



# **IPX CONSULTING PORTFOLIO**

THE INS AND OUTS OF IP MIGRATION  
FOR SERVICE PROVIDERS

**THE SOLUTION TO YOUR IP CHALLENGE**

The time has come to  
define your IP strategy....

## THE CHALLENGES

- How can you profit from the Industry evolution to IPX?
- How to fast track your IP migration strategy.
- Will your IP strategy meet your customers' needs?
- How to lead the new IP ecosystem and differentiate your services

# THE FUTURE IS IP

Are you ready?

## THE WAY FORWARD

- ⊕ The whole industry is starting to migrate to IP, but: **what is the best strategy?**
- ⊕ There is much confusion about IPX, what it can offer and how you can use it to differentiate yourself?
- ⊕ The first movers offering high quality IP services will be in a position to **influence a new age of telecom.**
- ⊕ The migration path to IP and IPX is filled with challenges and unknowns, **so accurate knowledge is the key.**





**3 LEVELS OF SUPPORT  
TO COVER ALL YOUR NEEDS**

# IPX CONSULTING PORTFOLIO

## FROM START TO FINISH

We can support you with training and knowledge from the start of your IPX evolution process to its successful implementation. You can pick and choose what suits your needs.

### 01. TRAINING WORKSHOP

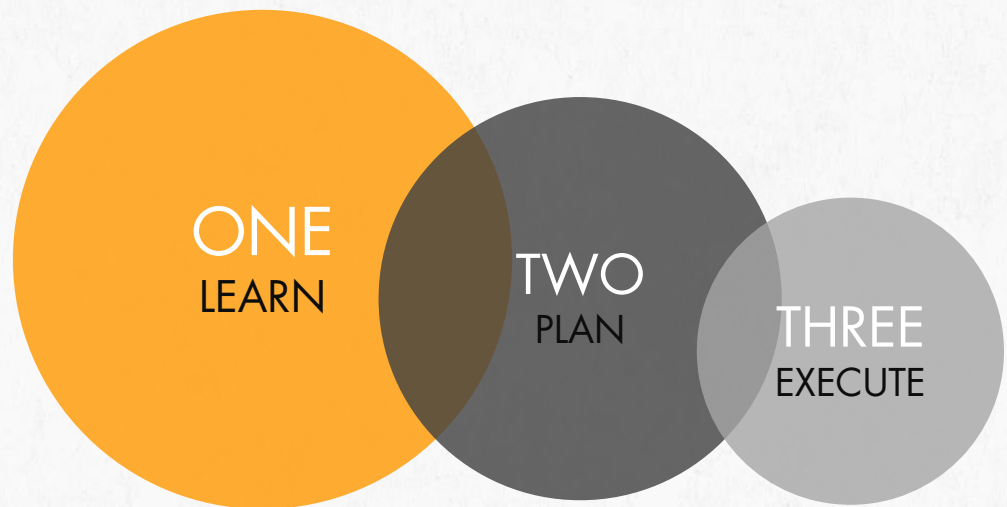
2-3 day flexible training sessions covering the main issues relating to IP evolution and IPX

### 02. STRATEGIC ENGAGEMENT

Strategic engagement to help you define your IPX migration strategy.

### 03. SUBJECT MATTER EXPERT (SME)

IPX subject matter experts working with you to help deliver specific projects and deliverables.



# IPX CONSULTING PORTFOLIO

## WHO IT IS FOR



### 01. TRAINING WORKSHOP

Mobile/Fixed operators, OTTs, ASPs, ISPs and cablecos wanting to kick start their understanding of IPX, rapidly and at low cost.

