

Panel Discussion:

Preparing for a Converged World

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What is FMC?

- “FMC” seems to be used in a very broad sense by most in the marketing community
- Fixed Mobile Convergence or FMC is generally accepted to imply the convergence of Internet and Mobile applications (video, voice, or data)
- From users to service providers to infrastructure OEMs to silicon providers the definition and impact of FMC requirements changes

Minds in Motion

FMC Impact

- Users
 - Ubiquitous access to applications
- Service Providers
 - Integration of user devices into existing services
 - Provisioning of service
- Infrastructure OEMs
 - Synergies between existing Fixed and Mobile infrastructure development
 - Reduction in cost
- Software & Silicon Providers
 - Support for both fixed and mobile network functions and features

Minds in Motion

FMC Deployments Gathering Momentum

Solutions Needed Today!

- **33%** of firms say that a combined service for **mobile and WLAN is a priority** for 2006.
- Integrated telecom providers respond [...] with fixed-mobile convergence [...], which gives consumers and SMEs fully **integrated fixed and mobile services on a single phone.**

Source: Forrester October 2006 – “The State Of European Enterprise Mobility In 2006”
 Forrester October 2006 – “Consumer Telecoms In Europe”



Hotspot@Home

Escritorio Multimedia 



Unico



Fusion

TeliaSonera

Home Free

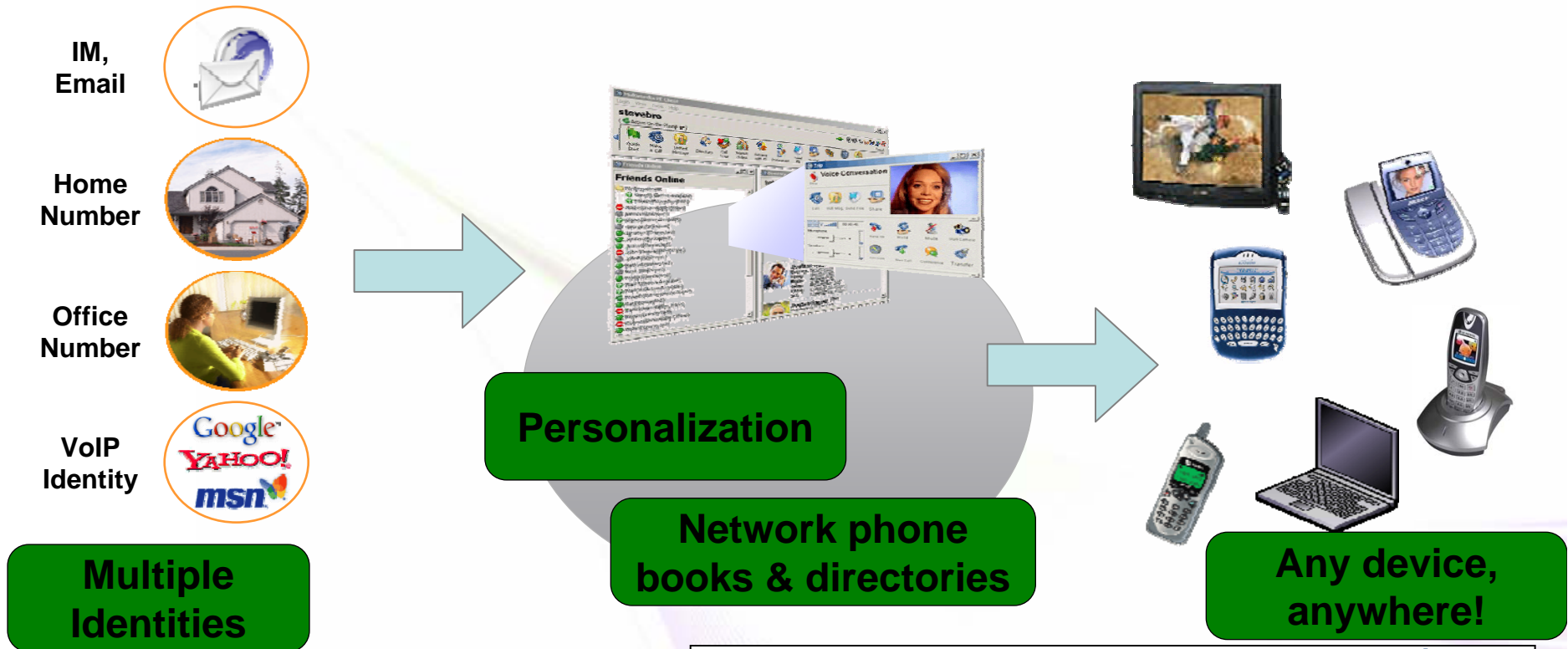
Unik & Business Together 



= Nortel solutions

The shift is happening now – on today’s networks.

