

# ExchangeAsia

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## India

### **Reliance & Alcatel-Lucent form global managed services JV**

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### **Tata Comms picks Sonus for global network expansion**

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### **Indians rejecting low cost handsets**

Motorola has told India's *Business Standard* newspaper that it is reversing its policy of focusing on low-cost handsets after finding demand for multimedia phones

## Hong Kong

### **OFTA introduces unified communications licence**

The Hong Kong Government has decided to create a unified carrier licence (UCL) for fixed, mobile and/or converged services.

## China

### **New president for Alcatel Shanghai Bell**

Alcatel Shanghai Bell has named Ms Olivia Qiu as its president.

### **Gionee handset receives free to air TV broadcasts**

Shenzhen Gionee Communication Equipment has introduced a cellular handset able to receive free-to-air using a single-chip mobile TV solution from Telegent.

## Vietnam

### **Orange & Vietnam Datacom to provide MPLS IP VPN Services**

## Taiwan

### **Handheld GPS and navigation market assessed**

## Singapore

### **IDA details \$S1.14b of planned Gov't IT purchases in FY08**

### **M1 picks Huawei for future network rollout**

## Indonesia

### **Telkomsel picks Ericsson for upgrade to mobile softswitching**

## New Zealand

### **Chief Transformation officer resigns, after one month**

## Pan Asia

### **NEC picked to build new Indonesia- Singapore cable**

### **Intelsat expands global telecoms meeting**

## Technology

### **CDMA Development Group tests open market handsets**

## India

### **Reliance & Alcatel-Lucent form global managed services JV** ***Reliance Communications, India's largest integrated telecommunications service provider, and Alcatel-Lucent have formed a global joint venture to tackle the fast growing \$US16 billion managed network services industry.***

The joint venture will cater to mobile operators, both CDMA and GSM, across the globe. Its first assignment will be to provide managed services for Reliance Communications' nationwide CDMA and GSM networks in India.

"World over, the biggest challenge telecom operators are facing is to continuously improve competitiveness by reducing operating expenditure and enhancing network quality to provide superior customer experience," said Sandip Biswas, head - managed network, Reliance Communications. "The combined expertise and experience of Reliance and Alcatel-Lucent will create an unmatched blend of leadership in technology, innovation, scale of operations and customer service to become the world's leading managed network services provider," he claimed.

The joint venture will support the expansion and growth of Reliance Communications, within and outside India and "will expand its operations in the global arena...[creating] a unique cornerstone and cost-effective bridge for managed services globally."

A new legal entity is being formed as part of the joint venture. Alcatel-Lucent will have operational control. Reliance Communications will be represented through its wholly owned subsidiary.

### **Tata Comms picks Sonus for global network expansion** ***Tata Communications has chosen Sonus Networks for a large scale expansion of its global voice network to enhance its ability to deliver IP services to businesses and consumers worldwide.***

Tata Communications' CTO, John Hayduk, said: "We have selected Sonus' complete fixed-line trunking solution to provide IP-voice services in nine cities across three continents, delivering a robust, highly scalable, reliable platform for IP-voice and multimedia services." He added: "Sonus has helped Tata Communications build an extensive migration plan."

The network will be made up of the Sonus GSX9000 open services switch, PSX call routing server, SGX signalling gateway, the Sonus Insight management system and the Sonus network border switch (NBS) for enhanced security and advanced peering capabilities.

Tata Communications is also implementing Sonus' IMX multimedia platform for the development of enhanced business applications. The IMX platform is claimed to "allow for the rapid creation of new voice, video, data and other multimedia applications, as well as the integration of and support for disparate end user devices." Tata Communications says it will use the IMX, "in the creation of new enterprise services that blend mobile content, location-based services, and other multimedia functionality."

Tata Communications will work with Sonus' services team to facilitate the migration from its legacy network onto the new IP-based network. Initial deployment cities are Newark, New Jersey; Montreal, Quebec; Toronto, Ontario; Los Angeles, California; London, England; Madrid, Spain; Frankfurt, Germany; and Singapore.

Tata Communications says its customer base includes more than 1,500 global carriers, 600 mobile operators, 10,000 enterprises, over 500,000 broadband and

Internet subscribers and around 300 Wi-Fi public hotspots. Tata Communications became the unified global brand for VSNL, VSNL International, Teleglobe, Tata Indicom Enterprise Business Unit and CIPRIS on February 13, 2008. It is a part of the \$US29 billion Tata Group.

