

## Outline for Voice over Packet Strategy Workshop

### FULL OUTLINE

#### Family Tree of Telephony

- Analog
- Digital Circuit
- Non-Circuit
  - Voice over Packet
    - Definition
    - Comparison to Traditional Telephony
    - Advantages/Disadvantages
- Internet Protocol Telephony (IPT)
  - Definition
  - Comparison to Traditional Telephony
  - Advantages/Disadvantages
- Voice over IP (VoIP)
  - Definition
  - Comparison to Traditional Telephony
  - Advantages/Disadvantages
- Circuit-to-Packet (C2P)
  - Definition
  - Comparison to Traditional Telephony
  - Advantages/Disadvantages
- Other Non-Circuit Choices
  - VoATM / VoDSL
  - VoFR
  - VoIP over WiFi/WLAN
- Three Keys to VoP/VoIP Success

#### Backbone Architectures

- Switched
- Routed
- Hybrid (MPLS/gMPLS)

#### Buy vs Build

- Drivers
- Enablers
- Speed Bumps
- Show Stoppers
- Multinational Considerations
- Objectives of evolution/transition
- Current convergence
- VoIP/VoP Quality and Security Concerns
- CAPEX vs OPEX
- Do-it-Yourself vs Managed Services
- Balancing Tactical and Strategic Benefits
- Service Quality Issues / Quality of Experience
- Buy/Build Hybrid, Network Integration and Hand-Offs
- 'Leaky PBX' / local call termination

#### Multinational Regulatory Concerns

- US States and/or Canadian Provinces
  - Case Law
  - Regulatory
- US and/or Canadian Federal
  - Case Law
  - Regulatory
- International Law
- Specific to countries in which client operates

#### Migration Planning Exercise (QMS Qube Model)

- Three Teams
  - Business
  - Technical
  - Regulatory
- Exercise debrief

#### Conclusion

*"I had always suspected VoIP was not  
just another IP application."  
- VP, Voice Services  
Global 200 Company*

#### PROGRAM "AT A GLANCE"

**Program Type:** Workshop  
**Available to Public:** N  
**Available for Single Client:** Y  
**Program Length:** 1 day or more  
**Program Times:** 9:00 am - 4:30 pm  
**Lunch Provided:** N  
**Audience:** Medium to Large Organizations doing Telephony Planning.  
**Prerequisites:** Planning, or preparing to plan, a large scale telephony/VoIP strategy..  
**Difficulty Rating:** 3+ out of 5 (!!!..+).

#### PRINCIPAL PROGRAM DEVELOPER



**James P. Cavanagh**

James P. Cavanagh has worked closely with the top five telecom technologies of our time very early in their life cycles. He has been intimately involved with the engineering, sales support, marketing, design, installation and training for ATM, Frame Relay, IP, optical networking and xDSL since their early commercialization. Mr. Cavanagh has also been closely involved in network security, disaster recovery planning and infrastructure security since the early 1980s. Jim is able to combine his experience with creativity and a long, varied career to develop exceptionally effective solutions for his consulting clients as well as having a rich background for his teaching and writing. Jim is a former member of the ATM forum.