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Telecom Tactics Insider

Your Source for News and Analysis on Enterprise Telephony

From the publishers of TelecomTactics

www.telecomtactics.com

Vol. 3, No. 11

November 15, 2006

A Service of TelecomWeb

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What's New in TelecomTactics?

Presence and Collaboration, Leading Telecom Manufacturers Address Employee Productivity

Leading manufacturers continue to develop Unified Communications solutions designed to improve business communication and productivity and help employees stay connected to colleagues and customers. **Alcatel, Avaya, Cisco, Inter-Tel, Mitel, NEC, Nortel** and **Siemens** are among the vendors offering applications that address secure, real-time telephony, presence and collaboration via a desktop PC, enabling workers to view the "device presence" of a colleagues' availability - voice, email, web chat, fax, instant messaging or video – regardless of location, making the set up of collaborative conversations easy and efficient.

Among the newest "personal productivity" applications is *Inter-Tel's Personal Communicator* designed specifically for the new Inter-Tel 7000 SIP Softswitch. Users can easily manage voice and text communications and set up and view presence information on a desktop PC, Web portal, Web browser, e-mail client, PDA, or phone. Reach Me and Status boxes can be updated via any of the interfaces listed, or updated automatically according to routing rules, hot rules and event notifications -



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Microsoft Outlook Calendar integration enables automatic status updates according to meetings and other tasks defined in the calendar.

Cisco Unified Personal Communicator is a Graphical User Interface (GUI) for face-to-face communications that combines desktop applications, a telephone and the network to let employees search directories and "click to call" using voice and video. The Cisco Unified Presence Server collects user status information, such as the device a user is currently using (telephone, PC or video terminal for example), "aggregates" the presence information and publishes the information to Cisco IP phones, the Cisco Unified Personal Communicator and other applications such as **Microsoft** Live Communications Server (LCS).



TelecomTactics continues to expand its coverage of the latest productivity applications from basic PC-based call management to "presence collaboration portals" that add more advanced functionality such as Web and video conferencing, instant messaging and presence status. While applications from various vendors differ in level of functionality, the goal is to improve communication and customer satisfaction – for businesses both small and large.

Below is a sampling of the employee productivity applications currently on the market. Visit www.telecomtactics.com and the **TelecomTactics CTI/Productivity Module** for more solutions and full details.

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VENDOR:	Cisco Systems, Inc.	Inter-Tel, Inc.	Mitel Networks	NEC Unified Solutions	Siemens Communications Group
APPLICATION:	Cisco Unified Personal Communicator	Personal Communicator	Your Assistant	OpenWorX Communications Portal	HiPath OpenScope
COMPATIBILITY:	Cisco Unified CallManager 5.0(4); Cisco Unified Presence Server 1.0 (2); Cisco Unified MeetingPlace Express (for Web conferencing features); Cisco Unified Videoconferencing required for video conferencing	Inter-Tel 7000 SIP Softswitch	Mitel 3300 ICP (Version 5.0 or higher), SX-200 ICP (Version 3.0 or higher)	NEC NEAX 2400 IPX (and earlier NEAX 2400 systems), NEAX 2000 IPS (and earlier NEAX 2000 systems) and UNIVERGE SV7000	Siemens HiPath telephony systems

Visit TelecomTactics for more Productivity Applications, including **Alcatel** PIMphony, **Avaya** Phone Manager, **ESI** Visually Integrated Phone, **ConverTec** Visual Call Manager sold by **Nortel**, **Siemens** SimplyPhone, **Toshiba** NetPhone and more. Also new in TelecomTactics this month are **Avaya** S8400 Media Server, **Avaya** IP Office 3.2, **Cisco** IP Phone 7931G, **eOn** eNterprise 7000 IP Phones, **3Com** IP Messaging, **Avaya** Modular Messaging 3.0 and much more.

Enterprise Telephony News

IP Telephony Solutions

3Com and IBM Deliver All-in-One IP Telephony Solution

3Com Corporation and **IBM** announce the availability of System i IP Telephony, a complete IP telephony and business computing solution that combines 3Com's VCX IP Telephony software on the IBM System i platform (VCX was previously available on the IBM X Series server). The new solution targets mid-market businesses (100 to 2,000 users) that want a single system for all business applications - telephony applications and business computing. System i customers can add the 3Com telephony solution to their existing data system, saving money by eliminating the need for additional servers to get IP telephony functionality and benefits.