## **Indians rejecting low cost handsets**

***Motorola has told India's Business Standard newspaper that it is reversing its policy of focusing on low-cost handsets for the Indian market after finding significant demand for multimedia capable phones in rural areas.***

Malcolm Dawe, vice president and general manager, Motorola Mobile Devices, told the paper: "Our focus on rural market in India is not just about cheaper phones. We are seeing adoption of multimedia devices in rural pockets as well, which is growing quite quickly."

Motorola has signed up to the GSM Association's low cost handset project - but customers in India were not interested in the resultant basic phones which sold for an average of \$US25 each - preferring to pay \$US40 for a Nokia phone with colour screen, *Business Standard* said.

Motorola also expects to launch a near field communications (NFC) capable phones in the near future to tap into potential for mobile banking with payments deducted from NFC terminals in shops and transport services.

## **Hong Kong**

### **OFTA introduces unified communications licence**

***The Hong Kong Government has decided to create a unified carrier licence (UCL) for fixed, mobile and/or converged services.***

It says the distinction between fixed and mobile networks and services is becoming increasingly blurred due to market and technology developments and the new UCL regime will enable facility-based operators to provide different services under a single and flexible licensing framework, thereby paving the way for fixed-mobile convergence.

The Secretary for Commerce and Economic Development (SCED) conducted a public consultation on the creation of the UCL in December 2007. Separately, the TA conducted a public consultation on the detailed licensing framework for the UCL. Both consultations ended on 4 March 2008. After considering the submissions received, the SCED has decided to proceed with the necessary amendments to the existing regulations to create the UCL.

Separately, the TA has published details of the licensing regime in a statement on 9 May 2008 (which can be downloaded from OFTA's website at <http://www.ofa.gov.hk>). The creation of the licence is subject to the amendment regulations being approved by the Legislative Council.

Upon implementation of the UCL, the TA will grant UCLs for all new applications for carrier services. Existing carrier licences TA will remain in force until expiry, when they should be replaced by UCLs. However holders can apply to the TA to convert their licences into UCLs.

"One salient feature of the UCL is that a new annual number fee component will be applied. This measure is necessary as it should provide the necessary economic incentive to encourage operators to better utilise the numbering resource," a spokesperson of OFTA said.

"Based on the current pace of number consumption, if we do not take the necessary preventive actions, the remaining capacity of the 8-digit numbering plan will be

exhausted within seven years and we will have to migrate to a 9 or 10-digit numbering plan. Since the use of longer digits will have significant adverse impact to the community, we consider it necessary to adopt both economic and administrative measures in order to prolong the life-span of the 8-digit numbering plan."

He added that both the Hong Kong Consumer Council and the Hong Kong Telecommunications Users Group, which represent the general consumers and the business sector respectively, were supportive of the measure.

"To cater for the burgeoning growth of the mobile services, the TA will start allocating numbers with prefix-5 for the services later this month. We will continue to be vigilant with the utilisation of the numbering resource and will ensure sufficient supply of numbers in the years ahead to meet the future demand of the industry and the community," the spokesperson added.

"For the protection of consumer interests, we have decided to introduce a licence condition under the UCL to empower the TA to issue codes of practice in connection with consumer affairs, and this will cover matters relating to the better resolution of customer complaints in relation to contractual issues. This should represent a significant step forward in enhancing customer protection in the telecommunications sector."

## China

### **New president for Alcatel Shanghai Bell**

***Alcatel Shanghai Bell has named Ms Olivia Qiu as its president.***

She will retain her responsibilities as head of Alcatel-Lucent's East Asia business, and remain a director of Alcatel Shanghai Bell, Alcatel-Lucent's flagship company in China.

The post was previously held by Mr Frederic Rose, who continues as president of Alcatel-Lucent's activities in Europe, Africa and Asia. Prior to her appointment, Qiu was executive vice president of Alcatel Shanghai Bell, responsible for domestic sales, marketing and services. She joined the former Alcatel in 1997 and held various positions in Alcatel China, Alcatel Shanghai Bell and Alcatel Asia Pacific, including senior key account manager, commercial operation director, vice president, marketing and 3G, and vice president, carrier business development.

Qiu is a graduate of the University of Electronic Science and Technology of China. She attained a doctorate from Ecole Supérieure des Affaires de Grenoble, France.

