
INTRAROM
www.intrarom.com

Next Generation Networks

NGN Drivers

Today telecommunication carriers are driven like never before by the financial markets. Due to the deregulation and privatization (mid 90s) practically all major carriers listed at stock exchanges. Terms such as share hold value, profitability, revenues,RoAssets, determine the business of today's carriers.

In addition the abolishment of the monopolistic mode in the telecom arena brought the Competition and forced carriers to find new ways for revenues

So carriers had to:

1. cut costs (OPEX & CAPEX)
2. offer new Services (Internet, data,..) in order to increase revenues

TDM vs NGN

TDM could not meet the drivers since

– Developed with proprietary hardware and software

– Designed for Telephony only, could not support new service-demand

Something that NGN promises since

– NGN uses latest standard technologies, open APIs-equipment from various vendors can work together, with low cost equipment with wide market availability

– Reduction of the number of network elements, easy to maintain and upgrade

– SoftSwitches designed to support many services (Telephony, Interne Video) and to support all local loops (Analog, ISDN, DSL, Fixed Wireless, etc)

NGN: What is that ?

NGN is a marketing buzzword to make operators throw away their old equipment and let the industry sell them new gadgets

Only nasty people can say that

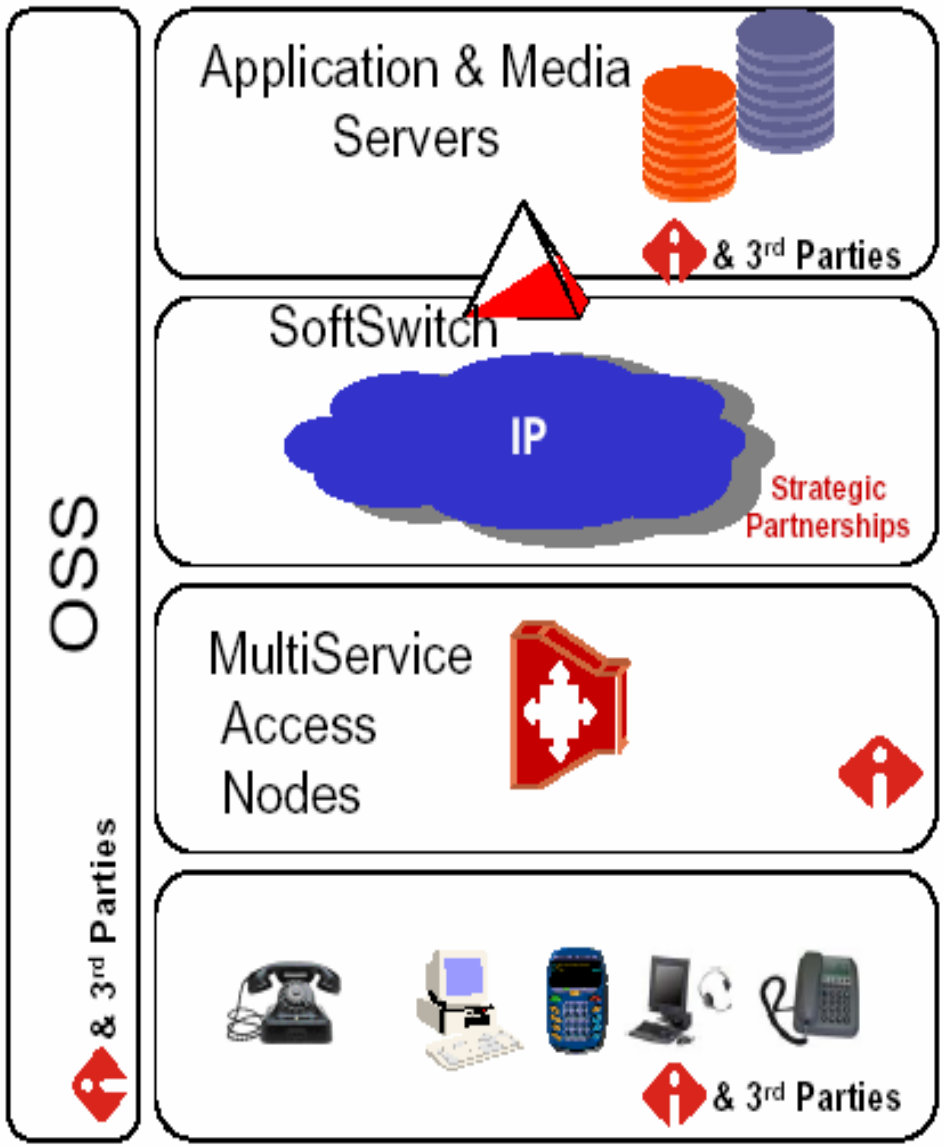
Softswitch? It's a software platform, which provides the functions of a traditional telecommunication switch in a modular, distributed fashion. It offers the call control functions across disparate transport networks such as TDM, ATM, IP, while the Application Servers provide enhanced & innovative services to users leading to

Multi-Service, Multi Media capable

Broadband networks

Seems now to be wide spread industry consensus.