The IBM System i with built-in database software, storage, Internet connectivity and security can run several operating systems simultaneously - i5/OS, Windows, Linux and AIX 5L. Now, System i customers can also run 3Com's open-standards IP Telephony solution for unified messaging, audio conferencing, contact center functionality (available in 2007), mobility and other telephony applications. The current 3Com software available for IBM System i includes IP Telephony, IP Messaging, IP Conferencing and Presence, as well as 3Com hardware: 3101, 3102, 3103 and 3105 IP telephones, the Convergence Client softphone and various analog and digital gateways.

3Com and IBM first announced this solution in April 2006, and now, System i IP Telephony is being deployed by a number of businesses. 3Com's VCX (VCX V7000™ Voice Core eXchange) SIP-based platform for Linux servers targets medium to large enterprises that want an end-to-end SIP solution and total system survivability, including customers as small as 100 users and as large as 5,000. Since the user profile for System i is 100 to 2,000 users, VCX software is a perfect fit for the target audience, according to 3Com.

System i IP Telephony is available in pre-configured "Express" bundles of 100, 250, 500 and 1,000 users, including the software elements for IP telephony and IP Messaging along with the System i server. The appropriate hardware (phones and gateways) is added according to capacity needs. Express Editions come in single (starts at \$37,900) or double (starts at \$51,900) configurations – the double configuration includes a primary system and a backup system. Larger customers will need a customized quote from an IBM business partner. System i IP Telephony is only sold through authorized IBM System i Business Partners.

3Com Introduces New Wireless VoIP Telephone

3Com Corporation announces a new wireless Session Initiation Protocol (SIP)-based IP phone for mobile employees who use their phone extension while roaming a location or campus environment such as a warehouse, healthcare facility, school or retail business. The new 3Com 3108 Wireless Phone operates over an IEEE 802.11 b/g wireless LAN infrastructure, reliably and securely, complying with "the latest Wireless protected Access 2 (WPA2) protocol and advanced encryption," according to 3Com. As a SIP-based 802.11 Wi-Fi phone, the 3Com 3108 will work with any SIP-based IP-PBX and over any existing 802.11 wireless network.



The 3108 Wireless Phone is a flip phone with a color 1.8 inch display and four-way cursor for access to a phonebook, call logs and e-mail. Users can set ring tones, speed dials and other features using the phone or a Web browser management tool. The phone is easily added to a corporate wireless infrastructure using the recently-introduced 3Com Unified Gigabit Wireless PoE Switch 24 that connects and powers up to 24 IP wired or wireless devices. Web-based management also allows the PoE Switch to be part of a Managed Services offering. 3Com partners can offer an advanced level of service, support and customization, perform critical operating system upgrades on demand and upload new software during non-critical operation hours.

Currently available from 3Com channel partners and distributors, the 3108 Wireless Phone (\$415 USD) is compatible with 3Com's NBX and wireless networking solutions or any SIP-based IP PBX. 3Com VCX will support the new phone in early 2007.

Cisco Enhances Unified Communications for SMBs and Large Customers

Cisco Systems, Inc. announces enhancements to the Cisco Unified Communications suite of voice, data and video products for businesses of all sizes - small and mid-sized businesses (SMBs) and large or multi-site customers.

With a goal to increase employee productivity and communication for smaller businesses, Cisco announces the Cisco Unified CallConnector for CallManager Express. Two configurations are possible: (1) TAPI-compliant CallConnector Personal is installed on a Microsoft Windows workstation and used with a Cisco Unified IP Phone to enable PC-based call management, including click-to-dial from a Microsoft Outlook address book or other common business application; or (2) CallConnector Server, a server-based application, can be installed at a site, giving users call control from a PC plus presence information about other users, instant messaging services and rules-based automation based on the SIP protocol. Simple icons and colors show the location and availability of colleagues.