### 02. STRATEGIC WORKSHOP

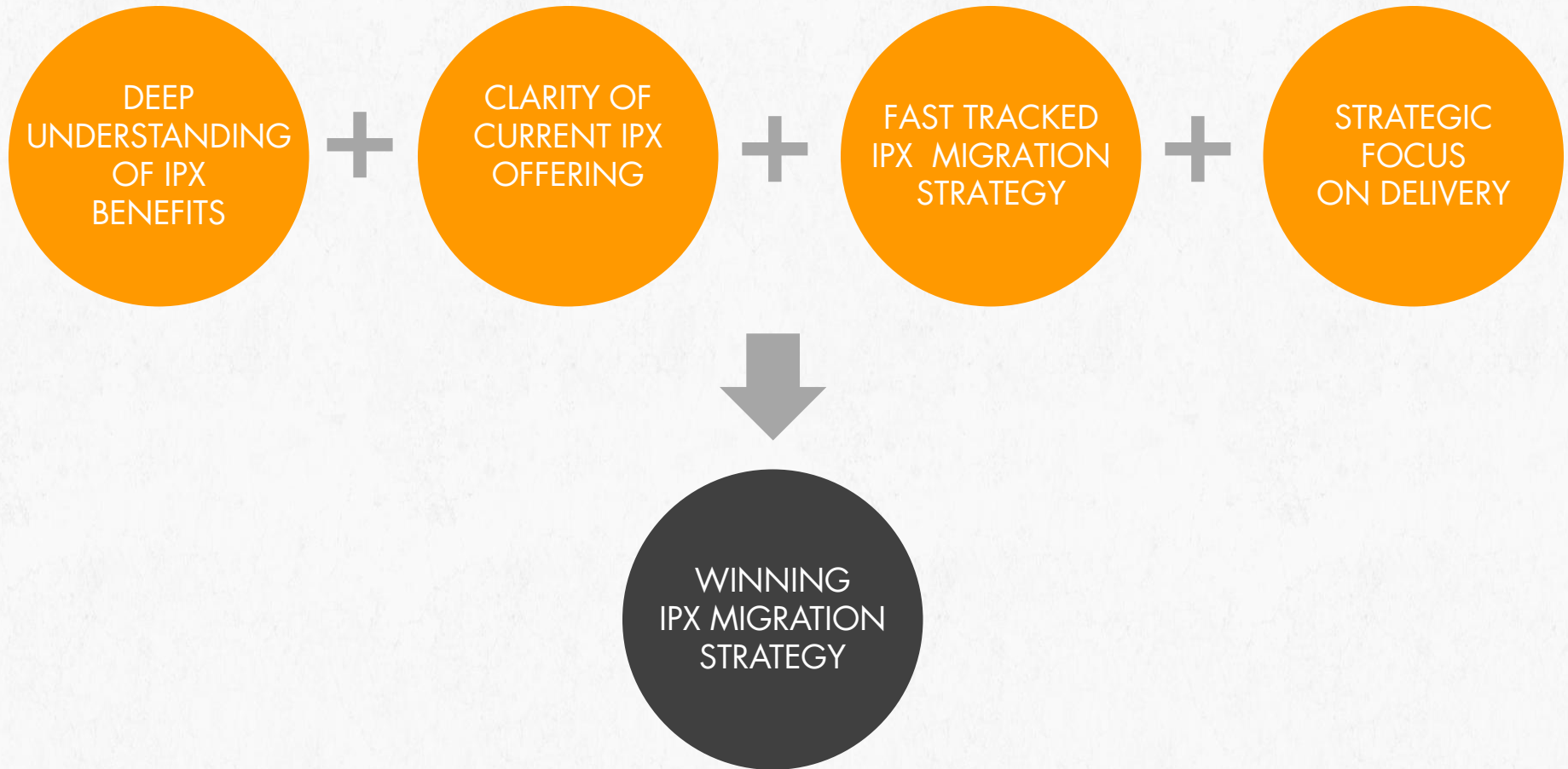
Service providers needing help to rapidly define a tailored IPX migration strategy based on their current traffic patterns, interconnections, customers, objectives and capabilities.

### 03. SUBJECT MATTER EXPERT

Service providers looking for high quality expertise to help implement their IPX migration strategy, minimizing the risk of failure and cost, while ensuring rapid delivery.

