

# ExchangeAsia

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## India

### **Amdocs opens second innovation lab**

***Billing systems software developer, Amdocs, has opened its second Innovation Lab in India at Maharashtra Institute of Technology (MIT).***

The first lab was launched at Pune's Institute of Computer Technology (PICT) in September 2008. The Amdocs Innovation Labs were established "in order to create a strong link between academia and industry, and to inspire innovative thinking in the minds of the top students."

The labs are equipped with hardware and software provided by Amdocs. Students are recruited through a selection process and enter an Amdocs mentorship program led by senior Amdocs IT industry professionals.

They are "encouraged to have a free flow of ideas, while receiving hands-on experience with new technologies." The Amdocs mentors then help students to shape their ideas into offering real-life value.

"Amdocs'innovation programs – such as the Innovation Labs – allow us to deliver even greater value with creative offerings that can help our customers further differentiate themselves and increase efficiencies," said Anshoo Gaur, head of Amdocs India.

"We are establishing Innovation Labs at leading universities to encourage fresh, talented minds to generate and develop new ideas, which could potentially help the industry and our customers to solve technical or business issues."

Amdocs has development and support centres in Pune and Gurgaon, charged with system deployments, delivering consulting and managed services projects to customers, as well as product development, sales and customer support activities. It employs almost 4000 staff in India.

## China

### **NTT Com opens data centre in Shanghai**

***NTT Communications has opened a data centre in Shanghai in conjunction with China Telecom Shanghai.***

The data centre will host a Global e-VLAN point of presence to provide international wide-area ethernet service. Customers will be able to connect their servers and systems to a high-speed backbone network directly on the premises of the data centre.

NTT Com operates data centres in 27 cities of Asia-Pacific, North and South America and Europe. It says the rapid increase of global companies operating in China has raised the demand for high-quality, high-reliability data centres offering seamless connection to international wide-area networks.

The facility will provide co-location, managed operation (monitoring, maintenance, security, etc) and networks including NTT Com's Arcstar Global IP-VPN and Global e-VLAN services. Shanghai NTT Telecommunications Engineering Co will provide customer support in Japanese, Chinese and English, 24/7.

Redundant facilities will be offered for power supply, air conditioning, UPS, and electricity generation and distribution, with no single point of failure. The data centre will also use multiple carriers to provide backup connection and Internet access.

NTT Com assisted China Telecom Shanghai in both the design and construction of the data centre based on NTT Com's standards for uniform global data-centre services.

These standards, which cover a wide range of conditions, are closely aligned with international standards including TIA, TUI and ASHRAE. They also incorporate the specialised knowledge and expertise that NTT Com has developed over more than 10 years of data-centre management.

## Australia's CSIRO & Beijing uni set up joint wireless R&D centre

**The Australian Government's Commonwealth Scientific and Industrial Research Organisation (CSIRO) has announced a \$2 million partnership with the Beijing University of Post and Telecommunications (BUPT) to establish a research centre for advanced wireless technologies at CSIRO's facility in Marsfield, Sydney.**

The CSIRO pioneered WiFi technology (IEEE802.11.a/g) and, more recently, developed the world's first 6Gbps wireless link. BUPT claims world-leading expertise in time division duplexing (TDD) technologies, and was involved in the development of China's 'home grown' 3G standard, TD-SCDMA.

The research director of the CSIRO ICT Centre's Wireless Technologies Laboratory, Dr Jay Guo said: "The new Australia-China research centre will be a hub for long-term and broader collaboration between the wireless research communities in Australia and China...The partnership between CSIRO and BUPT specifically, and between Australia and China in general, will promote cross-fertilisation in science, and provide an excellent opportunity for the researchers to make a major impact on the world market."

Funding for the centre has come from CSIRO, BUPT, the Chinese Ministry of Science and Technology (MOST), and from the Federal Government's Australia-China Special Fund for Scientific and Technical Cooperation (\$550,000). It will be officially launched in March.