### **Gionee handset receives free to air TV broadcasts**

***Shenzhen Gionee Communication Equipment Co, a provider of mobile phones to China's domestic market, has introduced a cellular handset able to receive free-to-air using a single-chip mobile TV solution from Telegent.***

"Mobile TV is a very attractive feature to consumers that is a key influencer in purchasing decisions," said Wang Lei, assistant general manager of Gionee. "We believe that the free-to-air mobile TV feature, enabled by Telegent's technology, will be a significant factor in driving handset sales in 2008."

Gionee's free-to-air mobile TV phone, the Gionee A10, features a 3.0 QVGA touchscreen and is available through Acorn International's TV shopping network, and online at <http://www.chinadrvtv.com>. Gionee says it plans to launch several more models of free-to-air TV phones this year, including some with large screens and one designed for women.

"The analogue TV feature will be the major selling point for mobile phones in China this year," said Kirby Deng, deputy general manager of SINO Market Research. "We

estimate that analogue TV phones will account for around 15 percent of handset sales in China in 2008."

Telegent's chip, the TLG1100 supports NTSC, PAL and worldwide FM broadcast standards and is designed specifically for mobile environments, delivering a high quality picture that remains stable at high speeds of up to 430 km/h. Telegent Systems is headquartered in the US and has a subsidiary in China.

## Vietnam

### **Orange & Vietnam Datacom to provide MPLS IP VPN Services**

***Orange Business Services, France Telecom's division for worldwide enterprise services, and Vietnam Datacommunication Company (VDC) have entered into a commercial and technical partnership to offer a MPLS-based IP VPN services in Vietnam.***

Organisations in Vietnam will be able to consolidate their voice, data and application traffic on a single network to improve efficiency and enhance business performance.

This agreement is an expansion of an existing seven-year partnership between Orange Business Services and VDC. Orange is currently servicing 122 MNC customers in Vietnam, many with multiple connections, from various industry verticals such as airline, banking, government, manufacturing resources and logistics.

Other than Orange Business Services' presence in Vietnam, the France Telecom Group has been operating in the country since 1997 in partnership with VNPT and is contemplating active participation in future telecommunications sector developments in Vietnam, according to Orange.

VDC currently provides frame relay, VPN/MPLS and has about 60 percent of the Internet services market in Vietnam. VDC is also a major player in software development and system integration.

## Taiwan

### **Handheld GPS and navigation market assessed**

***Canalys has published the results of a survey of over 1,000 Taiwan consumers exploring the opportunity for GPS navigation and location-based services on mobile phones and portable navigation devices (PNDs).***

According to Canalys, Taiwan was the fourth largest market for GPS navigation solutions in the Asia Pacific region last year, and was the second fastest growing smart phone market in the region in Q1 2008.

The Canalys survey found very high awareness of satellite navigation among Taiwanese consumers, with more than 80 percent being familiar with what satellite navigation could do. The idea of searching for directions on the web and printing them out was also well established, with 60 percent saying this was either the first or second most common method they used to plan a route when travelling to a new place for the first time.

"When asked which services they were interested in having on their mobile phone, whether for free or at a small ongoing cost, maps and navigation came top," said Canalys analyst, Daryl Chiam. "This was much more popular than having television or music on the phone, and these were some way ahead of services that are spreading out from use on the PC, such as web browsing, e-mail and instant messaging. We find that, although consumer mobile application preferences can vary quite a lot by country, having maps, location and navigation information is usually at, or very near, the top of the list."

80 percent of regular road users surveyed said they got stuck in traffic at least once per week, with a third saying it happened every day and a fifth saying it occurred every time they travelled. Despite this, only a quarter of those who got stuck in traffic jams would be prepared to pay a small monthly fee for a service that used traffic information to route them around the congestion.

"Very few say they have 'no need' for such a service, but there is also an expectation that, as technology improves, these services should be free," Chiam continued.

"Another service that consumers said they would find useful is having information about the locations of available car park spaces in the vicinity. Where consumers are not prepared to pay for location-based services, the location or advertiser may have to carry some of the cost in expectation of gaining that consumer's business. Identifying what application functionality should be built in for free and what can command additional revenue will be important for vendors and service providers as location-based services and GPS devices evolve."