# IPX CONSULTING PORTFOLIO

## WHAT IS IN IT FOR YOU

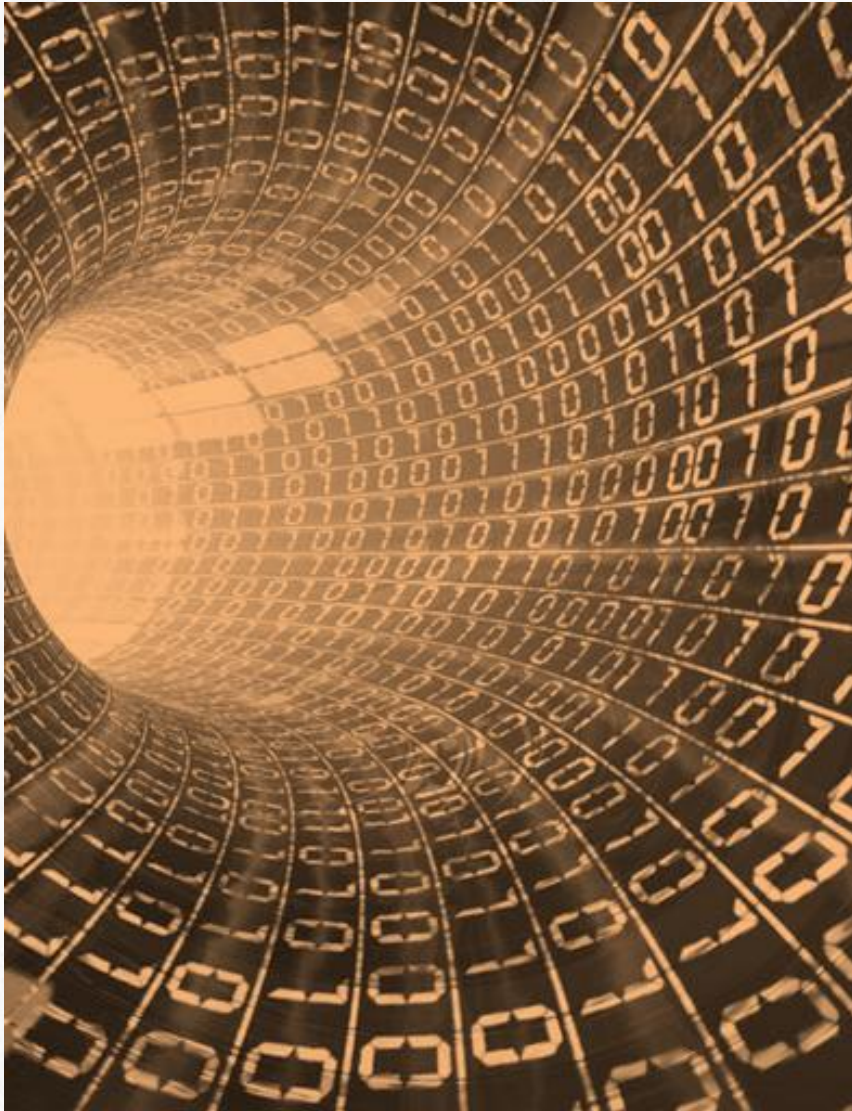


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TRAINING  
WORKSHOP

**FLEXIBLE TRAINING TO  
MEET YOUR NEEDS**





# TRAINING WORKSHOP

## FLEXIBLE MODULES

1

BASIC CONCEPTS

2

IPX SERVICES

3

TECHNICAL ASPECTS

4

COMMERCIAL ASPECTS

5

IPX PROVIDERS AND THEIR OFFERINGS



# TRAINING WORKSHOP THE BASICS

1.1 The International interconnect environment

1.2 The evolution of all services to IP

1.3 The i3Forum

1.4 IPX and the GSMA

1.5 IPX Components

1.6 IPX Trends, drivers, inhibitors and challenges

1.7 IPX evolution – Past, Present and Future

1.8 What needs to happen for IPX to gain momentum

1.9 Competitive Options to IPX

2.0 How service providers can use and benefit from IPX

# TRAINING WORKSHOP THE IPX SERVICES

2.1

IPX Voice Services:

VoIP vs VoIPX, VoLTE, HD Voice, benefits IPX can bring to your voice offering.

2.2

IPX Data services:

Data services offered and their evolution, how MNO's needs will change, benefits IPX brings to your data offering.

2.3

IPX services evolution:

RCS, VoIPX, the importance of IP based services

# TRAINING WORKSHOP

## TECHNICAL & COMMERCIAL ASPECTS

3.1 Interconnection Options

3.2 Connectivity models

3.3 Features

3.4 Fraud

4.1 Pricing

4.2 Interconnection agreements and how they will evolve

4.3 New Services – pricing implications for carriers

4.4 Hubbing

# TRAINING WORKSHOP THE PROVIDERS

5.1 Who are the main IPX providers

5.2 Who is doing what with what strategy

5.3 Mobile data providers

5.4 How do providers see the IPX concept

5.5 Evolution of the IPX ecosystem

5.6 Possible IPX migration strategies

# TRAINING WORKSHOP

## WHAT IS IN IT FOR YOU

FLEXIBLE AND TAILORED

LOOKS AT ALL KEY ANGLES OF IPX

CLEAR IPX DEFINITION AND FLAVOURS

BASED ON REAL LIFE EXPERTISE

INCLUDES OUR LATEST REPORT

DELIVERED BY INDUSTRY EXPERTS



Complete understanding of the IPX ecosystem in 2-3 days.