## Siemens ups investment in China

**Siemens says it intends to invest considerably more in China than the previously announced investments of around €1 billion by 2010, which were announced at the end of 2006.**

An additional €150 million is now earmarked for investment over the next three years in, among other things, the expansion of production capacities for alternative energies. "China is our largest market after Germany and the US and a key driver of our worldwide business. With the planned investments, we want to further expand our presence in this vital market," said Siemens president and CEO Peter Löscher.

"Although the overall energy consumption in China is slowing down in the course of the economic downturn, the need for environmental friendly and efficient technologies is unchanged in order to replace old and environmentally critical technologies and to secure a safe power distribution," said Richard Hausmann, President and CEO of Siemens' Chinese subsidiary.

Siemens is one of the largest foreign-based employers in China, with over 40,000 employees in more than 90 companies and 60 regional offices. In fiscal 2008, revenue generated by customers in China came to slightly less than €4.9 billion. New orders totalled more than €5.4 billion.

## Japan

### Luxury handset brand, Vertu to launch MVNO in Japan

**Nokia's luxury handset manufacturer subsidiary, Vertu, is to launch an MVNO service in Japan on NTT DoCoMo's network.**

Vertu has awarded Nokia Siemens Networks a managed services deal. Vertu's service rollout will be supported by Nokia Siemens Networks' hosted mobile virtual network operator (MVNO) solution which will enable Vertu to introduce value-added services without investing in their own software, equipment, people and skills enabling it to focus on marketing and sales rather than telecom operations.

The service, "will allow discerning subscribers access to a host of exclusive mobile services including 'Club Vertu' which includes a special members-only concierge." The move comes just a couple of months after Nokia pulled out of the Japanese handset market.

"Meeting the needs of customers in this segment requires a specialised approach. Vertu users the world over are discerning individuals who are willing to pay a premium for the right experience.

"Our success relies on delivering a world class experience that is unmatched", said Tagore Ramoutar, director of business development for Japan & Korea, at Vertu. "Our greatest priority therefore is providing our customers with new and innovative services, and we will focus our energies on this", he added.

Vertu was established in 1998 and unveiled its first product in 2002. There are three distinct collections - Vertu Signature, Vertu Ascent and Vertu Constellation. These are assembled by hand at the company's headquarters in England. Vertu products are available in over 50 countries and in "500 of the finest watch, jewellery, department stores and Vertu boutiques around the world."

## Thailand

### More 3G licences to be issued

***Thailand's telecoms regulator, the National Telecommunications Commission (NTC) is to issue new 3G mobile phone licences by the third quarter of 2009.***

The regulator said it expects that successful applicants will be in a position to launch services on the 2.1GHz band by the first quarter of next year.

BWCS reports that four licences are expected to be put up for sale, most likely via an auction. However the NTC said it would not make a final judgment on this until the 5th of February.

The decision to sell off 3G franchises is seen as an important one in Thailand as it will move the operators away from the current concession scheme that operates in the second generation mobile market under which mobile operators pay percentage of revenues to the state-owned telcos. Instead, the rival operators will deal directly with the government and pay a licence fee.

### TOT to network new gov't centre with 3Com gear

***Thailand's largest telecom provider, TOT, has selected 3Com networking technology to connect 30,000 government employees at the Bangkok Government Centre.***

The centre is new mega-project of the Thai government designed to house 28 government agencies.

3Com has been awarded a major part of the 323 million Thai Baht (\$US9.6 million) tender for the 40,000-port local area network scheduled to be installed during the next few months, making it one of the largest networks of its kind in the region.

The project involves the deployment of 3Com products including the 3Com Switch 5500-EI family of stackable gigabit switches and the Switch 9500 series of 10-gigabit multi-service core routing switches. The TippingPoint intrusion prevention system and network access control technology are also being deployed along with an H3C Seccatch firewall system that integrates firewall, denial-of-service (DoS) protection, VPN and traffic-management capabilities.

