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Convergence & VoIP Alert By Steve Taylor and Larry Hettick, Network World, 02/04/2009

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Steve Taylor and Larry Hettick offer news and analysis on the latest in IP convergence from fixed-mobile convergence, presence management, IP video and unified communications.

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Today a few highlights on announcements coming in from this week's IT Expo being held in Miami, Fla. with news from Digium (with Switchvox SMB 4.0), VoIP Logic (with some now mobile applications), and Dash Carrier Services (with some good news on growth). And we'll also sneak in a brief item on SIP Print, which recently won an award for its SIP-based call recording platform.

First, <u>Digium announced</u> a new version of its Switchvox IP PBX. The Switchvox SMB 4.0, targeted at the SMB market, adds new unified communications features to the system's Web integration capabilities including support for fax, chat and video calling. In a prepared statement, Josh Stephens, a co-creator of Switchvox said, [now with] "support for instant messaging, fax and video calling, plus additional IVR functionality and a range of new benefits for administrators and users alike ... Switchvox SMB 4.0 [is a] truly Web-aware UC solution."

VoIP Logic announced some corporate milestones demonstrating solid growth with an 82% increase in annual revenue from 2007 to 2008, an expanded customer footprint into Central and Latin America, and an increase of 40 carrier managed services customers. VoIP Logic also introduced support for

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Apple's mobile operating system to integrate with the Apple iPhone and iPod Touch. According to the company's statement, "with Cortex Mobile, service providers...can manage and check billing status, review call history, modify phone settings, initiate calls, initiate conference calls, access Apple contacts, Broadsoft/Sylantro contacts, and check voicemail through a visual interface."

Dash Carrier Services, a provider of wholesale IP telephony carrier services, announced a new brand for 2009 that reflects the company's expanded focus suite of services. In a pre-show briefing we spoke with Justin Nelson, Dash CEO who noted that the company has experienced 70% year-over-year growth since 2004. Nelson said that, despite tough economic conditions elsewhere, he's seeing "higher levels of interest in 2009 that in 2008 'across the board' in origination, termination, and E-911 wholesale services." As a result of growing interest, Dash is expanding with key staff additions and moving beyond its current typical customer base of retail VoIP providers that have 10-50,000 lines.

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