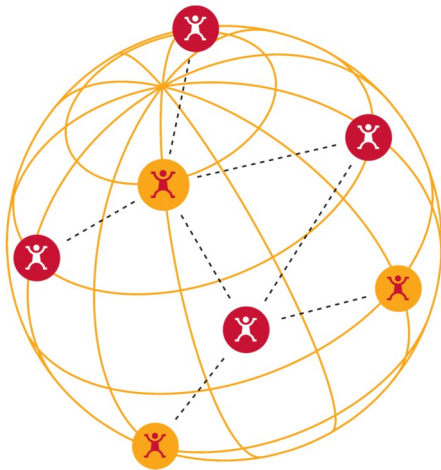


TRAINING PROGRAM OUTLINE



MKG-106E **BUSINESS CHALLENGES OF MIGRATION TO IP**

DESCRIPTION

A 5-day Training Program to provide participants with the knowledge of the major evolutionary changes to the telecommunications business resulting from the progressive worldwide migration to IP networks, which are the foundation of the Next Generation Networks (NGN) of the future. The training program encompasses the consequent commercial implications, technical migration issues (circuit to packet) and regulatory concerns.

OBJECTIVES

- Present the issues and the risks associated with the current uncertainties surrounding the future of the telecommunications industry
- Identify how companies can assure revenues in a mature and liberalized market in the global economy
- Present in detail the circuit and packet switched technologies, including signaling aspects
- Provide the fundamentals of IP networks



- Identify the risks and difficulties in migrating to packet switched networks
- Tackle technical and commercial issues of relevance to the corporate, SMEs and residential customers
- Address the changing competitive environment with new higher value players positioning themselves to potentially dominate the Information and Communications Technology (ICT) industry
- Address the key regulatory issues to be resolved to ensure maximal market and economic gain from the commercialization of IP/NGN networks

TOPICS

- Overview of circuit and packet networks
 - Performance drivers
 - Circuit and packet attributes/shortcomings
 - Circuit signaling (SS7)
 - Packet service classes
 - Packet call processing
 - Internet Protocol (IP) fundamentals
 - Convergence factors, risks and difficulties
- Customer requirements and developments for IP
 - Enterprise expectations of IP
 - Enterprise experience with IP
 - Business network migration to IP
 - User concerns on IP migration
 - PBX migration to IP
 - Next generation business solutions
 - Virtual phone systems
 - IP telephony/media gateways
 - IP VPNs
 - VoDSL
- Carrier developments in IP
 - Global overview
 - Sprint IP migration rationale



- IP integrated solutions and customer applications
- IP migration path
 - Carrier IP migration paths
 - Nortel system migration path
 - ATM to IP broadband migration
 - Circuit to packet gateways
- New IP/NGN services
 - New IP services
 - Multimedia services
 - NGN terminals
 - IP future world
 - New competition
- Competition in new IP environment
 - Additional competitors
 - Service providers
 - Content providers
 - Impact on incumbent telecom carriers
 - Shift to information based business
- IP service migration strategies
 - Commercial and technical strategies
 - IP service provision
 - Network migration that service providers may consider
- Regulatory implications of IP/NGN
 - Regulatory framework
 - NGN principles
 - NGN service/network planes
 - Control points
 - Migration paths (PSTN, data, mobile, broadcast)
 - Access technologies
 - IP interconnect/interworking issues
 - Service provision
 - Standards
 - NGN operators, partnerships and charging
 - Regulatory implications, intervention and challenges



- VoIP regulatory issues (regulatory and commercial developments worldwide)
 - Conclusions
- Importance of NGN to operators
 - Economic and regulatory significance

TARGET AUDIENCE

- Managers and personnel of all key players of the ICT sector (fixed and mobile operators, value-added service providers, regulators, policy-makers, etc.), in particular managers responsible for Business Development (Corporate and Marketing), Network Development and Regulatory Affairs
- Managers looking to complement their skill-set by gaining a sound understanding of the issues and challenges of business migration to IP networks

METHODOLOGY

Our Training Programs combine expert presentations, workshops, case studies and discussions on real-life situations faced by participants. Complete training material is provided to all participants for future reference and follow-up action plans.

LOCATION

Our Training Programs are held at regular intervals in selected cities around the world. Upon request, our expert trainers can lead Training Programs at the location of your choice. If interested, please contact us at training@neotelis.com.



EXPERTISE

Neotelis provides consulting and training services to telecommunications organizations worldwide. Its team of experts has trained thousands of executives and managers working for operators, regulators, policy-makers and governments in over 100 countries around the world.

