



XConnect Global Networks, Ltd.: Recipient of the
2007 North American Frost & Sullivan Award for Product Line Strategy



“Partnering with clients to create innovative growth strategies”

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Frost & Sullivan is pleased to present its 2007 North American Award for Product Line Strategy in the VoIP peering market to XConnect in recognition of its comprehensive approach to the VoIP peering market. XConnect management recognized that peering is a multi-faceted market and is not limited to only VoIP interconnection or ENUM registry dips. XConnect is a neutral and global provider of federation-based VoIP peering and interconnection services. The company, headquartered in London with offices and facilities in the U.S., Europe and Asia, claims to be “the only carrier-neutral service to deliver complete interoperability, number directory and identity resolution in a secure, SPIT-free environment.”

The company offers peering services in the following areas:

Global Federated Peering

The XConnect Alliance is a global federation of VoIP service providers exchanging balanced traffic on a settlement-free basis. This is currently the only dedicated and globally deployed peering solution for VoIP service providers of all sizes and is powered by a secure solution that enables fast local ENUM lookup while preserving the security and privacy on ENUM data. A managed signaling exchange guarantees interoperability between all members and supports rich VoIP features including video and wideband audio. In addition, the service incorporates sophisticated security functions to mitigate and prevent the risks of “SPIT” (Spam over Internet Telephony) and “vishing” (voice phishing). XConnect manages the settlement-free relationship to ensure that all calls are between end subscribers of members, and thereby balanced.

Private Federations

Either hosted or local deployments of the XConnect Federated Peering solution for closed user groups of service providers, with peering policies and commercial arrangements tailored to members’ needs. This includes the world’s first national VoIP peering solution—SIP Exchange in the Netherlands. XConnect is also deploying in-network private federations for large carriers and is in trials with additional national peering solutions.

PSTN to VoIP Termination

Connect DirectRoute enables wholesale carriers to benefit from reduced cost termination to numbers in XConnect’s ENUM Registry, and VoIP service providers to migrate inbound traffic from their TDM interconnect to their VoIP infrastructure while earning revenue on inbound calls.

Private Plan Peering

Enables VoIP service providers that issue customers private plan or internal numbers that cannot normally be dialed from outside their network (as opposed to e.164 numbers), to accept calls to their subscribers from other VoIP service providers.

Bilateral Peering/Carrier ENUM Exchange

A service supporting efficient bilateral peering (where signaling and commercial agreements are arranged between peers) by providing a facility for peers to automate the exchange of ENUM data between them in a secure fashion. XConnect offers ENUM directory management, signaling, security, identity management and settlement services.

Members define policies which determine who they will peer with and on what terms, and XConnect manages the relationship between peers. To eliminate the latency associated with remote registry queries, data from the central registry is pushed out to a patent-pending Local Directory Server at each member, which enables them to perform in-network queries whilst encrypting the database contents. This unique solution enables peering between members that are not comfortable disclosing ENUM data, including the individual phone numbers for each subscriber and implied commercially sensitive data such as changing subscriber numbers.

XConnect intermediates signaling between members, ensuring compatibility across multiple signaling protocols including endless variants and implementations of SIP. This capability is powered by Kayote Networks, a partner of XConnect.

XConnect has patents pending on SPIT prevention and offers end-to-end security to prevent against SPIT and other threats (spoofing, vishing). SPAM is potentially much worse over the telephone than in email as phone calls are more intrusive and it is harder to filter out the unsolicited calls. XConnect also offers a validated caller ID to prevent faking the origination number of a call.

XConnect enables multiple commercial models, including settlement-free (with fraud prevention) for balanced traffic relationships and more traditional minutes or call-based settlement.

XConnect is also working with several vendors on interoperability in order for service providers with SBCs to connect directly to XConnect's peering federation. NexTone was the first to have its session border controller certified as XConnect-Ready, while more recently Acme Packet's Net-Net, VocalTec's Essentra, sentitO's Proxy7 Signaling Gateway, and Cantata Technology's IMG 1010 have all been certified.

XConnect has customers in over 35 countries. Its customers include PTTs, MSOs, and Alternative Providers such as Bezeq International, Interoute,, Viatalk, Ivoz (Brazil), Hi Tech (Australia). Elsewhere, it has many of the leading in-country providers, including Telio in Norway. The main cable operators in the Netherlands, including UPC Netherlands, Casema, MultiKabel, Essent and CaiW, totaling more than 7 million subscribers with more than 1.3 Million telephony subscribers, have awarded the contract to create a Dutch national VoIP peering federation to XConnect in January 2006.

The XConnect Registry contains more than 300 million telephone numbers. . In May 2006, XConnect acquired e164.info, a Germany-based carrier ENUM exchange with over 123 million VoIP numbers in its database. In September 2006, XConnect acquired IPeerX another US based peering provider and brought its total number of service-provider customers to over 400 in 34 countries. It also increased the size of its registry by 8 million active VoIP numbers worldwide as well as a further 120 million numbers registered for future use.

IV. Summary of Best Practices

While some peering service providers offer a registry, only some offer signaling services and still fewer offer security services. XConnect is the only provider to market all of the above and manage commercial relationships. While there is nothing wrong with having only one application in one's portfolio, XConnect is able to assure its customers that the ENUM registry data is secure and no parties can misuse the registry or peering relationships. By keeping calls on in IP format as they traverse networks, XConnect can also enable service providers to deliver enhanced applications to their customers. It is this dedication to the integrity of VoIP calling and offering services to differentiate VoIP-based calling from traditional POTS that makes XConnect meritorious of the Frost & Sullivan Product Line Strategy Award.



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