18
5.9.3	Clarent Strategy	5-21
5.10	Ericsson	5-22
5.10.1	Mobile Internet GPRS	5-23
5.10.2	Ericsson Customers	5-23
5.10.3	Internet Applications	5-24
5.11	ETSI Tiphon.....	5-25
5.12	Fujitsu	5-25
5.12.1	Fujitsu Limited.....	5-26
5.12.2	Fujitsu Network Communications	5-26
5.12.3	Fujitsu Network Communications	5-28
5.13	Intel	5-29
5.13.1	Intel Revenue	5-30
5.13.2	Intel Acquisitions	5-31
5.14	ipVerse	5-32
5.15	Internet & Telecoms Convergence Consortium.....	5-33
5.16	Internet Engineering Task Force.....	5-33
5.17	ITU	5-33
5.18	LXE	5-34
5.19	MediaSoft.....	5-34
5.20	Metricom.....	5-35
5.21	Mitel	5-37
5.22	NEC	5-39
5.23	Netrix Corporation	5-40
5.23.1	Products	5-42
5.24	Nortel	5-43
5.24.1	Strategies	5-43
5.24.2	Lines Of Business.....	5-43
5.24.3	Enterprise Solutions	5-44
5.24.4	Nortel Networks Realignment Plan	5-45
5.24.5	Nortel Reorganization	5-46
5.24.6	Optical Internet With Nortel Networks Optical Networks Solutions.....	5-46
5.24.7	Nortel Networks Customers	5-47
5.24.8	Nortel Networks Open Optical Dense-Wavelength Division Multiplexing (DWDM) System.	5-49
5.24.9	IP-Ready Open Optical Interfaces	5-50
5.24.10	Nortel Networks Optical Packet Network Solution.....	5-51
5.24.11	IP Data Services	5-52
5.24.12	Sonet/SDH.....	5-53
5.24.13	Optical IP Network Backbones	5-53

5.24.14	Acquisitions	5-54
5.24.15	Focus On Solutions.....	5-54
5.25	Nuera	5-55
5.25.1	Nuera Communications Customers	5-55
5.26	Oki Network Technologies	5-56
5.27	Performance Technologies	5-56
5.28	Radcom	5-57
5.29	RAD Data Communications Ltd.....	5-57
5.30	Siemens	5-57
5.30.1	Siemens Information And Communication Networks	5-58
5.30.2	Siemens Corporate.....	5-58
5.30.3	Siemens Strategic Partnership With Quintus Corporation.....	5-59
5.30.4	HiPath ProCenter Strategy	5-60
5.30.5	HiPath Enterprise Convergence Architecture	5-60
5.30.6	Siemens Information And Communication Networks	5-61
5.30.7	Siemens U.S.	5-61
5.31	Sonus Networks	5-62
5.31.1	Sonus Audiology-Based Retailer Of Hearing Instruments	5-63
5.32	Sun Microsystems	5-64
5.33	Telcordia Technologies.....	5-64
5.34	Texas Instruments	5-65
5.35	VocalTec	5-65

List of Tables and Figures

Table ES-1	ES-2
VoIP Market Driving Forces	
Figure ES-2	ES-4
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, Dollars, 2002-2007	
Table ES-3	ES-5
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, Dollars, 2002-2007	
Table 1-1	1-2
Packet/Cell Technologies Used For Voice	
Table 1-2	1-4
Factors Impacting Voice Quality	
Table 1-3	1-9
Shift From Separate Voice And Data Core Transmission Systems	
Table 1-4	1-13
Internet As A Significant Communication Channel	
Table 1-5	1-16
Gateway Implementation of Broadband IP Telephony Network	
Table 1-6	1-16
Signaling Gateway Use In IP Telephony Networks	
Table 1-7	1-17
Media Gateway Implementation in IP Telephony Network	
Table 1-8	1-19
Market Opportunities For VOIP Services	
Table 1-9	1-22
Carrier Competitive Issues	

