

Yes,
you can safely deliver
VoIP without
cutting the
PSTN
cord.



Service
Provider Solutions

“Quintum's VoIP solutions have enabled us to quickly and profitably grow our global business to over 30 million minutes per month. The superb customer service and extensive technical expertise that Quintum provides have been invaluable in our efforts to rapidly capitalize on emerging opportunities in the IP telecom market.”

Gregory Borodiansky
CTO, Telengy, LLC.

“Quintum has clearly cracked the code when it comes to selling VoIP solutions. Through a combination of technical innovation and smart marketing, they have managed to attract buyers' dollars and quickly grow their installed base.”

Norm Bogen
Analyst
In-Stat/MDR

Risk-Free Voice over IP

Service providers around the globe are making money with VoIP. From local-loop bypass to discounted calling card applications, VoIP lets you lower transmission costs while marketing voice services in a wide range of innovative ways.

Unfortunately, a variety of concerns have kept some service providers from moving forward with new VoIP initiatives. Those concerns include ease of integration into customers' existing voice and data environments, high capital expenditure for infrastructure overhauls, uncertain interoperability with existing systems, and limitations in the scalability of VoIP call management.

But there's a VoIP solution that effectively addresses these concerns. It's a solution that's already proven itself in real-world implementations from Texas to Taipei. And it has shown itself to be adaptable to even the most innovative VoIP-based business strategies.

Most important, it's a solution that installs quickly and easily everywhere on your network – from local POPs to your customers' premises environments – ensuring one-truckroll activation and fast time-to-revenue.

That solution is Quintum's Tenor[®] MultiPath Switch platform.

Tenor VoIP MultiPath Switches offer significant advantages for service providers seeking to maximize profits and marketshare using VoIP. These advantages include:

Ease of integration from POP to premise

Quintum's Tenor Switches provide the simplest, most unobtrusive installation of any VoIP product on the market. They're easy to install in your network POPs. They also plug seamlessly into your customers' existing router and PBX configurations – eliminating the sales-cycle delays that result from forcing customers to overhaul their internal network infrastructure. That ease of installation also means lower provisioning costs and greater customer satisfaction.

Mid-call failover switching

Tenor switches vigilantly protect the integrity of voice services by continually monitoring conditions on the IP network with its patented SelectNet™ Technology. If those conditions threaten voice quality in any way, Tenors immediately and transparently re-route the calls – including any new and active ones – over the PSTN. This ensures customer satisfaction and thereby customer retention.

The industry's most complete VoIP solution

The Tenor platform provides more than just basic VoIP switching. It provides a complete range of integrated capabilities for addressing all of the diverse challenges as Service Providers roll out next-generation VoIP services, including:

- Full compliance with H.323 and SIP standards to ensure interoperability with leading third-party hardware and software.
- Supports simultaneous TDM Circuit Switching and Voice over IP Switching to multiple IP and PSTN carriers.
- Support for Interactive Voice Response (IVR) systems to deliver automated customer service and other advanced calling functions.
- Integrated GateKeeper for simplified deployment.
- PacketSaver™ multiplexing technology to minimize bandwidth consumption.
- NATAccess™ to eliminate the problems commonly associated with the deployment of VoIP service across firewalls implementing network address translation.

Quintum's Tenor Switches are the ideal solution for delivering VoIP-based services – from IP-based local loops and pre-paid calling cards to IP backhaul and wholesale termination.



Capitalize on Today's VoIP Profit Opportunities

with the **Quintum® Tenor®** Switching Solutions

Intelligent network-to-network Call Relay

Quintum's Tenor Call Relay solution lets you easily link multiple IP networks to extend voice services across multiple wholesalers' and/or your customers' enterprise networks. Tenor Call Relay also eliminates the transmission delay caused by repeated compression and decompression of voice packets by limiting codec processes to each end of the call path.