## Singapore

### **IDA details \$S1.14b of planned Gov't IT purchases in FY08**

***Singapore's Infocomm Development Authority (IDA) says the Government will call \$S1.14 billion worth of new infocomm tenders in financial year 2008.***

"This will further increase infocomm adoption in the public sector to better meet the growing expectations of businesses and citizens in an ever-changing infocomm landscape," it said. Details were announced by IDA CEO Ronnie Tay, at an industry briefing on "Business Opportunities for Infocomm in the Public Sector".

He said that the Government would continue to work with industry to find new and innovative ways to use infocomm technology to improve the delivery of government services, strengthen infocomm infrastructure and encourage citizens and businesses to adopt an infocomm-enabled lifestyle.

In FY07, the Government projected \$S730 million worth of new infocomm tenders but by the end of the financial year had awarded a total of \$S2.12 billion worth of infocomm projects. These included the \$S1.3 billion Standard ICT Operating Environment (SOEasy) for the public sector; the supply of integrated IT support and services by Ministry of Defence (MINDEF); the Forward Command Post by Ministry of Home Affairs (MHA); a corporate resources system by National Library Board (NLB); and the data hub and HPB Health InfoHub by Ministry of Health (MOH).

Excluding SOEasy, local companies were awarded 64 percent of infocomm contracts, and multinationals the remainder.

In this FY, IDA says that infocomm companies can look forward to more than 390 new infocomm tenders with a total projected worth of \$S1.14 billion. These include Singapore's Next Generation National Broadband Network (Next Gen NBN) operating company RFP and the development of the second government data centre. A tender will also be called for enhancements to [www.gov.sg](http://www.gov.sg), the government's one-stop portal.

Other key projects by other government agencies include Data centre leasing for the tax administration system from the Inland Revenue Authority; a command & control system from the Singapore Civil Defence Force (SCDF); disaster recovery infrastructure from Defence Science & Technology Agency (DSTA); and identity management system from MINDEF.

Other MINDEF projects include the gap-fit analysis, which seeks to enhance the training management capability for the SAF, and the development of an employee

customer relationship management system to facilitate a quicker and more holistic way of managing queries and feedback from employees.

DSTA plans to put in place an alternate IT disaster recovery site as part of its business continuity master plan. Other projects mentioned included a pilot programme that enables the digital signing of contracts and a study on the next-generation enterprise resource planning (ERP) system.

Two of the key infocomm projects from MHA are the Command & control system for the Singapore Civil Defence Force (SCDF) and The biometric identification of Motorbikers 2 (BIKES 2) for the Immigration & Checkpoints Authority (ICA). This will produce an automated immigration clearance system leveraging on biometric and human identification technologies for motorcycles with pillion riders.

## **M1 picks Huawei for future network rollout**

***Mobile One (M1) has chosen Huawei Technologies to supply all its IP GSM, 3G, HSPA and LTE systems over the next five years.***

Under the terms of the contract, Huawei has been given the task of implementing an end-to-end all IP network. CEO, Neil Montefiore, said: "We have in Huawei a partner that is in the forefront of current and new technologies and with a robust commitment to research and development. Their capabilities will greatly support and complement our efforts to plan ahead to deliver mobile and other services that will meet the future needs of our customers."

Jeff Liu, president, Huawei, South Pacific, said: "The latest 4th Generation multi-platform ALL IP solution and advanced Packet Core solution that Huawei is going to deploy for M1 will deliver high speeds and better quality of experience to M1 customers and enhance M1's competitive advantage."

## **Institute of High Performance Computing forms R&D consortium**

***Singapore's Institute of High Performance Computing (IHPC) has initiated an 18-month research consortium with five electronics manufacturers valued at \$S1.5 million.***

Its aim is to leverage a centralised source of expertise in wireless communication, high speed electronic design, and analysis of electromagnetic compatibility and interference.

The five members are:

- Infineon Technologies Asia Pacific - a provider of integrated circuits and system development solutions for communication, automotive and security systems;
- Rohde & Schwarz Systems and Communications Asia - a primary supplier of test and measurement, communications and mission-critical radiocommunications equipment;
- ST Electronics (Info-Comm System) - a subsidiary of ST Electronics and a provider of communications, electronics and intelligent transportation systems;
- Singapore Technologies Kinetics - a company of ST Engineering and one of Asia's foremost defence and specialty vehicles companies;
- Vestas Technology R&D Singapore - a subsidiary of Vestas, a supplier of wind power solutions and modern energy.

