



Letter from the Editor

It seems there's been a lot of movement in the telecommunications industry this month, as competition heats up between cable and telcos in the race to deliver converged services. From throwing down fiber to complying with a slew of regulations intended to mandate security issues and competition in the industry, there seems no end to the OSS services being evaluated or implemented.

As the regulatory environment steps in, Pipeline explores FCC mandates and Committee Compliance issues that will be playing a part in how SPs deal with current and future OSS issues. This may be an ideal setting for OSS providers to reposition themselves as each new service offering brings with it an opportunity for companies to adapt their present portfolio by adopting specific measures to ensure their customers can implement and stay compliant with new security mandates.

Pipeline will continue to cover the governmental aspect of the OSS industry by supplying the types of information that will prepare you to proactively place your company and products on the frontline.

In this month's Exclusive Pipeline Q&A, we talk with Claude Hary, TMF's Vice President of Industry Communications, regarding The TeleManagement World Conference. And as part of our Pre-Show Coverage, Pipeline also provides a brief look behind the scenes, when we set our sights on a select list of participating exhibitors and the solutions they will be demonstrating at this year's event.

In addition to our Pre-Show Coverage, we have included expert insights from some of the industry's top analysts who provide critical analysis of why service providers are opting in and out of OSS services and why some are choosing to build instead of outsource OSS system upgrades.

As always, we hope you find this issue a resource in your everyday decision-making roles and a conduit between you and the OSS market.

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