



IPX CONSULTING PORTFOLIO

THE INS AND OUTS OF IP MIGRATION
FOR IPX 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 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

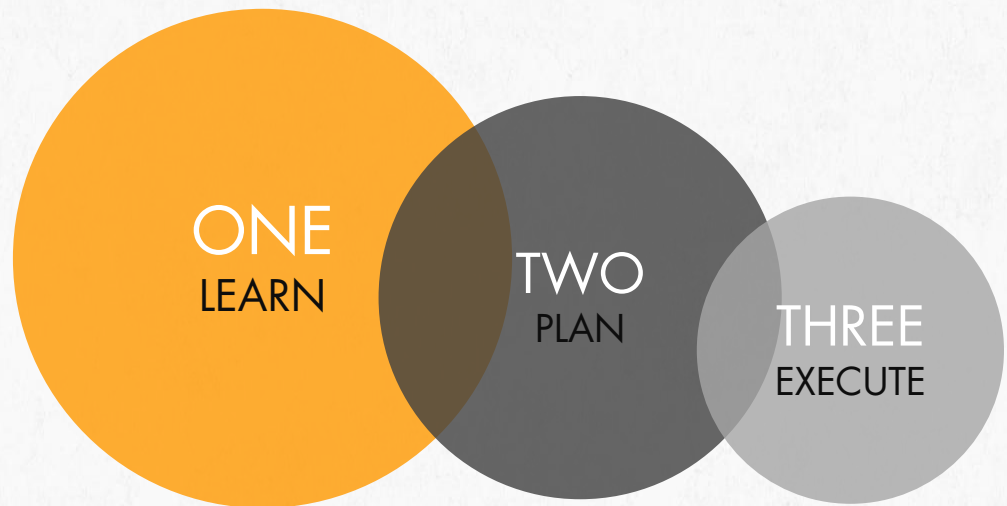
2-3 day flexible training sessions covering the main issues relating to IP evolution and IPX

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

TIER-1/TIER-2
WHOLESALE

EQUIPMENT
VENDORS

GOVERNMENTS

MOBILE DATA
PROVIDERS

SOFTWARE
PROVIDERS

CONSULTANTS

01. TRAINING WORKSHOP

Wholesale carriers, equipment vendors, software providers, governments or consulting firms wanting to kick start their understanding of IPX, rapidly and at low cost.

02. STRATEGIC WORKSHOP

Potential IPX providers wanting to rapidly define a tailored IPX strategy based on their current traffic patterns, customers, objectives and capabilities.

03. SUBJECT MATTER EXPERT

IPX Providers looking for high quality expertise to help implement real life IPX projects, minimizing the risk of failure and cost, while ensuring rapid delivery.