NGN Layers

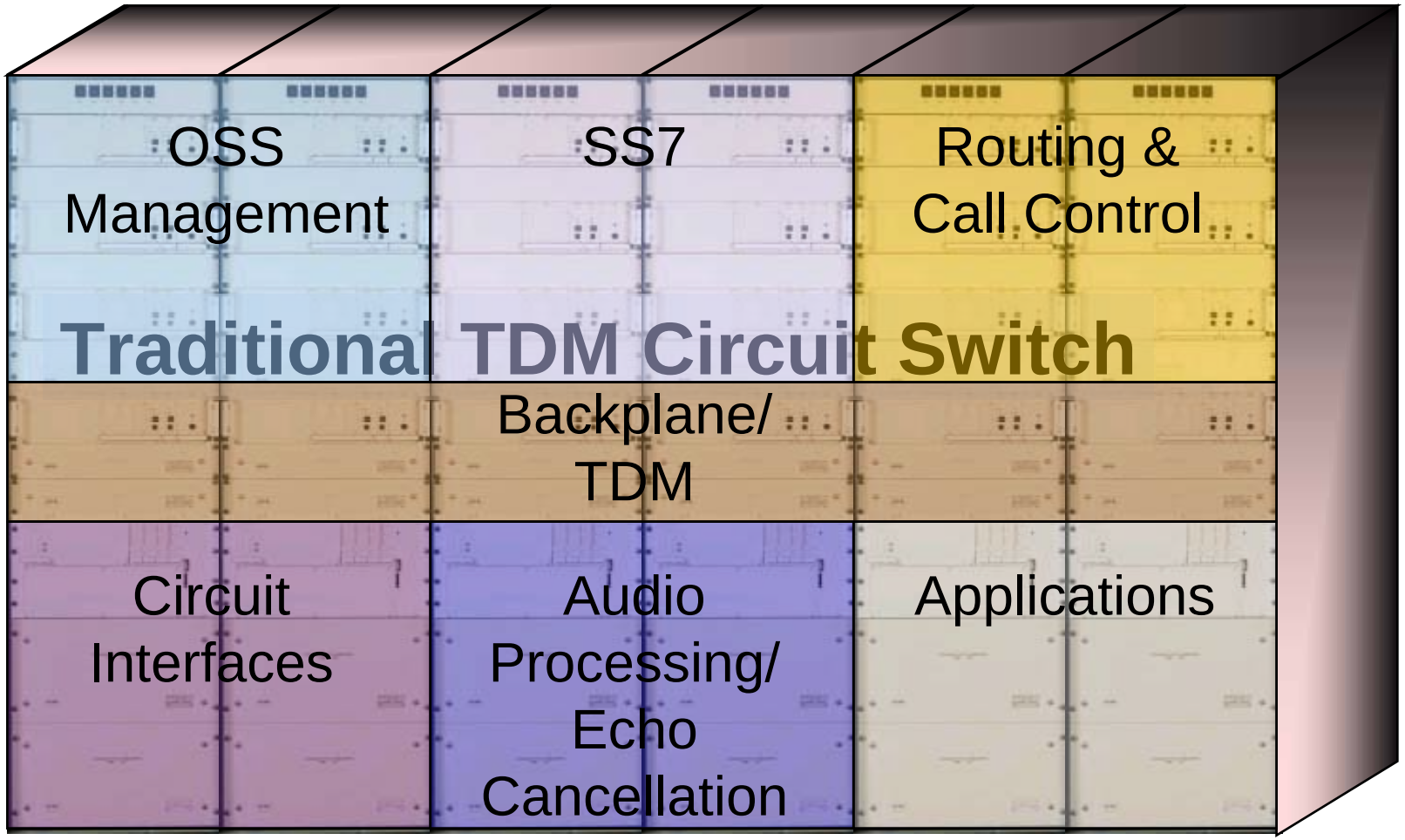


Intrarom :