IHPC says that members of the consortium will benefit by drawing on IHPC's technical experts in virtual product design and performance simulation to optimise the design cycle of new prototypes, and from access to IHPC's supercomputing resources.

Dr Raj Thampuran, executive director of IHPC said: "With...technology transfer taking place rapidly within many industries, the IHPC programme on electromagnetic computer-aided engineering (iPEC) consortium plays an essential role in advancing

new ideas through the use of simulation and modelling to emulate complex designs and systems with a high degree of precision. Together, we can innovate and develop faster and more efficient prototypes in the areas of ultra-high speed and ultra-high capacity communications and 21st century electronics."

The iPEC will focus on promoting the applications of computational modelling and simulation with its five members under two key research projects that include system level electromagnetic compatibility and electromagnetic wave propagation. The consortium will also include structured technical workshops and seminars for its members to provide in-depth information and update from experts on fundamental electromagnetic compatibility/ interference, recognised standards, high speed electronic designs, electromagnetic emissions and immunity.

## Indonesia

### **Telkomsel picks Ericsson for upgrade to mobile softswitching** ***Telekomunikasi Selular Indonesia (Telkomsel) has chosen Ericsson to supply a mobile softswitch system including Ericsson's new MSC Server Blade Cluster.***

According to Ericsson, it is one of the biggest softswitch network modernisations in Asia Pacific, and under the three-year agreement Ericsson will also provide services including network deployment and integration.

The system will provide a common core network platform for both GSM and WCDMA technology, boost Telkomsel's network capacity, performance and coverage and allow Telkomsel to reduce its core network operating expenses. It is the first step towards a converged, all-IP core network and supports improved call control and network intelligence enabling a reduction in the number and size of main core network sites. It also offers bandwidth savings, improved voice-over-IP network services, and enhanced voice quality for subscribers.

Ericsson says its MSC Server Blade Cluster is able to support up to eight million subscribers with only two cabinets, reducing space requirements by up to 90 percent and energy consumption by up to 60 percent compared with Ericsson's standard MSC-servers, which, it claims lead the market for efficient use of power and space.

## New Zealand

### **Chief Transformation officer resigns, after one month** ***Long serving senior Telecom New Zealand executive, Simon Moutter, has resigned less than a month after being named to the key role of chief transformation officer.***

In his new role he was to have "lead the wide-ranging programmes that aim to transform the Telecom Group by embedding customer focus, enabling new technologies and delivering productivity benefits."

He will take up a role at another listed New Zealand company within the next three months. During a nine year career he has held several key executive roles in Telecom NZ, most recently as COO Business and acting COO Telecom Retail.

Announcing his resignation, CEO Paul Reynolds, said: "Simon Moutter has made a major contribution to Telecom over the past nine years in a variety of senior roles, including that of chief operating officer. I am personally grateful for Simon's help and support in my first few months in Telecom. We will be sorry to see Simon go and wish him well in his new role."

When he was named to head transformation, on 22 April, Reynolds said: "The creation of this new role on Telecom's executive team...is reflective of the sheer size and scope of the transformation ahead for Telecom New Zealand. We need to deliver our regulatory undertakings and build a series of new, world class networks and services. We are delighted that Simon has accepted this significant leadership challenge which draws on his unmatched understanding of the group's dynamics and his terrific record of delivery."

His key responsibilities were to have included "overall leadership of the wide-ranging change programmes that aim to transform the Telecom Group by embedding customer focus, enabling new technologies and delivering productivity benefits."

Announcing his departure, Reynolds said: "Telecom is getting on with its major transformation programme to invest for growth and the long-term health of the company." He added that the company expected to announce a new CEO Retail in the near future, but gave no indication of plans to fill the key transformation role.

## Pan Asia

### **NEC picked to build new Indonesia- Singapore cable**

***NEC has signed a turnkey contract with PT Indosat to lay a submarine cable system linking Indonesia and Singapore.***

The Jakabare (Java – Kalimantan – Batam – Singapore) network will stretch over 1,300km and connect Jakarta (Java), Pontianak (Kalimantan), Batam Island and Changi (Singapore) using NEC's optical fibre transmission system based on 10Gbps x 64 wavelengths DWDM technology. On completion in the second quarter of 2009 it will have an initial capacity of 160Gbps, upgradeable to 640Gbps. Indosat is diversifying its network to address the exponential growth in demand being fuelled by the increased use of data and Internet in the country.