IPX CONSULTING PORTFOLIO

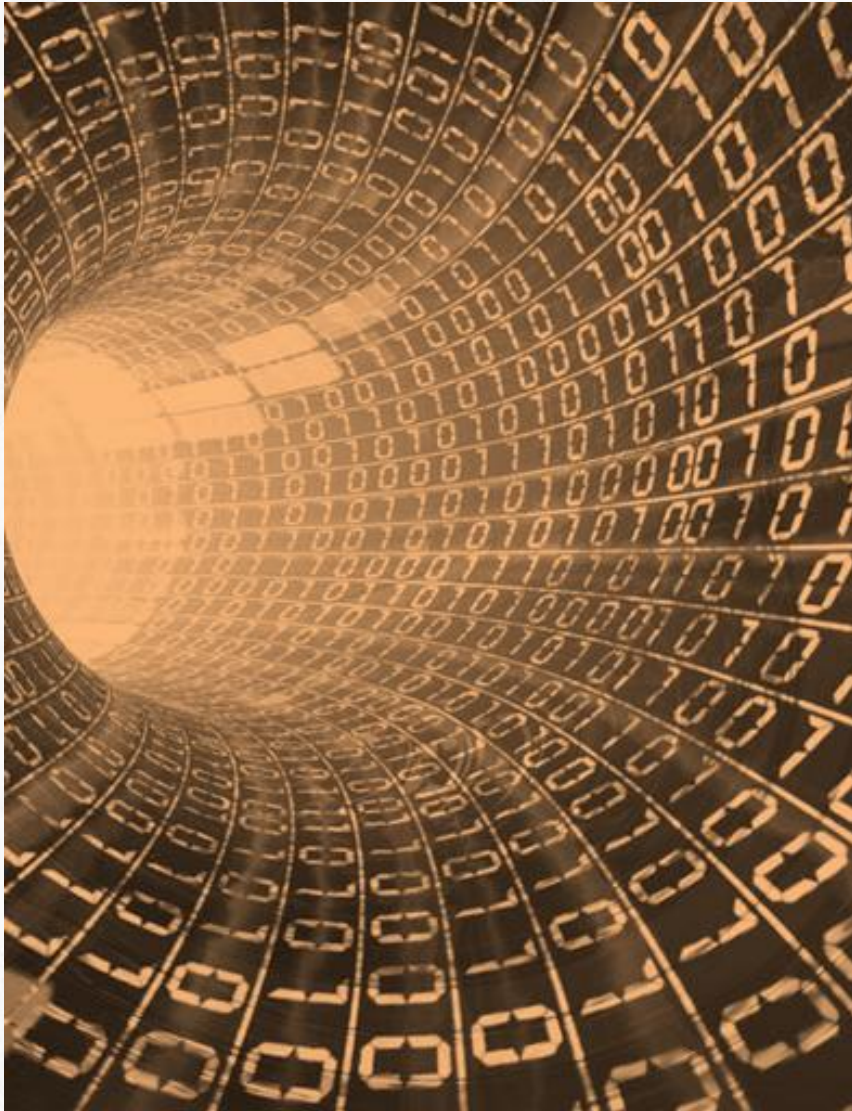
WHAT IS IN IT FOR YOU



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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

TRAINING WORKSHOP THE IPX SERVICES

2.1

IPX Voice Services:

VoIP vs VoIPX, VoLTE, HD Voice, needs of OTT players

2.2

IPX Data services:

Data services offered and their evolution, how MNO's needs will change, what will be the impact on providers

2.3

IPX services evolution:

RCS, VoIPX, the importance of LTE

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 What are IPX customers looking for

5.4 Mobile data providers

5.5 How do providers see the IPX concept

5.6 Evolution of the IPX ecosystem

5.7 Possible IPX strategies for new entrants

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 WHOLESALE EXPERTS



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



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



Insight into what IPX **customers** are looking for and how their requirements will evolve.



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

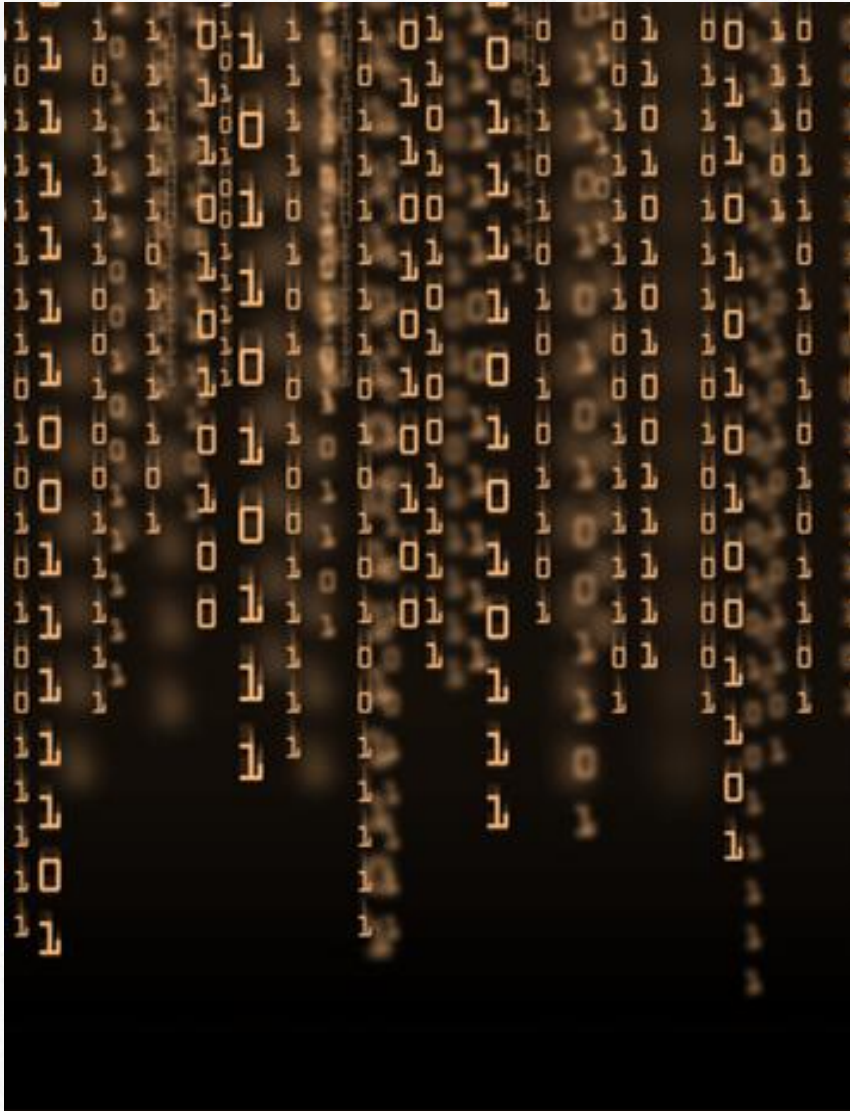


Tailored to your needs so you get **100% targeted result**.