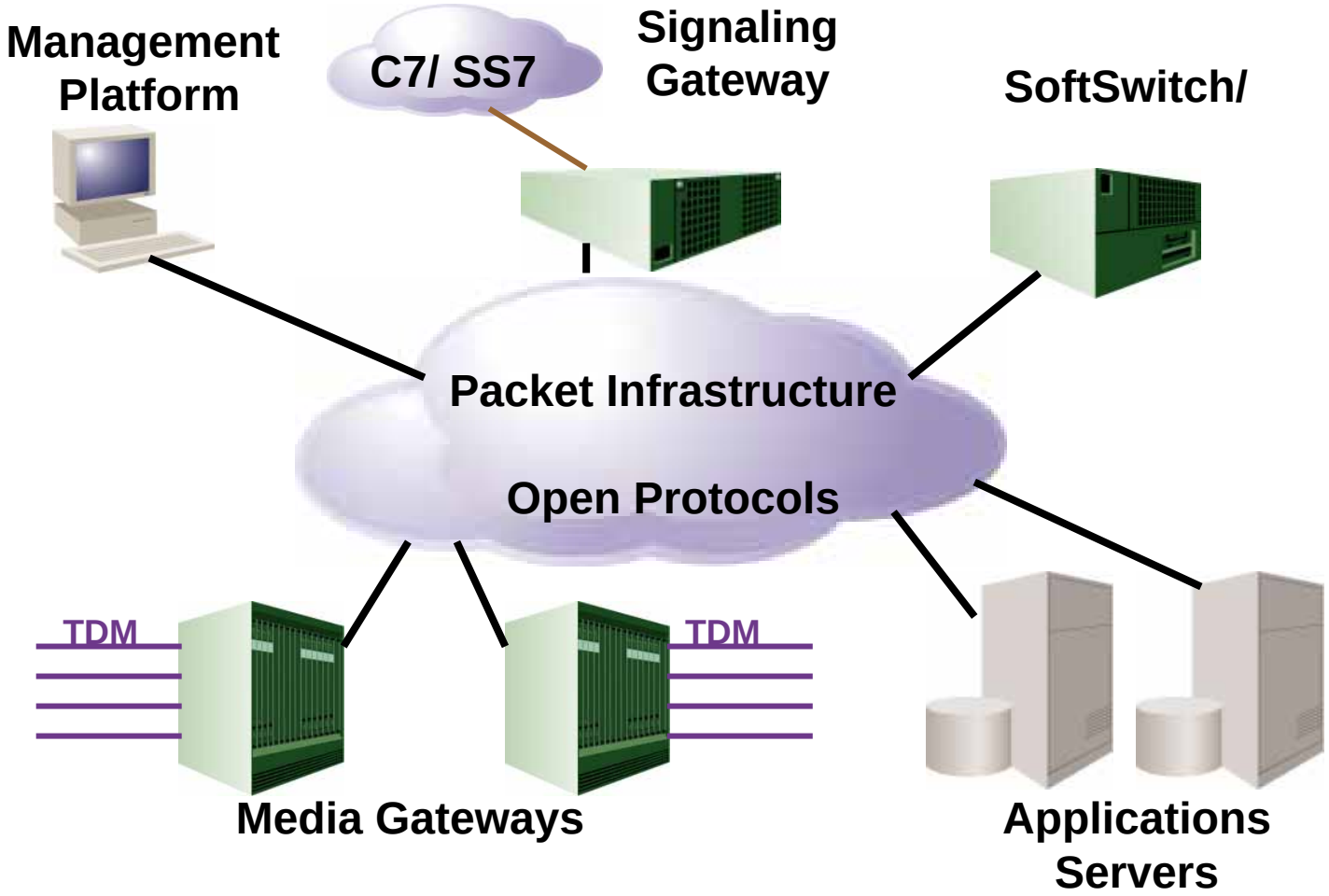
- Designs
- Offers
- Supports

the full
NGN solution