### **Intelsat expands global telecoms meeting**

***Intelsat is to expand its annual Global Telecommunications Meeting (GTM) beyond to make it "a world telecommunications summit addressing many of the most pressing issues faced by today's global corporate network operators, carriers and governments."***

Intelsat says that, for the past 34 years, its GTM "has brought together the world's communications companies - over 800 corporations and organisations from every continent - for an unparalleled knowledge sharing and bilateral trading forum." This year, Intelsat says, "the global meeting will provide compelling and relevant content addressing the business and social issues affecting the telecom industry and the world [and] will focus on bringing government, technology and industry together to connect the unconnected." ITU secretary-general, Dr Hamadoun Touré, will be the keynote speaker. Full details at [www.gtmintelsat.com](http://www.gtmintelsat.com).

## Technology

### **CDMA Development Group tests open market handsets**

***The CDMA Development Group (CDG) says it has successfully concluded its Open Market Handset (OMH) proof of concept trials in cooperation with Reliance Communications and TATA Indicom in India.***

Open Market Handsets enable both operator-specific configuration information and subscriber-specific provisioning information to be moved from the handset's non-volatile (NV) memory into a removable user identity module (R-UIM) or smartcard. By doing so, the handset becomes a generic device that can be sold anywhere on the open market and used in multiple operator networks.

The OMH program is part of the CDG's Global Handset Requirements for CDMA (GHRC) initiative, which specifies the common set of requirements and standards for approving CDMA devices in an open-device and open-application environment.

"The more flexibility we can give CDMA operators and their subscribers, the higher the success rate the technology will have in its continued expansion around the world," said James Person, chief operating officer of the CDG. "The OMH initiative seeks to do that by opening up handsets to more application and service choices, which in the case of these trials means access to R-UIM data capabilities that are independent of the network and handset."

He claimed that "As we look to commercialise these capabilities, the cost of handsets will fall due to volume aggregation efforts, access to new applications will improve the mobile experience for consumers, and inventory costs will drop."

The OMH trials in India verified and validated the OMH implementation for CDMA2000 handsets and for multiple data-enabled R-UIMs across two separate carrier networks, each requiring a specific network implementation. The goal of the trials was to prove that all subscriber, service and network provisioning data can be independently stored on R-UIM smartcards rather than on both SIM cards and the handsets.

According to CDG, "The resulting solution allows OMH-enabled CDMA handsets to serve as open devices for any open packet data application provisioned on the R-UIM smartcard. The devices can be used across multiple operators since all user, network and service configuration data is stored on the removable smartcards."

"By using an OMH-capable R-UIM to provision all data services, multiple operators can support the same generic hardware and software design across handsets. OEMs benefit from lower development costs, greater economies of scale, enriched brand development and the ability to sell devices across many markets and regions."

The proof of concept trials used OMH-enabled R-UIM smartcards provided by Oberthur Card Systems and Eastcompeace on prototype handsets developed by Huawei and ZTE. In addition, Open Market Handsets are provisioned for full-fledged 3G data capabilities across operators. Tested, proven features include SMS, MMS, BREW, WAP/browser, backward compatibility, voice (with authentication), CDMA2000 1X packet data (SIP with CHAP and PAP) and R-UIM-based carrier customisation (SPN and application level).

CDG claims that GHRC's OMH initiative already has received strong interest and commitment from Tata and Reliance in India, CityCell in Bangladesh, and Mobile-8, Bakrie, Flexi and IndoStat in Indonesia.

## **Digium partners to push Asterisk to carriers**

***Digium, the developer of the Asterisk open source IP PBX software, and Integrics, a company providing telecommunications software to customers worldwide, have formed a partnership to market Integrics' Enswitch carrier-grade Asterisk-based switch to carriers worldwide.***

Their agreement provides a route for closer technical, sales and marketing collaboration and expands Digium's involvement in the carrier market. Integrics sells Enswitch to telcos, ISPs, VoIP providers and others to allow them to create telephone management and billing solutions, calling card integration, toll free and number translation services, voicemail, call queuing, automatic call distributor, fax to email and multi-level interactive voice response. It runs on a single machine or on an Asterisk/OpenSER cluster and supports high availability and failover. The clustered architecture, which can be geographically distributed, also allows additional machines to be added as the customer's network grows. Integrics serves carriers throughout Europe and North America and claims to have over 40 installations and systems with over 100,000 users.