Once installed, the network will connect several buildings within the complex, covering a total area of 929,800 square metres and servicing 30,000 employees in 33 departments.

## Philippines

### Philippines market predictions

***The Philippine telecommunications services market generated \$US5.6bn in 2008 and is expected to grow at a CAGR of 4.8 percent in the 2008-2013 period, according to Pyramid Research.***

"2009 will be a difficult year for the Philippine market when measured in US dollar terms, given the combined effects of the peso's expected devaluation against the US dollar and continued pressure on voice tariffs," said Leslie Arathoon, vice president of research at Pyramid Research and author of the report.

"Pyramid expects the proliferation of 3G and wireless broadband technologies such as WiMAX to boost revenue again in 2010, with the fastest growth coming from VoIP services (32.8 percent service revenue CAGR between 2008-2013), fixed broadband services (16.2 percent CAGR) and mobile data (9.6 percent CAGR)," she added.

"Philippine mobile subscriber uptake is relatively modest for Southeast Asian standards, as penetration stood at 75 percent in late 2008, putting it ahead of neighbouring markets such as Indonesia and Vietnam yet behind Thailand and Malaysia," Arathoon said.

"Despite its rather unimpressive penetration level, the Philippines is known to be home to the world's most prolific users of SMS service - in 2008, SMS usage reached nearly 400 messages per month, compared with average MOU of less than 30 minutes per month."

## New Zealand

### Telecom NZ to offer VDSL2 services

**Telecom NZ's wholesale arm is to offer VDSL2 services with download speeds up to 50Mbps and upload up to 20Mbps to customers within 1km of an exchange or roadside cabinet.**

The company says that: "Already 57 percent of New Zealand lines can take advantage of Telecom's next generation access network and this grows to 84 percent on completion of the fibre-to-the-node roll out in 2011."

However it gave no indication of how many of these fall within the 1km limit for VDSL2+. For customers beyond the 1km limit, or for those who choose not to upgrade, the VDSL2 line cards will operate in ADSL2+ mode.

From March 2009, VDSL2 line cards will be progressively installed into all roadside cabinets and local telephone exchanges in towns and cities with more than 500 lines. In the second quarter of 2009, Telecom Wholesale will offer service providers a new, dedicated VDSL2 broadband product initially available in key Auckland exchange areas, with roll out to all major cities and towns in the third quarter of the year.

Telecom Wholesale said it would consult with service providers on the more detailed aspects of the VDSL2 rollout. "This will include developing further VDSL2 based broadband services and improved online tools to support service providers when deciding whether VDSL2 is suitable for their end customer."

## Pan Asia

### Avaya SIs form global partnership

**Three platinum certified Avaya BusinessPartners have set up the Intelligent Communications Alliance to "provide a consistent global approach to pricing, design, installation and support of Avaya and Avaya DevConnect solutions."**

The three are Strategic Products and Services (SPS), New Jersey; Datapoint, UK and Jebson & Jessen Communications, Singapore. According to Harold Thng, regional managing director of Jebson & Jessen, "This model assists clients with global communication infrastructure and application deployments. The Alliance is well

positioned and provides a uniform architecture, delivering professional services and consistent coverage to multinational clients."

Jim Felicetti, chief operating officer of SPS, claimed that: "By providing uniform design, delivery and support standards, the Alliance deploys strategic solutions, ensures consistency and helps our clients remain competitive around the globe." More details at [www.intelligent-communications-alliance.com](http://www.intelligent-communications-alliance.com).

### SMB IT&T spending to grow, despite the recession

**Small and medium businesses (SMBs, or companies with up to 999 employees) in the Asia-Pacific excluding Japan region will spend \$US6.5 billion more on IT and telecoms in 2009 than 2008, according to a latest study by New York-based Access Markets International (AMI) Partners.**

The company said that Chinese, Korean, and Indian SMBs make up more than 50 percent of Asia Pacific spending, with Chinese SMBs accounting to close to 30 percent of the total spend. Korea, a relatively more mature market, is on track to account for about 20 percent of total Asia-Pacific SMB.