Also new for Cisco Unified CallManager Express is the Cisco Unified IP Phone 7931G (pictured), a new desktop IP telephone designed for retail or commercial office or manufacturing workers with moderate telephone usage. (Support by the larger Cisco Unified CallManager is planned for spring 2007.) Model 7931G is a 24-button IP phone that acts like a key system phone since users can assign the 24 buttons in several ways: as call features or to monitor the status of lines or as shared lines. XML is supported for text-based or audio-based applications viewed on the pixel-based display. CallManager Express customers can also take advantage of the Express Attendant Console (from **Arc Systems**), a software only client with call queuing, busy lamp fields, call recall and a configurable staff database.



Larger businesses with a CallManager system deployed, as well as smaller customers with a CallManager Express system, can take advantage of the Cisco Unified Operations Manager 2.0 and Unified Service Monitor 2.0 with additional tools for system management, as well as Cisco Unity Connection which is enhanced with doubled voice mailbox capacity and a voice-enabled directory handler and Cisco Unified MeetingPlace 5.4 which adds scalability, support for Lotus Notes 7.1 and enhanced instant messaging integration. CallManager customers can also take advantage of improved Cisco Unified Contact Center Enterprise and Hosted solutions and Unified Videoconferencing Manager, a new application for scheduling and controlling videoconferences via a Web browser and Microsoft Outlook calendar.

Epygi Announces Version 4.0 Software

Epygi Technologies, Inc. announces new software for its Quadro range of "all-in-one" IP PBXs designed for small and medium-sized organizations. Version 4.0, downloadable from the Epygi site by certified resellers and distributors, increases capacity to 66 extensions per site for the Quadro 4x and 16x platforms. Quadro 4x includes four analog station ports and 62 IP ports, while Quadro 16x (pictured) includes 16 analog station ports and 50 IP ports. The smaller Quadro 2x supports two analog station ports and 16 IP ports for a total of 18 stations. Previous capacities for the 2x, 4x and 16x were 8, 20 and 64 extensions respectively. Version 4.1 software, planned for first quarter 2007, will add more PBX and key system-like features.



Epygi also offers Quadro "i" versions that support ISDN BRI connectivity. The 16xi is equipped with three BRI connections for six simultaneous ISDN calls with external parties, while the 2xi and 4xi have one BRI connection for two simultaneous ISDN calls. The company is also introducing a 4-port ISDN BRI Gateway in addition to the E1/T1 gateway and FXO gateways already available.

Epygi cites the large number of IP telephones supported and variety of Internet Telephony Service Providers in over 40 countries as significant benefits for the Quadro IP PBX. Epygi Quadro systems are compatible with IP telephones from **Aastra**, **snom** (see related story) and **Grandstream Networks** (near future), as well as some support for **Cisco** and **Polycom** IP telephones. Epygi's Quadro Communications Manager (QCM) software telephone for the PC operates as a basic PC Phone or as a receptionist soft console with standard telephony features plus "presence watching" for local extensions and click-to-call from Microsoft Outlook.

Founded in 2000, Epygi Technologies, Ltd. a privately held U.S. company headquartered in Dallas, Texas, designs and manufactures the Quadro all-in-one IP PBXs, Voice over IP gateways and Conference Servers.

Vertical Announces the Vertical Comdial DX-120 Business Communications System

Vertical Communications announces the Vertical Comdial DX-120 Business Communications System for growing enterprises. Complementing Vertical's earlier DX-80 for small businesses (originally from **Comdial**), the new modular

DX-120 scales from eight to 80 digital stations, supports T1 and ISDN PRI trunking and 100 Direct Inward Dialing (DID) numbers that can be assigned as extensions, fax numbers, hotlines or alternate external numbers where employees can be reached. In addition, the system touts over 200 functions and features, including eight Meet-Me conference bridges that eliminate the need for a third party conference management system. An optional Modem Module enables remote administration, while an optional and customizable Automated Attendant Module easily directs incoming calls. A digital voice processing card for integrated voicemail, auto attendant and call recording handles up to 150 hours of message storage.