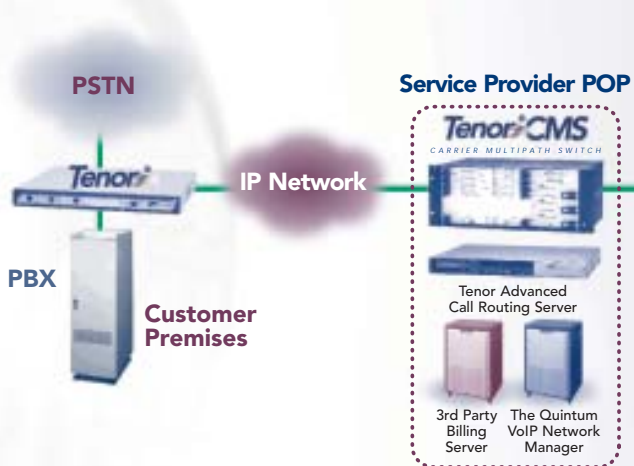
Streamlined routing policy management

Quintum's Tenor VoIP Call Routing Server provides scalable centralized control of routing and routing policy enforcement – including QoS-based routing, least-cost routing, source-based routing, route quality, best pattern match, circuit routing, domain priority, Answer Seizure Ratio (ASR), and load balancing. The Tenor platform thus gives network managers the precise control they need to maximize utilization of existing network capacity.

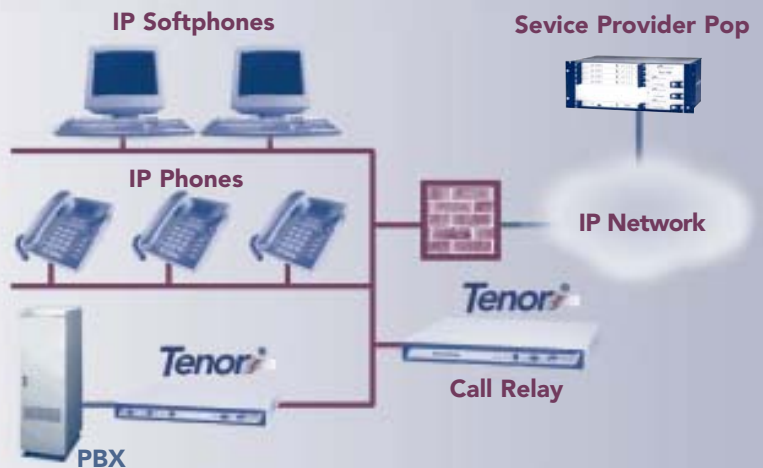
Quintum's Tenor Switches are providing service providers in diverse global markets with significant competitive advantages as they seize on emerging VoIP market opportunities. Among the many applications that Tenors are being used to support today are:

IP Local Loop bypass

Create a low-cost IP "local loop" that bypasses the local telco to access the customer.



You can use the Quintum Tenor Switch to build an "IP local loop" that eliminates PSTN charges while giving customers the comfort and security of having the PSTN available as an immediate backup in case of network problems.



Tenor Call Relay provides a Voice over IP portal at the edge of the network allowing VoIP connectivity to the service provider pop.

IP backhaul

Minimize backhaul costs by routing calls over the optimal path based on cost, quality, time-of-day and other flexible parameters.

Wholesale termination

Leverage your IP network to provide wholesale termination services to other service providers.

Hop on/Hop off

Hop on or off your IP network to and from the PSTN at local POPs to quickly build out geographical coverage.

Calling cards

Deliver discount calling card services to consumers and/or innovative private-label marketing programs to corporate customers.

Quintum's Tenor Switches and call management servers provide a VoIP platform that delivers the reliability, security, scalability and manageability that service providers need to successfully launch new, profitable voice services. And, because they integrate so well into customers' existing network environments, Tenor Switches make it easy to realize those profits quickly and get a jump on the competition.

No one can offer you a more effective platform for fulfilling your VoIP strategy than Quintum. So if you're ready to boost profits with VoIP and grab your share of the growing VoIP services market, call Quintum today.

Want to offer your customers VoIP without cutting the PSTN cord?

Call Techland Group on (01628) 852000. Or, visit the web site at www.techland.co.uk