India SMBs are expected to chalk up 8.5 percent higher growth than last year's spending, making India the fastest growing SMB ICT market in Asia-Pacific for 2009.

"While we expect more than two percent spending contraction in Australia and New Zealand SMB markets, they only make up about 10 percent of the total IT and telecom spending among Asia-Pacific SMBs. Spending growth from bigger SMB markets in China, Korea and India – even if it is slower than last year – will easily compensate for the reduction among Australia and New Zealand SMBs," said Dr Vu-Thanh Nguyen, a Singapore-based research analyst at AMI-Partners.

"These big spenders, together with other growing markets like Indonesia and Malaysia will help to maintain a spending growth of 4.5 percent for the whole of Asia-Pacific."

Telecom services and computing, like printers and printing supplies, PCs, and servers, are the two broad categories that will receive significant investment by Asia-Pacific SMBs, about 60 percent of their total IT and telecom spending.

## **Andrew Butterworth confirmed as head of AlcaLu ANZ**

***Alcatel-Lucent has confirmed the appointment of Andrew Butterworth as managing director of its Australian operations.***

He had been acting in the role since the previous holder, Hilary Mine announced she was leaving the company. Butterworth was previously VP of Alcatel-Lucent Australasian Services business group and as such responsible for the bulk of the company's revenue and employees in Australia and New Zealand.

Butterworth reports to Sean Dolan, president of the Asia Pacific and China Region for Alcatel-Lucent, and will continue to be based in Melbourne.

Mine was also responsible for North Asia and Dolan took on these responsibilities when she left. Both his and Butterworth's roles were provisional pending a major re-organisation being undertaken by new global CEO Ben Verwaayen.

## **Verizon Business offers CVSS-based attack assessment system**

***Verizon Business has launched its risk-correlation service, a managed security service that identifies and evaluates security risk by combining two factors.***

These are the likelihood that an attack will be successful, and the adverse impact of an attack on a business including the financial, reputational and regulatory-compliance costs.

The service uses the Common Vulnerability Scoring System (CVSS), the industry standard that enables enterprises to rate IT vulnerabilities and determine whether an attack is aiming to compromise a device's confidentiality, integrity or availability. Michael Marcellin, Verizon's vice president of global managed solutions, said: "The beauty of the Verizon risk-correlation service is that it empowers customers to focus their security efforts on what is most critical to the business. Now enterprises only need to react to true threats."

## **Technology**

### **LTE: the great unifier of wireless networks**

***Research firm Dittberner Associates says that The Long Term Evolution (LTE)***

***of 3G cellular technology holds the promise of "a single converged network capable of seamless service to all subscribers, mobile and fixed.***

This Dittberner says is because it "standardises a single architecture to allow interworking between fixed IP networks, Wi-Fi, WiMax, GSM/WCDMA, and CDMA/EV-DO networks."

"This single architecture will influence the direction of global network development over the next decade and beyond," Dittberner says. It forecasts the number of subscribers on LTE networks to exceed one billion by 2018, saying: "LTE subscriber growth is expected to be faster than existing 3G growth, which has only reached 300 million subscribers, eight years after its initial launch."

Dittberner is forecasting annual service provider revenues to reach \$US500b by 2019, even though subscribers will be only 22 percent of the total mobile subscriber base. "Voice accounts for very little of this increase, while the remainder is split between Internet-type services like email, mobile web and consumer content, and data services like leased lines, VPNs, and fixed broadband substitution," it claims.

Dittberner believes that other wireless technologies will have a place in this global unified network. "WiFi with its wide acceptance, widespread deployment and ease of installation will continue to grow. WiMax with its spectral efficiency and head start on LTE will grow as well, but is likely be limited to backhaul and fixed access applications. Even existing 3G technologies like HSDPA and EV-DO will continue to grow."