Growing businesses that currently deploy the DX-80 can migrate smoothly to the DX-120, retaining their DX-80 endpoints and circuit cards which are compatible with the new DX-120. In addition, new Edge 120 endpoints are available for both DX-80 and DX-120 customers. Ergonomically designed, the new telephone family includes the Edge 120 Executive Speakerphone with 30 programmable buttons, the Edge 120 2.4 GHz Cordless Speakerphone with six programmable buttons and the Edge 120 Direct Station Selection Console (64 buttons) for the attendant.

The DX-120 can be flexibly configured using T1 or ISDN PRI digital trunk modules, a 4-port CO Line Module, an 8- or 16-port Digital Station Module and a 4-port Analog Station Module. An expansion cabinet completes a full system with 40 trunks and 80 stations.

In 2005, Vertical Communications acquired Comdial Corporation, a well-established and leading manufacturer of digital and IP PBX phone systems since 1982. Vertical reported a 163% increase in net revenue for fiscal fourth quarter 2006 over net revenue for fourth quarter 2005, citing the acquisition of Comdial Corporation as the main reason.

Applications

Cisco Announces TelePresence

Cisco Systems, Inc. announces Cisco TelePresence, a new solution that combines video, audio and remote communication technologies over an IP network for a “face-to-face” experience. As the first TelePresence application announced by Cisco, TelePresence *Meeting* incorporates ultra high definition 1080p video and wideband spatial audio - innovative technologies that allow meeting participants to be located anywhere in the world, but see and hear others at the meeting as if they are actually present. TelePresence Meeting was designed not only as a complete system, but also around human-factors engineering so that the experience is as virtual as possible, according to Cisco.

Two models are available: Cisco TelePresence 1000 (\$79,000 USD list), a free-standing single-panel 65-inch plasma screen with lighting for small group meetings conducted in executive offices, hotel lobbies or medical offices and TelePresence 3000 (\$299,000 USD list), a three-panel plasma screen with lighting and a table that seats six people per side for meetings with over 12 people such as staff meetings or customer/partner collaborations (pictured). The TelePresence Manager application is used for scheduling and management, and the Cisco Unified IP Phone 7970 allows users to simply “touch” the screen to launch a call and view the agenda for the meeting.



Notable features include easy touch-of-a-button set up using a Cisco IP Phone, high definition video (a new technology from Cisco that is six times better than standard television and two times better than HDTV) and wideband full duplex spatial audio for voice “tracking” as participants move around the room. TelePresence has security features like that of a Cisco SIP telephone; however, TelePresence-specific media and signaling encryption is planned for an upcoming release in early 2007. Additional TelePresence applications specific to industries, such as healthcare, retail and entertainment, are forthcoming.

Both TelePresence Meeting 1000 and 3000 are expected to become available in December 2006. No monthly operating fee is required, and **Cisco Systems Capital** will offer flexible financing, such as traditional FMV and dollar-buyout leases, deferred payments, step up and step down payments, zero-percent financing, built-in technology refresh options, lease buyouts and other financing options. Cisco has also organized a go-to-market strategy called the Cisco TelePresence Advanced Technology Provider (ATP) Program that will assist partners in delivering a “high quality” experience to customers.

Esnatech Adds New SIP Integrations and Compatibility with Avaya IP Office

Esna Technologies Inc. (Esnatech) announces new SIP integrations to the company's Telephony Office-LinX unified communications platforms, adding interoperability via SIP to the following IP communications systems: **Iwatsu ECS**, **Teltronics 20-20**, **3Com NBX** and **Asterisk**, as well as the **Dialogic PMG** gateway that provides a SIP interface to legacy phone systems. SIP integration to **Nortel's CS1000** and **Avaya** Communication Manager is forthcoming. SIP reduces hardware costs, while adding high availability and resiliency and flexible remote site deployments. Expensive voice cards and PBX interface cards are not needed, and with SIP, the Telephony Office-LinX solution can be deployed anywhere on the local or wide area network and communicate with both the voice and data network, saving costs in multiple servers and interface hardware, according to Esnatech.