Appreciation of the **business impacts** and **opportunities** of IPX.



**Insight** into what IPX **providers** are offering and how their services will evolve.



First step in becoming **fully IP compliant**.



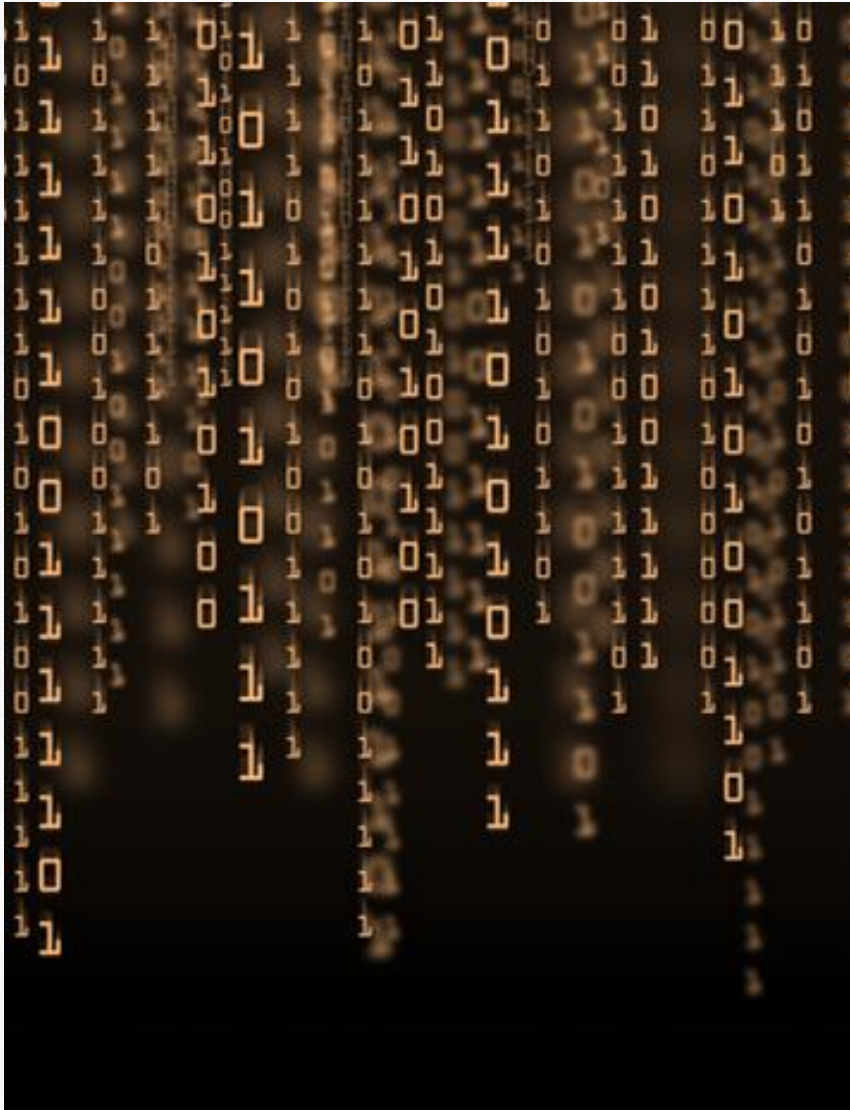
Tailored to your needs so you get **100% targeted result**.



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STRATEGIC  
ENGAGEMENT

**INTERACTIVE TEAM WORK  
FOR YOUR TAILORED  
IPX MIGRATION STRATEGY**



# STRATEGIC ENGAGEMENT TAILORED STRATEGY

1

IPX BASIC CONCEPTS (Recap)

2

POSSIBLE MIGRATION STRATEGIES

3

WHO IS OFFERING WHAT AND WHY

4

YOUR OPTIMUM IPX MIGRATION  
STRATEGY

5

YOUR IPX MIGRATION STRATEGIC  
DEPLOYMENT PLAN

# STRATEGIC WORKSHOP OUTLINE

Our strategic workshop will help you define the best IPX migration strategy to differentiate yourself and take advantage of positioning in this new ecosystem.

