

Voice over Wireless Broadband: Optimizing Returns on Infrastructure Investments

The Opportunity

Many service providers are pursuing wireless broadband opportunities. Wireless broadband allows these service providers to bypass the local loop and/or reach customers whose physical locations make Landline connectivity impractical. In addition to using broadband wireless to deliver data services to customers, however, service providers are now seeking to add to their revenue streams and improve their competitive value proposition by bundling voice services over these same connections. In some cases, such as local "call shops," voice may even be the primary application for a wireless broadband deployment. VoIP-over-wireless is therefore an important component of any service provider's total wireless broadband service portfolio.

The Technical Challenge

To deliver voice services over wireless broadband, service providers must address several issues:

Reliability and Quality

Service providers have to have confidence in the reliability and quality of VoIP calls over their wireless infrastructure – especially during periods of peak data utilization or when wireless connections are performing at less than optimal levels. Poor voice performance will hurt revenue and customer acceptance.

Integration

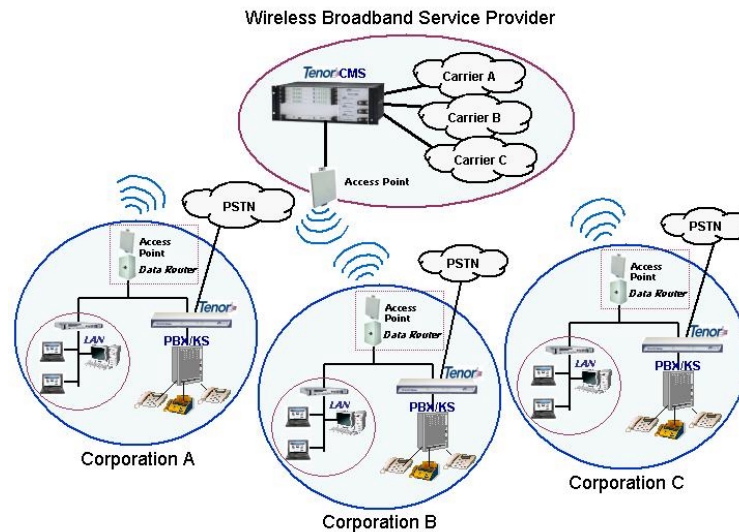
The VoIP platform a service provider deploys to deliver voice services over broadband wireless must integrate easily with customers' existing PBX equipment and voice architectures. If VoIP creates installation and management hassles on the customer premises, it will be too expensive for the service provider to deploy and too much bother for customer to accept.

Minimized R&D costs

Voice-over-broadband-wireless won't be profitable if it requires the service provider to make extensive investments in engineering, testing and deployment. Such investments will reduce the service provider's ROI and unacceptably delay time-to-revenue.

Quintum's Tenor Solution

Quintum offers service providers the industry's most practical, effective solution for implementing VoIP in wireless broadband environments. Quintum's adaptable, highly reliable Tenor switching platform allows service providers to add voice to their wireless broadband links without making extensive investments in development and integration. The Quintum solution integrates easily with leading broadband hardware products, as well as with customer premises equipment. The result is data/voice wireless broadband networking that's easy to install and easy to operate.



Quantum Tenor switches support all core call management functions and provide a RADIUS interface to assure accurate call accounting and billing. The Quantum platform also integrates with third-party H.323 and SIP hardware, allowing service providers to fully leverage their technology investments and avoid vendor lock-in.

Quantum Tenor's unique MultiPath switch design makes it the easiest VoIP solution to deploy at the POP or the premise, making them ideal for deploying new VoIP services to customers yet be transparent to their existing network infrastructure. Simplified management ensures low long-term cost of ownership and easy remote configuration.

Conclusion

Broadband wireless networks deliver greater revenue and profits with VoIP. Quantum provides this critical capability with the greatest functionality and lowest market entry costs available today.

About Quantum Technologies

Quantum specializes in voice-over-IP technologies that bring reliability and voice clarity of public telephone networks to Internet telephony. Its Tenor VoIP MultiPath switch product lines are designed to help businesses of all sizes achieve a risk free migration to a converged network. Quantum's Tenor product line offers a wide range of unique features that differentiate it from other VoIP solutions. These features include real time PSTN failover that eliminates risk from poor IP Quality of Service, MultiPath call routing allowing easy installation into existing data and telecom environments, and transparent communication across NAT (network address translation) firewalls. Quantum Technologies sells its MultiPath switches worldwide through its direct sales force and a network of resellers and distributors. For more information call 1-877-SPEAK IP (1-877-773-2547), 732-460-9000 outside the US, or visit www.quantum.com.

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