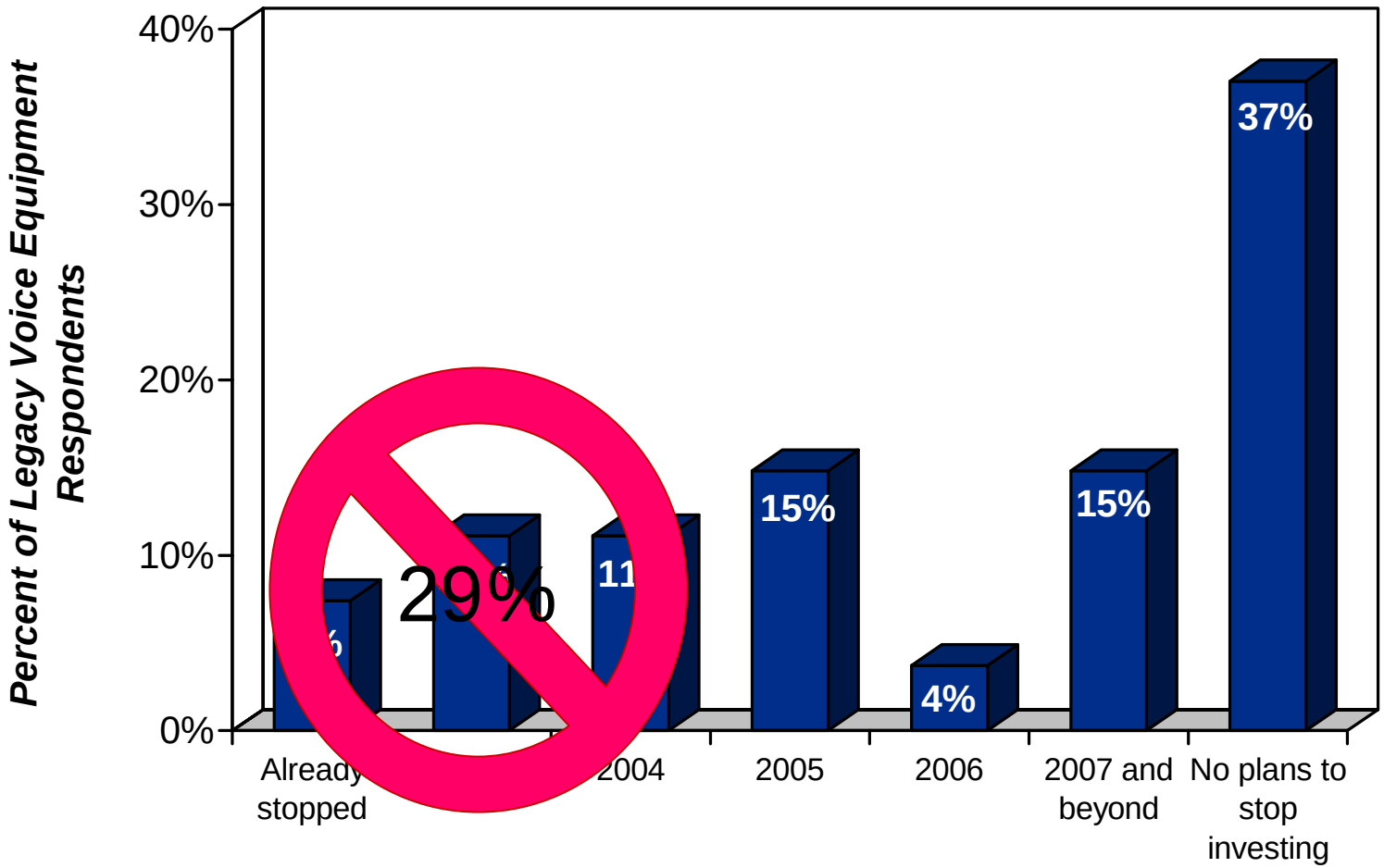
What are the Modern Telephony Switching Functions