Table 1-10	1-23
IP Integration Key Issues	
Table 1-11	1-25
Aspects Of Technical Change	
Table 1-12	1-29
Cooperative Networking Issues	
Table 1-13	1-31
IP Network Voice Quality Control and Bandwidth-Saving Methods	
Table 1-14	1-33
Benefits Of VoIP	
Table 2-1	2-2
VoIP Market Driving Forces	
Table 2-2	2-3
VoIP Feature Set	
Table 2-3	2-5
Broadband Innovations	
Table 2-4	2-6
Broadband VoIP Benefits To Businesses	
Table 2-5	2-7
Broadband VoIP Applications	
Figure 2-6	2-10
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, Dollars, 2001-2007	
Table 2-7	2-11
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, Dollars, 2001-2007	
Figure 2-8	2-12
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, ports, 2001-2007	
Table 2-9	2-13
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, Ports, 2001-2007	
Figure 2-10	2-14
Worldwide Voice Over IP Service Provider Voice Gateway Dollars Per Port	
Table 2-11	2-15
Worldwide Voice Over IP Service Provider Voice Gateway Shipments, Dollars Per Port, 2001-2007	
Figure 2-12	2-16
Worldwide Rack Based Voice Over IP Service Provider Voice Gateway High Density Voice Port Market Shares, Dollars, 2001	
Table 2-13	2-17
Worldwide Rack Based Voice Over IP Service Provider Voice Gateway High Density Voice Port Market Shares, Dollars, 2001	
Figure 2-14	2-18
Worldwide Rack Based Voice Over IP Service Provider Voice Gateway High Density Voice Market Shares, Ports, 2001	
Table 2-15	2-19
Worldwide Rack Based Voice Over IP Service Provider Voice Gateway High Density Voice Unit Market Shares, 2001	
Figure 2-16	2-21
Worldwide Voice Over IP Rack Based Voice Gateway Shipments, Dollars, 2001-2007	
Figure 2-17	2-22
Worldwide Voice Over IP Service Provider Rack Based Voice Gateway Shipments, Ports, 2002-2007	
Figure 2-18	2-23
Worldwide Service Based Voice Over IP Service Provider Gateway Low Density Voice Port Market Shares, Dollars, 2001	

Table 2-19	2-24
Worldwide Service Based Voice Over IP Service Provider Gateway Low Density Server Voice Port Market Shares, Dollars, 2001	
Figure 2-20	2-25
Worldwide Service Based Voice Over IP Service Provider Gateway Low Density Voice Market Shares, Ports, 2001	
Table 2-21	2-26
Worldwide Service Based Voice Over IP Service Provider Gateway Low Density Voice Market Shares, Ports, 2001	
Figure 2-22	2-27
Worldwide Voice Over IP Service Provider Server Based Voice Gateway Shipments, Dollars, 2002-2007	
Figure 2-23	2-28
Worldwide Voice Over IP Service Provider Server Based Voice Gateway Shipments, Ports, 2002-2007	
Figure 2-24	2-29
Worldwide Rack Based Voice Over IP Service Provider Gateway Universal Voice/Data Port Market Shares, Dollars, 2001	
Table 2-25	2-30
Worldwide Rack Based Voice Over IP Service Provider Gateway Universal Voice/Data Port Market Shares, Dollars, 2001	
Figure 2-26	2-31
Worldwide Rack Based Voice Over IP Service Provider Gateway Universal Voice/Data Port Market Shares, Ports, 2001	
Table 2-27	2-32
Worldwide Rack Based Voice Over IP Service Provider Gateway Universal Voice/Data Port Market Shares, Ports, 2001	
Figure 2-28	2-33
Worldwide Voice Over IP Service Provider Gateway Universal Based Voice/Data Gateway Shipments, Dollars, 2002-2007	
Figure 2-29	2-34
Worldwide Voice Over IP Service Provider Universal Voice/Data Gateway Shipments, Dollars, 2002-2007	
Table 2-30	2-35
Cisco Real-Time IP Features	
Table 2-31	2-37
Categories Of Voice-Over-IP Products	
Table 3-1	3-1
Cisco Systems VoIP Hardware Products	
Table 3-2	3-4
Standard Radius Attributes	
Table 3-3	3-5
Nonstandard Radius Attributes In Acct-Session-ID	
Table 3-4	3-6
Format For VoIP ID Field	
Table 3-5	3-7
Clarent System Architecture Elements	
Table 3-6	3-8
Command Center Features	
Table 3-7	3-9
Cisco Portfolio Of VoIP Software Products	
Table 3-8	3-14
Cisco IP Levels Of Service	
Table 3-9	3-15