As a member of Avaya's DeveloperConnection Program, Esnatech also announces compliance with Avaya's IP Office 3.2, a converged voice and data communications platform for small and medium-sized businesses. Avaya customers can choose from the two current Esnatech platforms to access and manage voice mail, e-mail and fax messages from any SMTP, POP3, or MAPI compliant mail package, or via the Web: (1) Telephony Office-LinX Small Business Edition, a full-featured unified communications solution for smaller businesses (100 voice users and 25 UM licenses) or (2) Telephony Office-LinX (TOL) Enterprise Edition (20,000 voice users and 50 UM licenses), an advanced unified messaging platform with presence management and mobility. Both options support a 2-port, 250-name Speech Recognition technology for speech-enabled dialing and directory access (standard on the Enterprise Edition and optional on the Small Business Edition); customers can upgrade to 500 or 500+ name directories. The Small Business Edition will likely be the more popular choice for IP Office customers because of price and packaging.

NEC Launches UNIVERGE Assured Mobility

NEC Unified Solutions Inc. announces UNIVERGE Assured Mobility, a new mobility solution that uses NEC's wireless LAN architecture called Wireless Optimized Architecture (WOA). WOA is comprised of WLAN controller(s) and access points to enable a voice over wireless LAN solution for any size organization – small or mid-sized businesses or larger enterprises. New UNIVERGE WL controllers are available, including the UNIVERGE WL1700-MS for the Small and Mid-sized Business (SMB) market and remote locations (an access point and controller features combined in one); UNIVERGE WL5050 for UNIVERGE SV7000MPS customers; UNIVERGE WL5100-AP for centralized control in a network configuration; and UNIVERGE WL1500 (for indoor) and WL1600 Outdoor AP for campus environments in which users will roam inside and outside among buildings.

The new WL products target not only the SMB (with WL1700-MS), but can also provide a low-entry point for pilot WLAN installations with investment protection, scaling from an SMB solution (WL1700) to a Remote Office (WL5050) or an enterprise-size network (WL5100). The key is utilizing the installed equipment to scale the network – true Investment protection, notes NEC.



Additional components of UNIVERGE Assured Mobility include the UNIVERGE Wireless LAN Management System and NEC's UNIVERGE Terminal MH250, a VoIP wireless LAN IP handset with color LCD display and presence capability. NEC will offer a variety of voice phones (bar-type, flip-type, hands-free and softphones), as well as voice-enabled devices with advanced applications for location tracking, "Cell-Fi" roaming, unified messaging (between cellular and Wi-Fi) and intelligent call redirection.

The following products are expected to become available by the end of November 2006: UNIVERGE WL5050 MPS Controller; UNIVERGE WL5100 Controller; UNIVERGE WL1500 Access Point; UNIVERGE WL Management System; and UNIVERGE MH250 VoWLAN Phone. Additional products will follow in first quarter 2007: UNIVERGE WL1700-MS; UNIVERGE WL1600 Outdoor Access Point; Mobile Devices and RFID Solutions.

NEC's earlier WLAN products, the WL1200 Access Points and "3000" Wireless Controllers were a 2nd Generation WLAN architecture with advanced functionality such as centralized control for security and Quality of Service. The new "Assured Mobility" WLAN products represent a 3rd Generation Architecture specifically designed for voice and real-time applications with more specific needs for mobile devices, according to NEC.

Corporate Mergers and Partnerships

Aastra, AGN Networks and Epygi Collaborate for Small Business

IP telephone manufacturer, **Aastra**, is collaborating with VoIP carrier **AGN Networks** and IP PBX maker **Epygi** to offer a bundled solution for small businesses. The bundle will include Aastra IP phones which integrate with the Epygi Quadro IP PBX, while AGN Networks will provide VoIP phone service (certified with Epygi IP PBX) for small business customers. Benefits include direct dialing to/from extensions (no need for auto attendant or receptionists), automatic rerouting of calls to up to five alternate phones (such as a mobile phone), e-mail and text notification of voicemail and fax, domestic and international call savings via AGN competitive rates (multiple locations can aggregate call volumes for discounts, and calls among sites and to other AGN users are free). Additional benefits include GUI management of the Epygi IP PBX and Aastra SIP phones and custom telephony applications using Aastra XML API.

AGN will offer a free 14 day trial for customers that purchase the Aastra/Epygi bundle.