However, it says: "The ability of LTE to provide a unifying architecture is an extremely important development as successful service providers will be operating on thinner margins going forward and cost containment is an absolute necessity."

The conclusions come from a new Dittberner report: "Long Term Evolution Impact on Public Networks: Shedding Light on the Mobile Broadband Wireless Debate".

### **Telco vendors & carriers promote 'federated' identity**

***The Liberty Alliance, the global organisation has launched a, public, telecom special interest group with***

**initial members being representatives from Ericsson, NEC, NeuStar, Orange, Symlabs and TeliaSonera. However the ITU has two initiatives with similar aims**

The group is the tenth Liberty Alliance special interest group open to both Liberty Alliance members and non-members and its stated goal is "to develop best practices for managing identity-information and identity-enabled transactions and services in the global telecom sector." It is working to advance identity-enabled enterprise and Web 2.0 applications in the telecom sector based on Liberty Alliance standards and the Liberty Identity Governance and Identity Assurance Frameworks.

According to Jose Luis Mariz, strategic product manager at Ericsson and chair of the Liberty Alliance Telecom SIG, "The formation of the Telecom SIG provides organisations and individuals in the telecom industry with an important public forum for collaboratively fostering the next generation of interoperable, secure and privacy-respecting identity-enabled applications for businesses and people."

The Liberty Alliance was formed in 2001 by approximately 30 organisations to establish open standards, guidelines and best practices for federated identity management. It claims to have met this goal with the release of Liberty Federation in 2002, billing it as "the industry standard for successfully addressing the many authentication, privacy and security challenges surrounding online identity management."

**ITU identity initiatives**

However despite this, the ITU saw the need two years ago to set up a focus group on identity management with the aim of achieving interoperability among different identity management systems by providing an open mechanism that will allow them to communicate with each other, even while they evolved in different directions.

The ITU said at the time: "experts concur that interoperability between existing IdM solutions will provide significant benefits such as increased trust by users of on-line services as well as cybersecurity, reduction of Spam and seamless 'nomadic' roaming between services worldwide...A global IdM solution will help diminish identity theft and fraud. Further, IdM is one of the key enablers for a simplified and secure

interaction between customers and services such as e-commerce."

A year later the group approved the creation of a Joint Coordination Activity on Identity Management (JCA-IdM) together with a Global Standards Initiative for Identity Management (IdM-GSI) to continue its work within ITU-T. The JCA-IdM is composed of representatives from the ITU Study Groups and invited representatives from other organisations and continues to operate.

The IdM-GSI "focuses on developing the detailed standards necessary for deployment of Identity management (IdM) capabilities that enables secure and trustworthy assertions about digital identities used in telecommunications, control networks, and a variety of service offerings. IdM-GSI harmonizes, in collaboration with other bodies, different approaches to IdM worldwide." Two meetings were held in 2008, but none are presently scheduled, according to its website.

**Nokia acquires bit-side to boost Nokia Maps**

***Nokia is to acquire most of Berlin-based professional services and software company bit-side GmbH to "strengthen and accelerate its mobile development for Nokia Maps."***

Nokia has been working with bit-side since 2007, and bit-side has become a strategic development partner to Nokia. "Acquiring bit-side enables Nokia to offer consumers the world-leading mobile location applications, such as Maps, along with routing and navigation at an accelerated speed" said Michael Halbherr, Nokia vice president and head of social location."

Halbherr hinted at the direction in which Nokia intends to take mapping applications, what Nokia calls 'Social Location'. "Nokia believes that context plays a pivotal role in the evolution of the Internet.

To make the Internet truly personal, Nokia is building the ability for people to always know where they are and what is around them. Moreover, to know where their friends are and what they are doing and how they are feeling."

Nokia expects to complete the acquisition in the first quarter of 2009. Bit-side with 39 employees will be integrated to Nokia's Services unit.