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STRATEGIC
ENGAGEMENT

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



STRATEGIC ENGAGEMENT TAILORED STRATEGY

1

IPX BASIC CONCEPTS (Recap)

2

POSSIBLE STRATEGIES AND POSITIONING

3

YOUR OPTIMUM IPX STRATEGY

4

YOUR IPX STRATEGIC DEPLOYMENT PLAN

STRATEGIC WORKSHOP **OUTLINE**

Our strategic workshop will help you define the best IPX strategy and positioning to differentiate yourself and take advantage of your strengths 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 other providers are offering.

2 POSSIBLE IPX STRATEGIES

A discussion of the possible IPX deployment strategies and positioning applicable

3 YOUR TAILORED IPX STRATEGY

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

4 YOUR IPX DEPLOYMENT PLAN

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

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 WHOLESALE EXPERTS



Rapid development of a **targeted IPX strategy** and **positioning**.



Minimizes the risk of developing an IPX strategy that does not suit you or your customers' needs.



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

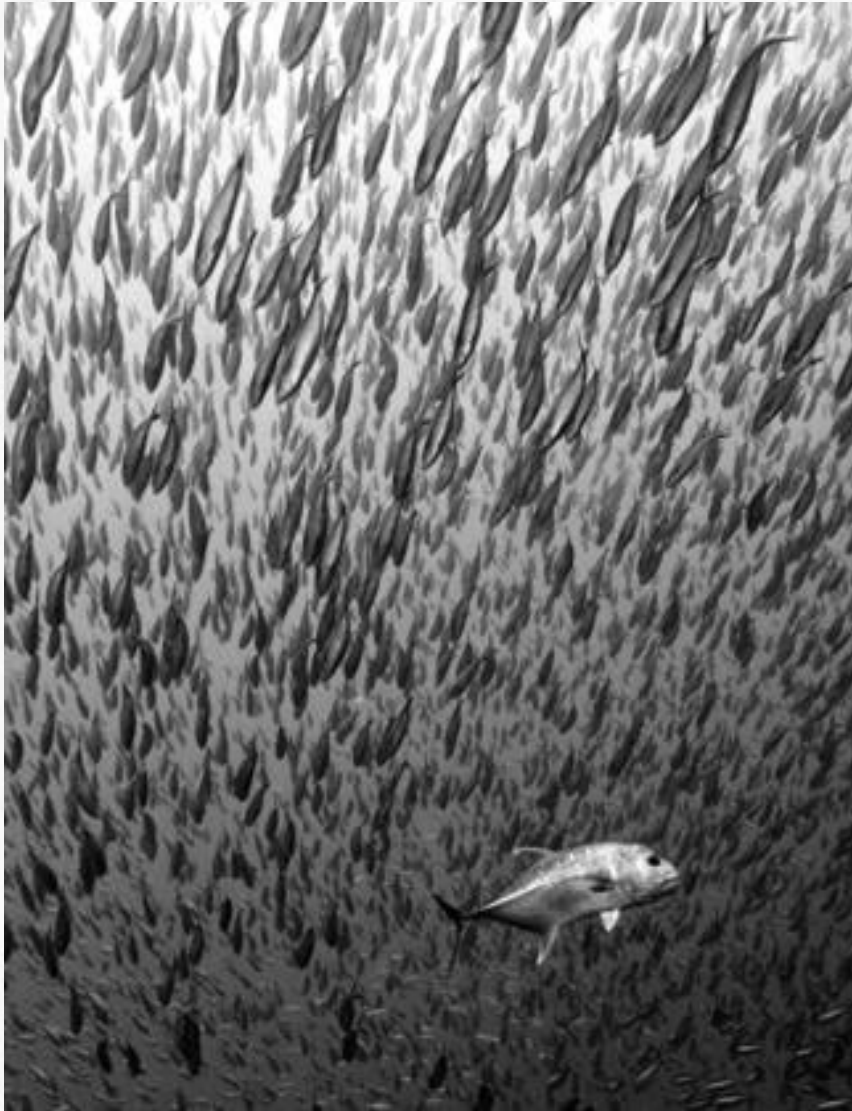


Gives you a **clear understanding** of what needs to be achieved and how.

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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 launch
- New IPX service launch
- New IPX feature launch
- General commercial support

2 TECHNICAL

- Support IPX launch
- New IPX service launch
- New Interconnection support
- New feature launch
- Technical issues resolution

SUBJECT MATTER EXPERTS

WHAT IS IN IT FOR YOU

FLEXIBLE AND TAILORED

DELIVERED BY WHOLESALE 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...



amddocs

'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