## 1 THE BASICS (Recap)

A quick recap of the basics of IPX, looking at the trends, the evolution, the services and what providers are offering.

## 3 WHO IS DOING WHAT AND WHY

We will help you understand how to interconnection with IPX, what to look for, what is negotiable and how to get the most out of your negotiation.

## 5 YOUR IPX DEPLOYMENT PLAN

We will provide you with a detailed migration plan to help you move successfully to the next phase of your IP evolution.

## 2 POSSIBLE IPX STRATEGIES

A discussion of the possible IPX migration strategies and positioning applicable.

## 4 YOUR TAILORED IPX STRATEGY

Our experts will work in cooperation with your team to define the best IPX migration strategy based on your current status, objectives and capabilities.

# STRATEGIC WORKSHOP

## WHAT IS IN IT FOR YOU

FLEXIBLE AND TAILORED

INTERACTIVE WORKSHOP

BASED ON YOUR NEEDS, OBJECTIVES

BASED ON REAL LIFE EXPERTISE

INCLUDES OUR LATEST REPORT

DELIVERED BY INDUSTRY EXPERTS



Rapid development of a **targeted** IPX migration strategy.



Minimizes the risk of developing an IPX migration strategy that does not suit your needs.



Provides you with a clear and **detailed** IPX migration plan to be implemented by your team.



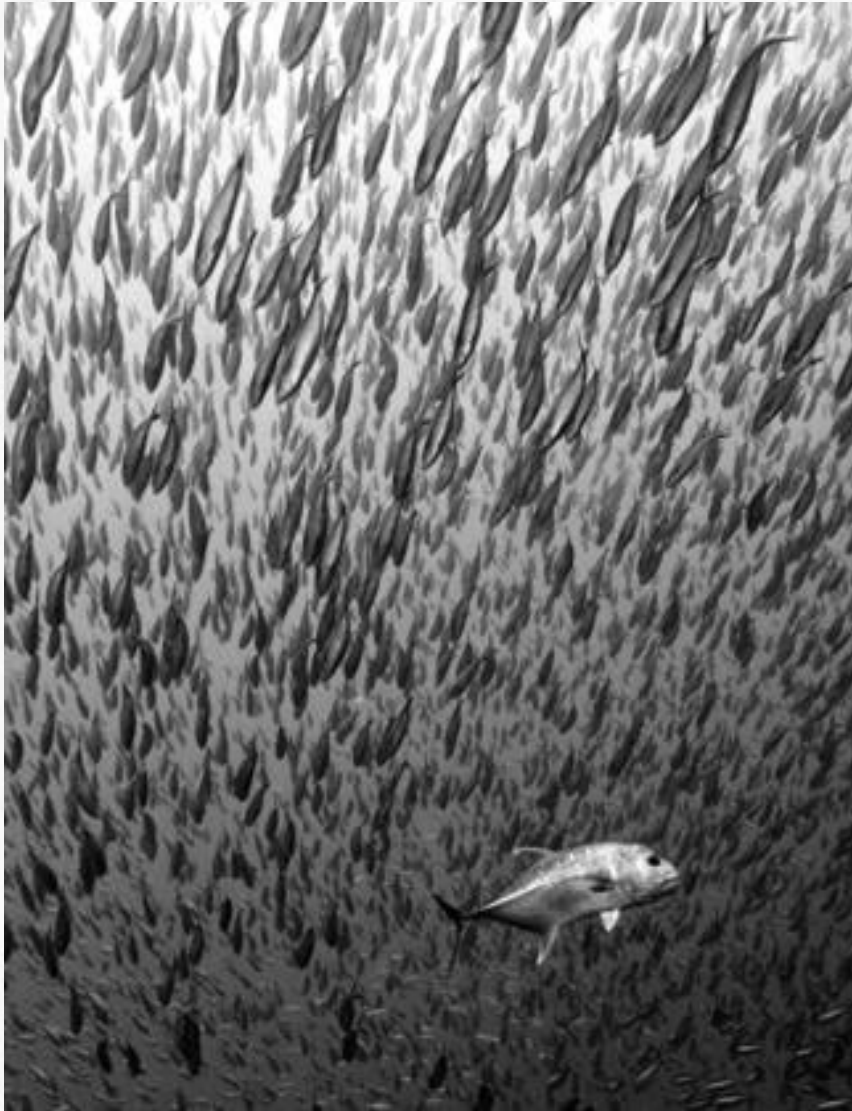
Gives you a **clear understanding** of what needs to be achieved and how.