A Solution for the New Public Network

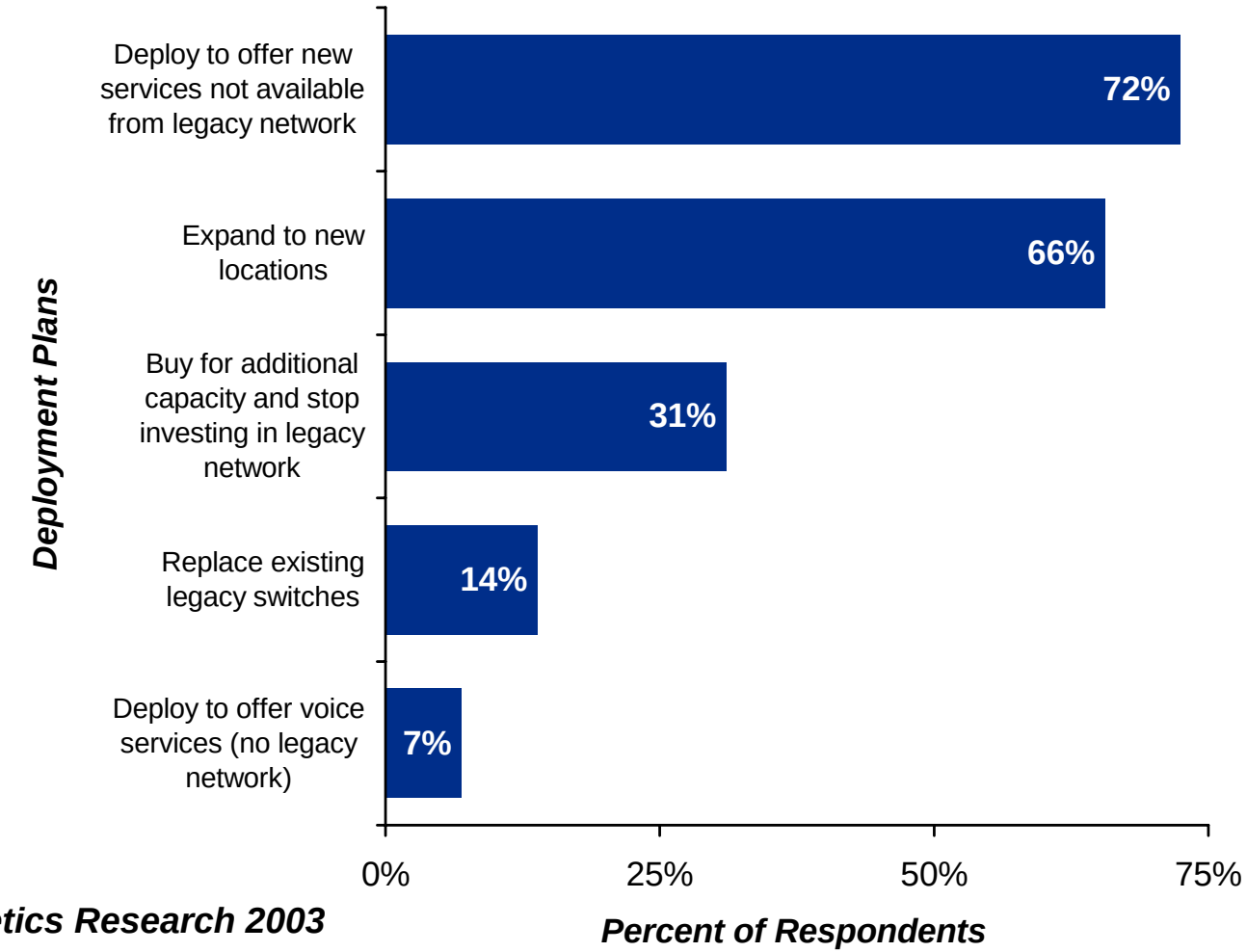


Investing in Legacy Voice Equipment …



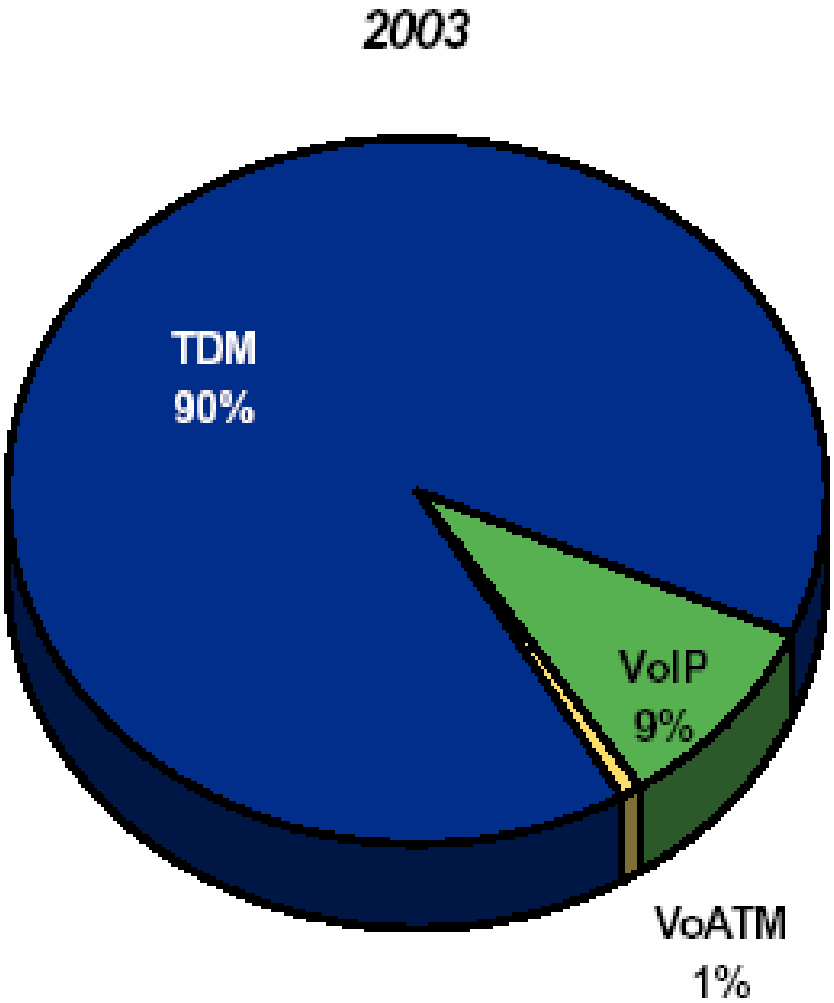
Source: Infonetics Research 2003

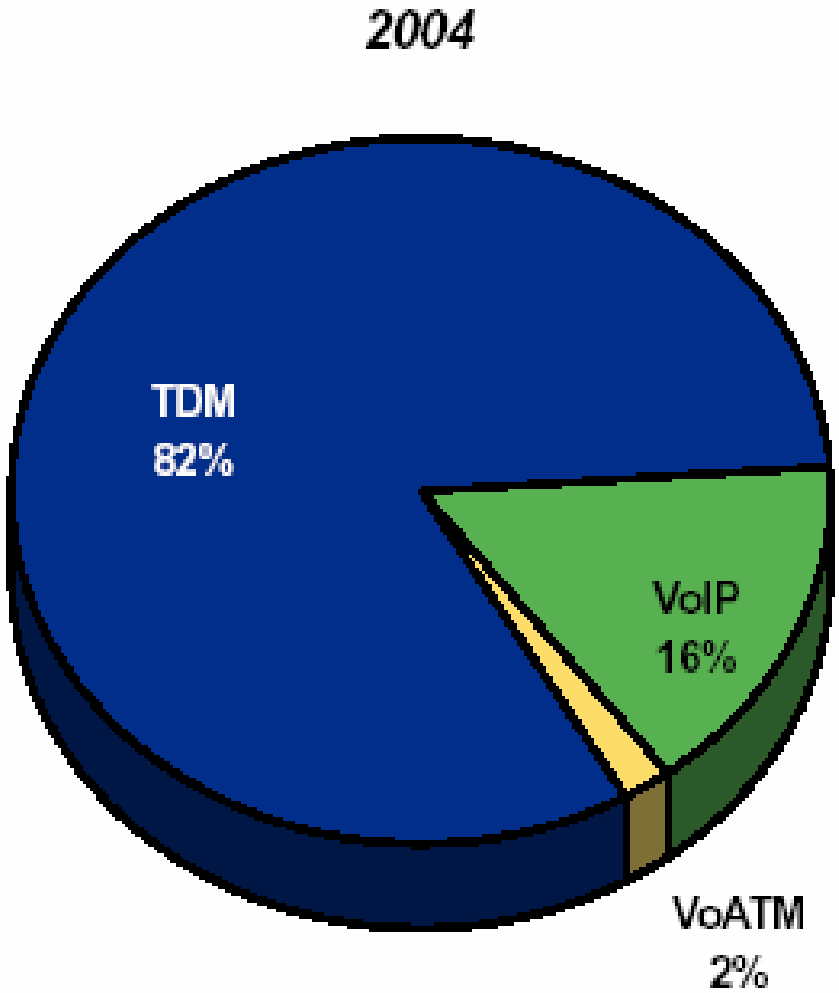
Next Gen Voice Deployment Plans



