



Letter from the Editor

By Shawn Flemming

Pipeline Publications has taken a tremendous leap forward since its conception last year; now viewed as one of the most recognized on-line publications covering the Telecommunications industry with a committed focus on the OSS market and the next-generation services they enable. In the upcoming year, Pipeline will continue to provide a forum where industry leaders can share insights and trends, and our contributors can continue to delve deep into the thought provoking issues that face our industry today.

Together with the industry's leading analysts, supplier executives, service providers and a select team of industry reporters, each month Pipeline will continue their dedication to covering the ever-changing landscape of this industry by distributing valuable information to the industry's decision makers, who strive to be ahead of the information curve.

As our format evolves, we will focus on increasing our reach to a *targeted list* of subscribers who are interested specifically on in-depth feature reports, up-close business profiles, and breaking news coverage that matters to you. Thousands of readers each month stay up-to-date and informed with Pipeline and thousands more will be added in the upcoming months.

In Pipeline this month we take a close look at the impact of recent mega-mergers, and the fallout and unique new opportunities that they may create. In addition, this issue of Pipeline touches on VoIP, CLEC consolidations, and how technology and acquisitions tend to come full circle.

We also profile ICG Communications, a CLEC whose changing business model might be the very reason it's still standing while other CLECs have long since disappeared. This is our first step toward increasing coverage from *inside* the service provider community, and I both welcome and encourage future contributions.

I am happy to join Pipeline as editor-in-chief, and will constantly endeavor to bring the quality information to which you have grown accustomed. I'm also excited about the opportunity to bring a fresh perspective on the meat of the industry. My role will be to ensure the information we bring you each month is timely, relevant and useful; thereby keeping our readers' fingers on the industry pulse.

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