

# Pipeline

Knowledge Is Power

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## Pipeline's OSS NewsWatch:

By Tim Young, Editor-in-Chief.

This month, Pipeline brings you the first of our new monthly columns dedicated to what's going on in the world of OSS. We've taken a look in the news that has come across the wire in the last month and have taken a stab at separating the wheat from the chaff and bringing you some of the news that impacts the service providers, vendors, and anyone else involved in OSS. Without further ado, let's go to the news.

~ Subex Azure has been in the news quite a few times recently. Ever since the Bangalore-based Subex merged with the UK's Azure in the middle of 2006, the company has been shaking up its image and product line. The company launched a risk management solution and unveiled an integrated service platform back in November, and rebranded the entire product suite 'Rocware' earlier this month. The company just appointed a new CFO, as well. However, the most recent news is Subex Azure's acquisition of Syndesis. This acquisition, coming at the price of \$164 million, will no doubt aid in the continue growth and change of Subex Azure.

~ Other mergers abound.

~ AT&T and BellSouth have gotten together. The move consolidates ownership of Cingular Wireless, as well. Naturally this may have interesting implications in the business community, but for the OSS set, does this simply mean fewer potential customers?

~ Also on the merger front, Cisco has acquired digital signage company Tivella.

~ In addition, Ericsson (well, technically Ericsson's indirect wholly-owned subsidiary Maxwell Acquisition Corporation) has made a tender offer to buy up outstanding shares of Redback at 25 bucks a share, USD.

~ JDSU has agreed to acquire Casabyte. While financial terms have not been disclosed, the move has value for JDSU, which is the leader in test and measurement solutions for telecommunications service providers, cable operators, and network equipment manufacturers. Casabyte has some excellent experience in end-to-end monitoring for wireless, so the move is natural, and yet another waypost on the path to fixed-wireless convergence.

~ Amdocs has picked up yet another valuable asset, at it was announced that the firm plans to buy SigValue for \$54 million in cash. Amdocs already owns 14% of the smaller firm. SigValue's solutions are generally targeted towards emerging markets, and this acquisition helps strengthen Amdocs' position in that sector.

~ The mainstream media is buzzing about Apple's new iPhone. While, at the moment, the phone is just another cool handset, and not really the type of thing that OSS types can get too crazy about, it does raise implications of ever-increasing mobile applications, and how a strong OSS can help SPs deliver next gen services to ever-glossier handsets.

~ UTStarcom has had some personnel issues over the last month. The day after it was announced that EVP and CTO Bill Huang would be leaving company for an executive position with China Mobile, it came out that CEO Hong Lu is under scrutiny. Lu received a "Wells Notice" from the US Securities and Exchange Commission on December 18th, 2006, in connection with an ongoing investigation into trading activities by third parties. The notice lets Lu and the rest of UTStarcom know that it intends to recommend to the SEC that a civil injunctive be filed alleging that Lu violated section 10(b) of the Securities Exchange Act of 1934. Lu does have a chance to respond to the staff before any formal recommendations are made. In the short-term, UTStarcom says that they are sticking by Lu.

~ It's that time of year. Companies across the board are sending out releases about the upcoming posting of 4th quarter results for 2006. Satyam has posted numbers that correspond to an annual growth rate of around 34.3 percent. Volubill, which handles mobile charging for data, messaging, VoIP, and content services stated that "A combination of recurring business and strategic new contract wins with leading operators such as Telefonica, Orange, Orascom, Bharti-Airtel and Digicel, helped to achieve 94 % business growth in 2006." Not too shabby at all. The company claims that it has mass market take-up of value-added mobile services to thank for the growth, and predicts that the growth will continue through 2007. Also Openet saw a 40% increase in revenue. That marks three years of double digit growth for the event processing and transaction management firm.

~ The guys behind Skype are trying to do to the IP-based TV marketplace what they did to the VoIP marketplace a few years ago. Skype founders Niklas Zennström and Janus Friis have rebranded their year-old "Venice Project" as Joost. While the software is still in private beta testing, the word on the street is that Joost will be P2P, run over public internet, and free. It will be interesting to see if the new brand manages to increase the ubiquity of IP-based TV, or, at least, helps to make the technology more commonplace and trusted.

~ Tellabs is losing its CTO. As of January 18, J. Thomas Gruenwald was on the way out the door. The company has no plans to replace him at the moment, instead preferring to decentralize tech strategy and let each group do its own thing. A change in strategy might be just what that embattled company needs.

~ PT Telekom, Indonesia's largest telecommunications company, has launched an end-to-end OSS solution from Clarity. The solution will form a single platform for inventory, provisioning, and assurance of all PT Telekom networks and services based on a hybrid of NGN, IP MPLS, and legacy technologies. Ladies and gentlemen of Indonesia: Welcome to the Next Generation. Clarity has already employed such solutions for Telekom Malaysia, Phillipines Long Distance Telephone Company, Sri Lanka Telecom, and India's Reliance Communications.

~ Some other customer wins of note:

~ Comarch has signed an agreement with T-Mobile International to carry out a pilot implementation of the Comarch Inventory Management system, part of the Comarch OSS Suite. For now, the deal only covers T-Mobile Germany and T-Mobile Austria. If the pilot is successful, it will be expanded to cover other countries.

~ CHIL (Cult Hill Innovation) has announced that Orange Business Services has successfully deployed CHIL's Tariff Review Service Solution. Orange is the first organization to use the solution, which provides indepth customer analysis and retention services.

~ European business communications provider COLT has selected the Kenen FX suite by Comverse to manage its postpaid billing for data, voice, and managed services for its European customers. Tony Bates, Chief Administrative and Financial Officer at COLT, says that the solution "will enable [COLT] to bring new products and services to market more quickly and ultimately, enhance the COLT customer experience."

~ Huawei has become the first Chinese telecommunications equipment supplier selected for an Italian telecom program as has been selected by Telecom Italia to carry out its Wavelength Division Multiplexing projects for the carrier. Huawei has been active elsewhere in Europe as well, through its relationships with BT and KPN.

~ Intec has been awarded a multi-project contract with UTS, the leading provider of local, long distance, Internet and transaction-based services in the Netherlands Antilles. The projects include billing, rating, capacity trading, and traffic routing solutions.

~ In a bit of news that can only be classified as undeniably cool, Alcatel-Lucent has been chosen to carry out a WiMAX pilot on the North Sea for the Norwegian Oil Industry Association (OLF). The primary objective is to confirm that WiMAX technology will improve offshore data communication. "WiMAX will allow high speed and high quality data transfers. It will enable the usage of VoIP along the Norwegian coast and in the off-shore sector," says Oyvind Roth, Senior Adviser to OLF. "We trust Alcatel-Lucent, the leader in this technology, to make this pilot successful"

If you have news that you'd like to make us aware of, feel free to contact us at [editor@pipelinepub.com](mailto:editor@pipelinepub.com).