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SUBJECT  
MATTER  
EXPERTS

**REAL LIFE EXPERTISE  
FOR CONCRETE RESULTS**





# SME

## DEDICATED EXPERTS

1

COMMERCIAL SUPPORT

2

TECHNICAL SUPPORT

# SUBJECT MATTER EXPERTS EXAMPLES

Our subject matter experts can work directly with you to help on specific projects and deliverables. The consultant would work onsite with you (if necessary) to help you solve real life IPX issues. Examples of project with can help you successfully achieve include:

## 1 COMMERCIAL

- IPX Business cases
- Support IPX migration
- New IPX service migration
- New feature introduction
- General commercial support

## 2 TECHNICAL

- Support IPX migration
- New service migration
- New interconnection support
- New feature introduction
- Technical issues resolution

# SUBJECT MATTER EXPERTS

## WHAT IS IN IT FOR YOU

FLEXIBLE AND TAILORED

DELIVERED BY INDUSTRY EXPERTS

COST EFFECTIVE

PROVIDES KNOWLEDGE TRANSFER

ON-SITE AND/OR OFF-SITE SUPPORT



Rapid, cost effective support which ensures each project's success.



Gives you access to **as-needed** wholesale expertise at a fraction of the price.



Ensures **knowledge transfer** to your team for long term benefits.



Achieve success with **minimal overhead**.



# HOT TELECOM'S IPX CONSULTING PORTFOLIO

**THE SPECIALISED SUPPORT YOU NEED  
TO ENSURE THE SUCCESS OF YOUR  
IPX STRATEGY**

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HOT TELECOM

**THE TEAM MAKING  
IT HAPPEN**





## **HOT TELECOM WAS ESTABLISHED IN 2003**

### **NO. OF STAFF**

INCLUDING ASSOCIATES: 40

### **LOCATIONS**

MONTREAL, LONDON

### **CUSTOMERS SERVED**

200+ Tier-1, Tier-2 operators

# HOT TELECOM OUR SERVICES



## 01. REPORTS

- IPX Market Analysis
- Telecom Consulting report
- Mobile Termination Rates
- World Telecom statistics



## 02. ANALYSIS

- Bespoke market analysis
- Telecom OSS, BSS market study
- Market entry strategy
- Competitor analysis
- White papers
- C-Level executive survey



## 03. ADVISORY

- Wholesale
- Local network evolution
- FTTx strategy & implementation
- Subsea cables



## 04. PEOPLE

- Flexible support models
- Subject Matter Experts
- Interim managers
- Managed services teams
- C-Level appointments

# THE TEAM MAKING IT HAPPEN

ISABELLE PARADIS



**President**

Isabelle is a telecom expert with close to 20 years experience delivering research and consulting projects on all continents.

STEVE HEAP



**IP Guru**

Steve is a senior telecom executive with 30+ years experience leading companies from small technology start-ups to global service providers and covering Internet based technologies, VoIP, IP services and networks.

# TESTIMONIAL OUR CUSTOMERS' OPINION

HOT TELECOM has served 200+ Tier-1 and Tier-2 operators all over the world in the last 10 years and we pride ourself to have succeeded in exceeding our customers' expectations in each and every consulting and research projects we have delivered. Here are some examples of what our customers have to say...



amdocs

'HOT TELECOM has truly over exceeded our expectations in delivering the project and I give you, your colleagues and your company a 10 of 10 grade!'

'Working with HOT TELECOM is for me the guarantee to have a constant focus on our needs and to receive quality input. They allow us to challenge the output and enrich the analysis performed through value added comments.'





# CONTACT INFORMATION

If you want to find out more about our IPX Consulting portfolio or any other IPX related inquiries, please contact us at:



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HOT TELECOM

**THE IPX EXPERT**