Cisco Agrees to Acquire Orative

Cisco announces an agreement to acquire California-based **Orative Corporation**, a developer of mobile software solutions. The transaction is expected to become final in the second quarter of Cisco's fiscal year 2007, and the Orative team and products will become part of Cisco's Voice Technology Group. Orative was founded in 2002 and employees 33 people.

The Orative acquisition enables Cisco to extend its Unified Communications portfolio to mobile devices via the Orative Enterprise Software application that lets mobile phone users access Cisco Unified CallManager features for call control, Cisco MeetingPlace for conferencing and collaboration and Cisco Unity for messaging – all from a cell phone, smartphone or other mobile device. The Orative client software is currently supported on **Nokia** and **Panasonic** phones running Symbian OS, as well as **BlackBerry** devices. And, in the near future, Orative will support handsets that run the BREW operating environment - **Audiovox**, **LG**, **Motorola** and **Samsung** handsets.

The Orative acquisition will enable Cisco to broaden its range of mobile devices to customers who want full business features and functionality on a mobile handset of their own choice. Currently, Cisco IP Communications software can be loaded on a Nokia Eseries smartphone so that mobile employees with a Nokia phone can access Cisco's array of telephony features and applications available with Cisco CallManager and CallManager Express software.

Mitel and Microsoft Demonstrate Unified Communications

Mitel and **Microsoft** announce an agreement to showcase Mitel IP communications solutions at Microsoft Technology Centers throughout the world. Prospective customers and channel partners who visit a Microsoft Technology Center will be able to see demonstrations of Mitel's latest products running on Microsoft technology, including the Mitel 3300 ICP Communications Platform, Mitel Live Business Gateway, Mitel Navigator and the Mitel 5340 and 5224 IP Phones.

Earlier in 2006, Mitel announced the general availability of the Mitel 3300 Live Business Gateway, a software application based on SIP, XML and CSTA standards that integrates the Mitel 3300 ICP with Microsoft Office Live Communications Server and the Microsoft Office Communicator. The solution provides users with secure, real-time telephony, presence and collaboration features on a desktop PC. Mitel has conducted several pilot implementations of the Live Business Gateway solution with partners and customers in the U.K., Europe and North America. Actual customer deployments are now in place, including the **Bermuda Telephony Company Ltd.** that has deployed the Mitel Live Business Gateway to bring unified communications to their employees.

Polycom and Digium Partner for SMB Telephony Solution

Polycom, Inc. and **Digium Inc.** announce a multi-year agreement to develop and market Polycom's family of SIP desktop and conference phones with **Digium's** Asterisk Business Edition open source PBX for small and mid-sized businesses. Per the agreement, Polycom will be the preferred VoIP phone provider for Digium solutions, and Polycom phones will be the only VoIP phone sold with Digium's recently announced Asterisk Appliance Developer Kit. Further, Polycom and Digium will jointly market and sell the combined solution through common channels. In addition, Digium will modify the Asterisk graphic user interface (GUI), Asterisk Business Edition application and Asterisk OS to tightly integrate with Polycom SIP-based phones, according to the companies. This development will make provisioning simpler, as well as support the advanced functionality such as XML browsing and Polycom High Definition Voice.



Polycom's current family of SIP-based phones includes the SoundPoint IP 650 with HD Voice (pictured), SoundPoint IP

601, SoundPoint IP 501, SoundPoint IP 430, SoundPoint IP 301 and Sound Station IP 4000 conference phone.

Designed for small- and medium-sized businesses, Asterisk Business Edition software on CD-ROM, a commercially licensed version of Asterisk, provides the features and functionality of a PBX or VoIP system running on a Linux operating system. This solution combines with Digium hardware and a common PC for PBX functionality, VoIP, voicemail, conferencing and more (TDM and VoIP can be used simultaneously). Asterisk Business Edition is a professional grade version that has been tested for reliability and performance and offers technical support, free upgrades and support for third party products.

snom Partners with 4Snewcom, Epygi, Microsoft and Pingtel

Founded in 1996, German telephony provider **snom technology AG** manufactures SIP-based VoIP telephones for small and medium-sized enterprises, home offices, and for Internet Service Providers, carriers, and OEM customers. The SIP standard ensures compatibility with other manufacturer SIP-based solutions. Several SIP telephones are available, including the snom 300, a basic model for small offices, call centers, lobbies, recreation areas or the home, the snom 320 full duplex speakerphone designed for general office workers, and the snom 360 (pictured) that maximizes productivity with dedicated keys for audio and call control and context-sensitive menus.