Carrier VoIP Application Requirements	
Table 3-10	3-17
Cisco Portfolio Of VoIP Products	
Table 3-11	3-22
VocalTec Flexible, Rule-Based Call Management	
Table 3-12	3-24
VoIP Network Elements	
Table 3-13	3-26
Cisco AS5300 Gateway Capability	
Table 3-14	3-29
Cisco VoIP Product Pricing	
Table 3-15	3-33
Nortel Passport Packet Voice Gateway Features and Benefits	
Table 3-16	3-37
Cisco AS5300 Voice Gateway Applications	
Table 3-17	3-37
Cisco AS5300/Voice Gateway Features	
Table 3-18	3-38
Cisco AS5800 Series Access Server/Voice Gateway	
Table 3-19	3-39
Cisco AS5300 / Voice Gateway Key Features	
Table 3-20	3-48
Clarent Gateway Functions	
Table 3-21	3-52
Nuera GX-Series Gateway Features	
Table 3-22	3-55
VocalTec VoIP Product Line	
Table 3-23	3-56
VocalTec VoIP Services Supported	
Table 3-24	3-58
VocalTec VGW 2000 Subscriber Services	
Table 3-25	3-59
VocalTec Signaling Gateway Features	
Table 3-26	3-60
VocalTec Solution	
Table 3-27	3-61
VocalTec Gateway Redundancy Mechanisms	
Table 3-28	3-62
Cisco AS5350 Features	
Table 3-29	3-64
Cisco AS5350 Functions	
Table 3-30	3-65
Cisco AS5350 Protocols Supported	
Table 3-31	3-69
Cisco AS5850 Features	
Table 3-32	3-75
Cisco uBR7100 Series Key Features	
Table 3-33	3-76
Cable Cisco uBR7246VXR Features	
Table 3-34	3-79
Cisco uBR10012 MSO Headend Key Features	
Table 3-35	3-87

Cisco Voice Interworking Service Module (VISM) Features	
Table 3-36	3-89
Point-To-Point Trunking System Advantages For VoIP	
Table 3-37	3-91
Core Functions of the VISM Card	
Table 3-38	3-96
Radcom Jitter Analytical Data	
Table 3-39	3-98
Clarent Command Center Functions	
Table 3-40	3-100
Types Of Data Stored In The Relational Database	
Table 4-1	4-2
Carrier Class VoIP Features	
Table 4-2	4-3
Optical IP Networking Solutions	
Table 4-3	4-5
Benefits Of MSPP Solutions	
Table 4-4	4-10
Benefits Of Unified IP/Optical Solutions	
Table 4-5	4-12
Concerns And Issues Surrounding Unified/IP Optical Solutions	
Table 4-6	4-14
Toll Quality Voice Over Packet Equipment VoIP Solutions Features	
Table 4-7	4-21
Components Of Latency	
Table 4-8	4-23
Typical Values For Optimizing Delay in a VoIP network	
Table 4-9	4-28
Overhead in VoIP Communications	
Table 4-10	4-30
Voice Compression Algorithm Benefits	
Table 4-11	4-34
ITU-T Signaling Standards and Recommendations	
Table 4-12	4-36
Gateway Control Protocols	
Table 4-13	4-37
Media Transport Protocols	
Table 4-14	4-37
Media Encoding Protocols	
Table 4-15	4-39
H.323 Architecture A Gateway Functions	
Table 4-16	4-41
CableLabs PacketCable Target Applications	
Table 4-17	4-42
VoIP With PPP Over Low Bandwidth Leased Line Configuration Function	
Table 4-18	4-48
Codec Compression Systems	
Table 5-1	5-1
Selected Vendors of IP PBXs	
Table 5-2	5-2

Selected Vendors of PBXs With IP Capability	
Table 5-3	5-5
Alcatel Enterprise PBX Positioning	
Table 5-4	5-7
Alcatel Data Network Infrastructure Voice Components	
Table 5-5	5-19
Clarent Customers	
Table 5-6	5-25
Ericsson Strategic Positioning For PBX Markets	
Table 5-7	5-47
Nortel Networks Acquisitions	
Table 5-8	5-47
Nortel Networks Customers	
Table 5-9	5-66
VocalTec Products	

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ABOUT THE PRINCIPAL AUTHORS

ELLEN T. CURTISS, TECHNICAL DIRECTOR, CO-FOUNDER OF WINTERGREEN RESEARCH, CONDUCTS STRATEGIC AND MARKET ASSESSMENTS IN TECHNOLOGY-BASED INDUSTRIES. PREVIOUSLY SHE WAS A MEMBER OF THE STAFF OF ARTHUR D. LITTLE, INC., FOR 23 YEARS, MOST RECENTLY AS VICE PRESIDENT OF ARTHUR D. LITTLE DECISION RESOURCES, SPECIALIZING IN STRATEGIC PLANNING AND MARKET DEVELOPMENT SERVICES. SHE IS A GRADUATE OF BOSTON UNIVERSITY AND THE PROGRAM FOR MANAGEMENT DEVELOPMENT AT HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION. SHE IS THE AUTHOR OF RECENT STUDIES ON WORLDWIDE TELECOMMUNICATIONS MARKETS, THE TOP TEN INTERNET EQUIPMENT COMPANIES, THE TOP TEN CONTRACT MANUFACTURING COMPANIES, AND THE TOP TEN TELECOMMUNICATIONS MARKET ANALYSIS AND FORECASTS.

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