FMC End-User Service Goal



Multiple Identities


Feedback from experience

- FMC commercial deployments
- 50+ MCS deployments
- 18 IMS trials, including VCC

Network phone books & directories

Nortel value-add

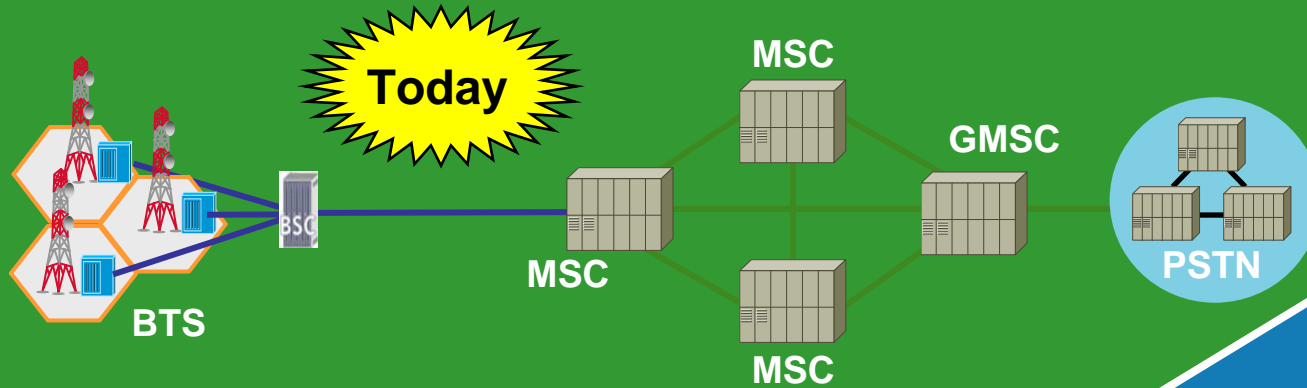
- SIP rich service in the core
- VoIP leadership
- FMC deployment experience
- VCC leadership – standards and deployments



Add value in the network → Retain subscriber ownership

Mobile Wireless Core Evolution

Inter-MSC Trunking

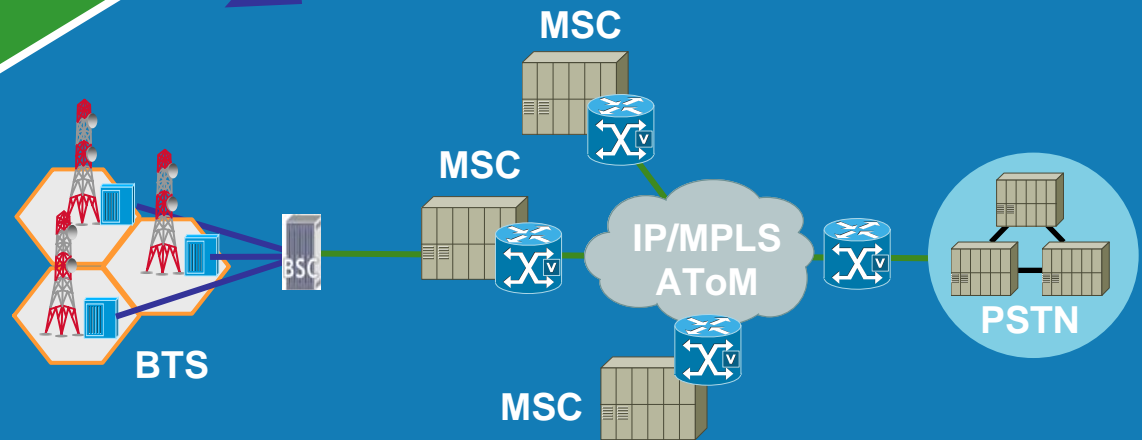


Challenges

- Voice-centric network architecture
- High cost of DS0 transport
- Proprietary technology
- Rigid and inflexible circuit-switched technology