Source: Infonetics Research 2003

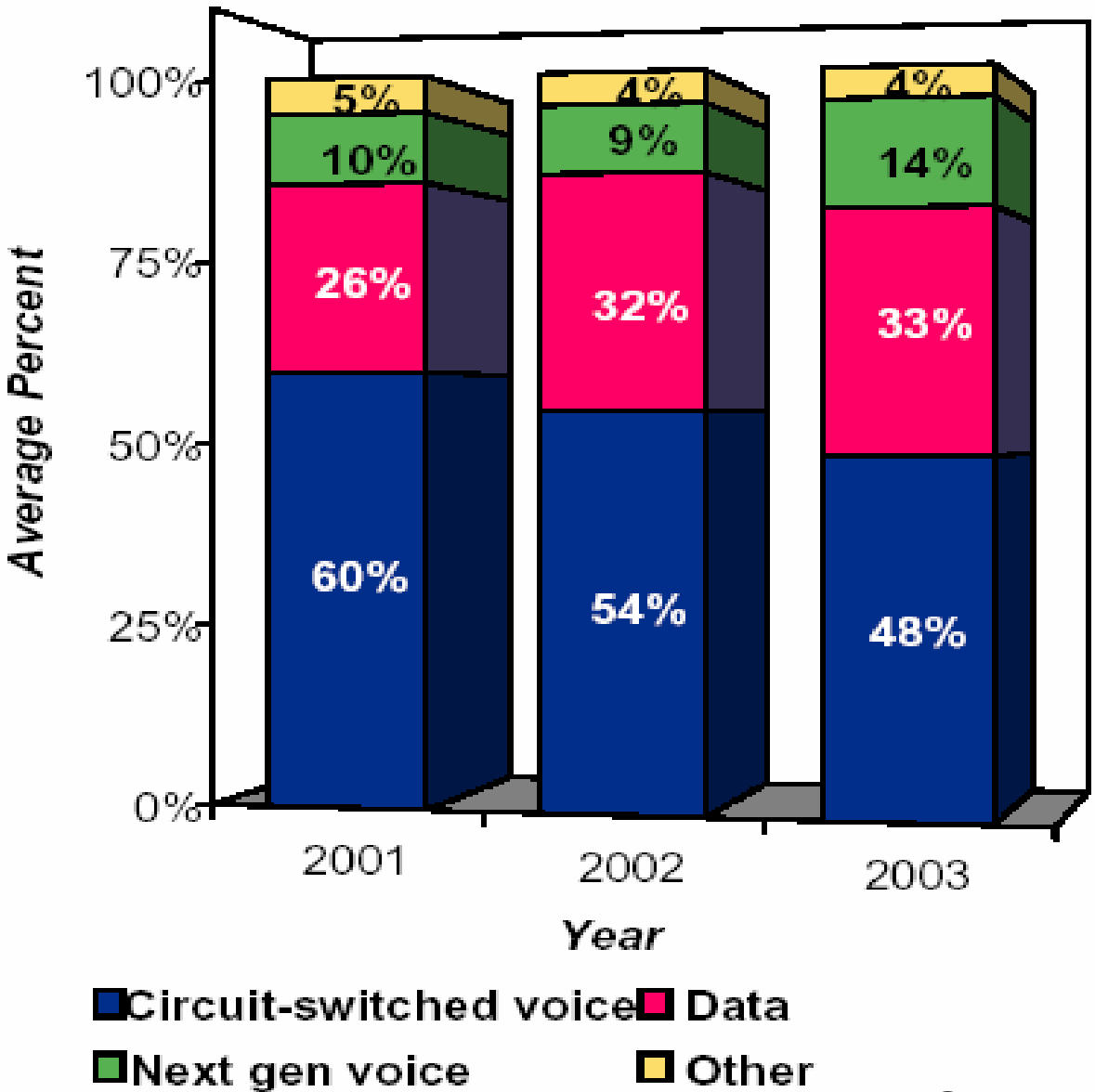
Voice Traffic Types





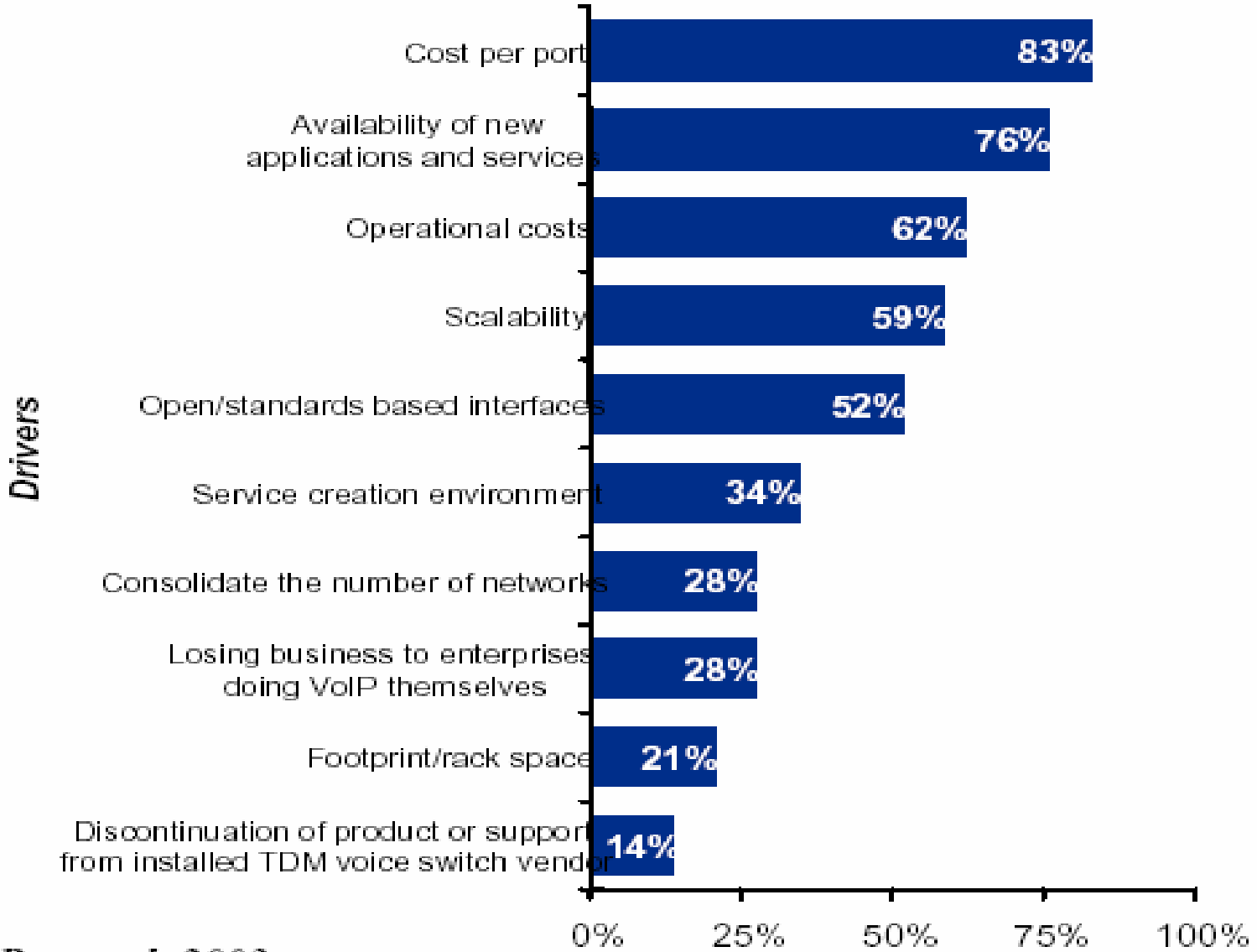
Source: Infonetics Research 2003

Revenue from Voice and Data Services



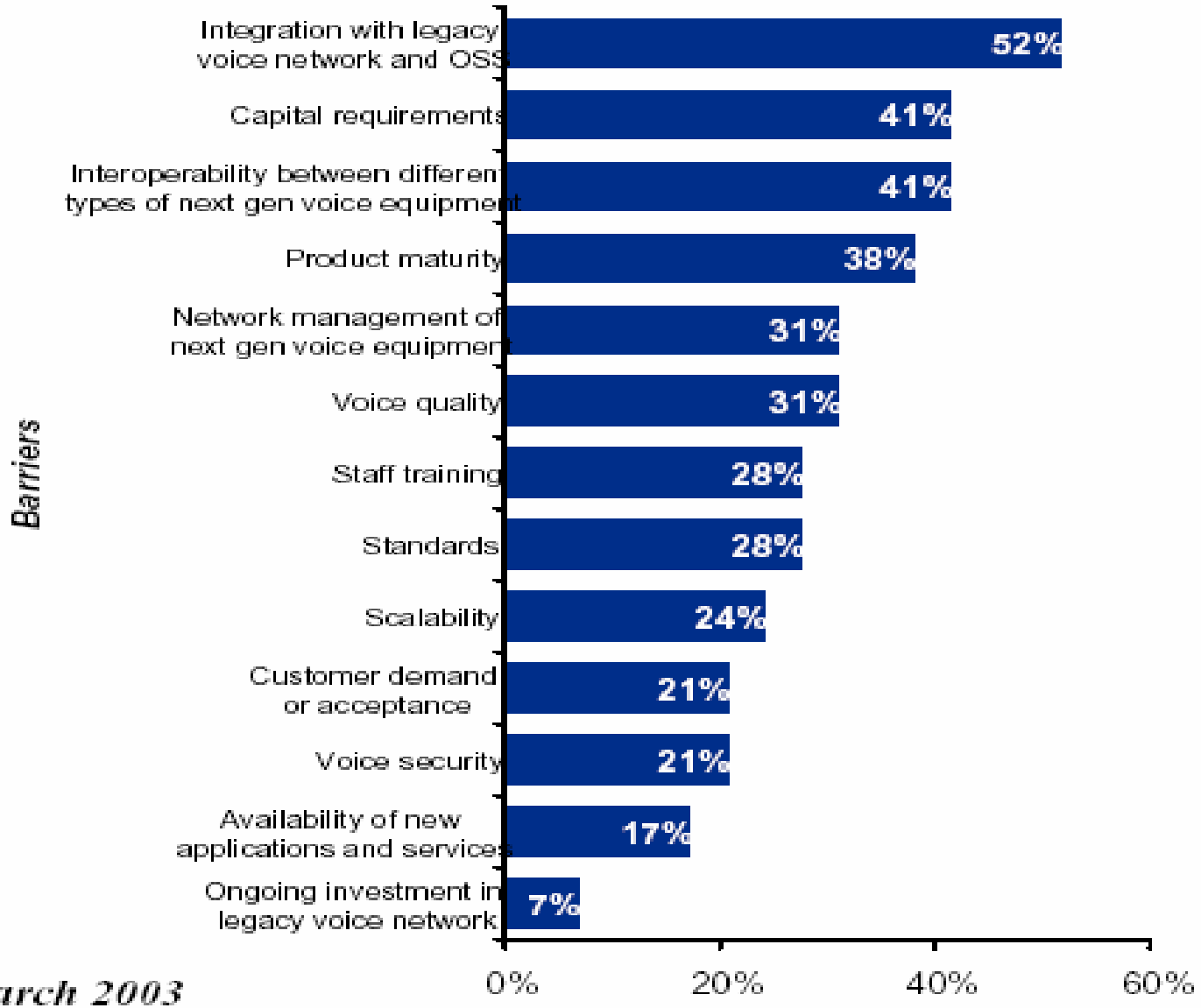
Source: Infonetics Research 2003

Next Gen Voice Drivers



Source: Infonetics Research 2003

Next Gen Voice Barriers



Source: Infonetics Research 2003

NGN Solutions for….

- **PPT Market Segment** (Incumbents)
  - Dial offload
  - Tandem (Class 4) Replacement / Expansion
  - LE (Class 5) Replacement / Expansion
  - Broadband-MultiService Access *(xDSL, High-Speed Internet, VoIP,…)*
- **Alternative Service Providers** (CLECs, ISPs etc)

Market Segment

- Carrier Pre-selection
- Broadband Voice