Recently opening a new U.S. office in North Andover, Massachusetts, snom continues to address high interest in snom SIP-based VoIP phones by American vendors including **Epygi, Broadsoft, Digium, Sylantro, Pandora Networks and Pingtel**, as well as build market presence worldwide, recently partnering with Berlin-based **4S newcom GmbH** and initiating a joint venture in India (**snom India**) among other endeavors. Below are several newly announced partnerships with snom technologies.

snom and **Epygi Technologies** announce the interoperability of the snom 300, 320 and 360 SIP telephones with Epygi's Quadro IP PBX. While the snom phones were previously available, the phones are now formally tested and certified to work with Quadro IP PBX. See related story on Epygi Quadro Version 4.0 software.

snom also announces interoperability between snom phones and "blue4S," touted as the "world's smallest IP PBX" by Berlin-based manufacturer **4S newcom GmbH**, a spin-off of snom. *Targeting small businesses with up to 100 users and Mac users, the new blue4S entry level system is a complete IP PBX on an iPod Shuffle with room left over for four full hours of music, according to 4S newcom. A blue4S package that supports up to 250 users, 30 simultaneous calls and five snom 300 VoIP phones is priced at 2,999.00 Euro. The blue4S (formerly iBlue) is based on the company's 4S IP PBX, a software-based and SIP-based PBX that runs on a Mac mini and uses the SIP standard for VoIP communications.*



At VON Europe, snom and **Microsoft** demonstrated the compatibility of the snom SIP telephones with Microsoft Exchange Server 2007. The integration enables users to hear e-mails, journal and calendar entries and contact data over the telephone using text-to-speech technology, and speech recognition allows users to speak commands into the phone.

Pingtel Corporation and snom have pre-packaged Pingtel's SIPxchange ECS SIP IP PBX and the full line of snom's SIP phones in a "best-of-breed solution" that costs 50% less than other VoIP systems, according to Pingtel. Certified and fully supported, the open source Linux-based solution is easy to install and manage from the SIPxchange ECS graphical management system. SIPxchange ECS comes in three models: SIPxchange ECS 50, SIPxchange ECS 250, and SIPxchange ECS 1000 (pictured).



Vertical Communications Acquires Vodavi

Vertical Communications announces it will acquire **Vodavi Technology, Inc.**, a well-established and leading vendor of traditional phone systems since 1983 and IP systems since 2002. The transaction (in which Vertical will acquire the outstanding common stock of Vodavi for \$31.2 million) is expected to become final by the end of 2006 and is the company's third major acquisition in the past two years. In September 2004, Artisoft, Inc. of Cambridge, MA acquired IP PBX provider Vertical Networks, Inc. based in Sunnyvale, CA, changing its company name to Vertical Communications, Inc. and company website to www.vertical.com. In September 2005, Vertical Communications announced the acquisition of Comdial Corporation, a leading manufacturer of digital and IP PBX phone systems since 1982. These mergers and acquisitions have made Vertical Communications a significant competitor in the IP-PBX market.

The Vodavi acquisition will further accelerate Vertical's goal to become a "world-class telephony organization," delivering solutions for small and medium businesses as well as larger, distributed enterprises. Vodavi adds a range of traditional and next-generation business telephony solutions primarily the SMB market and an authorized dealer base of over four hundred and fifty.

Following the mergers and acquisitions over the past two years, Vertical's current product line includes the DX-120 (see related story), FX II and MP5000 (formerly of Comdial), the InstantOffice (formerly by Vertical Networks) and TeleVantage (formerly by Artisoft). The company will now seek to blend in the Vodavi product line that includes STARPLUS, XTS-IP and TeleniumIP platforms.

Vodavi Technology, Inc. is the holding company of Vodavi Communications, Inc.

For questions, feedback and product information, contact sgustavsen@accessintel.com.



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