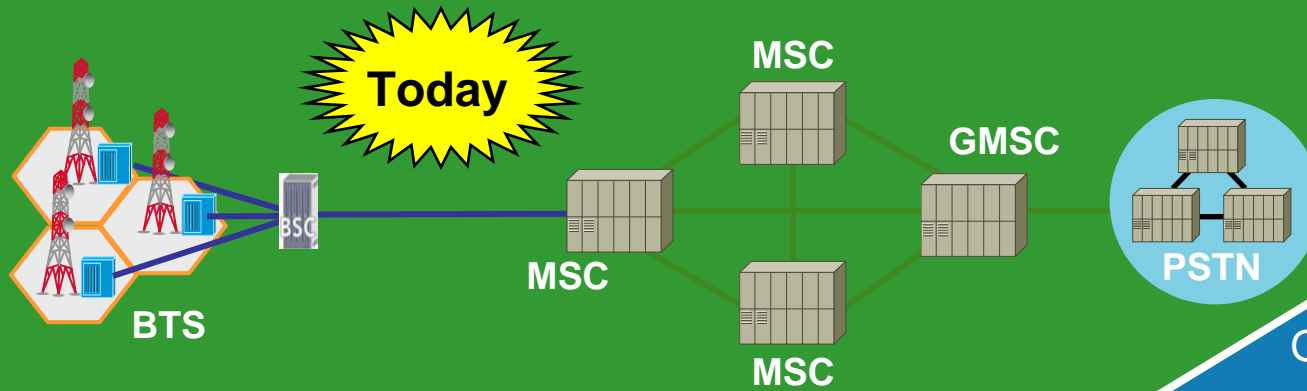
Inter-MSC Trunking Advantages

- Bandwidth savings
- OpEx reduction
- Efficient CapEx allocation



Mobile Wireless Core Evolution

Gateway MSC

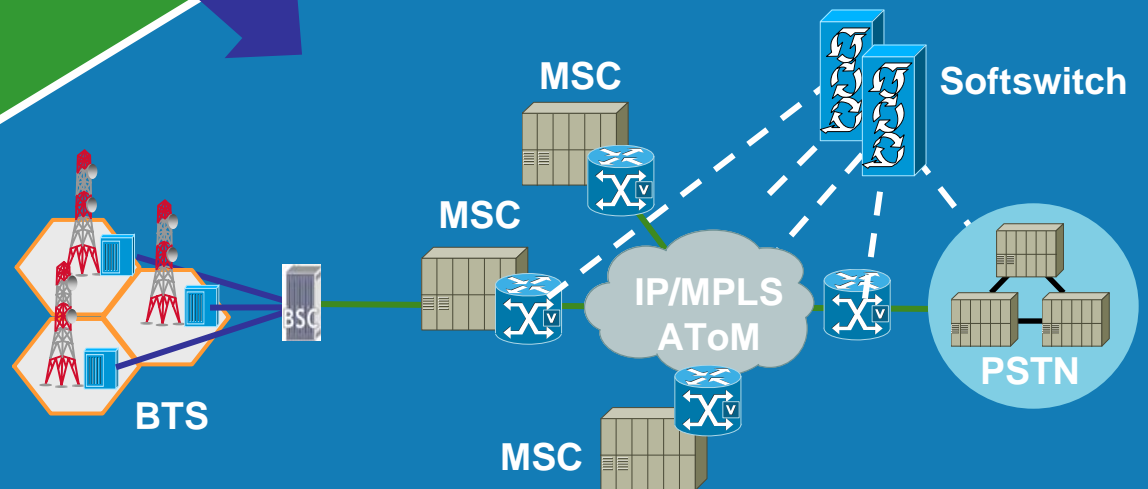


Challenges

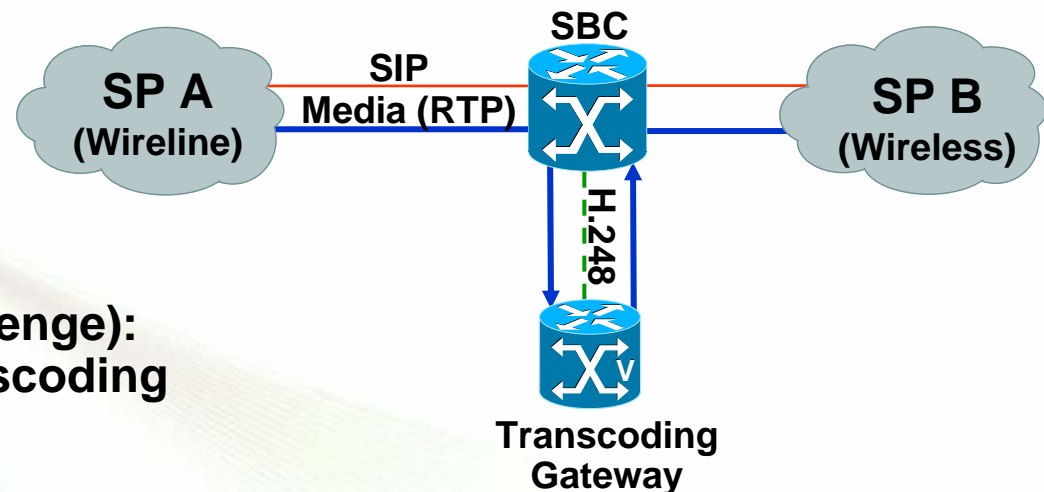
- Voice-centric network architecture
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Gateway MSC Advantages

- Dynamic switching
- Further OpEx savings (collapsing the mesh)



Interconnecting Service Providers



- **Basic Requirements (Key Challenge):**
 - Flexible and Scalable Transcoding
- **SBC Behavior**
 - Provides SP Interconnect using IP (instead of TDM)
 - Intercept SDP information and determine the cases where Transcoding is needed
 - Route the calls to and setup Transcoding parameters (Codec, etc) on Transcoding Gateway
- **Transcoding (IP-IP) Gateway Behavior**
 - Perform IP to IP translation between the various supported Codecs
 - Interworking:
 - DTMF (In-band to RFC 2833)
 - VBD (Voice Band Data)

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