

## Voice over Wireless Broadband: Optimizing Returns on Infrastructure Investments

### *The Opportunity*

Many service providers are pursuing wireless broadband opportunities. Wireless broadband allows these service providers to bypass the local loop and/or reach customers whose physical locations make Landline connectivity impractical. In addition to using broadband wireless to deliver data services to customers, service providers are also now seeking to add to their revenue streams and improve their competitive value proposition by bundling voice services over these same connections. In some cases, such as local “call shops,” voice may even be the primary application for a wireless broadband deployment. VoIP-over-wireless is therefore an important component of any service provider’s total wireless broadband service portfolio.

### **The Technical Challenge**

To deliver voice services over wireless broadband, service providers must address several issues:

#### **Reliability and Quality**

Service providers have to have confidence in the reliability and quality of VoIP calls over their wireless infrastructure – especially during periods of peak data utilization or when wireless connections are performing at less than optimal levels. Poor voice performance will hurt revenue and customer acceptance.

#### **Integration With Existing PBX Infrastructures**

The VoIP platform a service provider deploys to deliver voice services over broadband wireless must integrate easily with customers’ existing PBX equipment and voice architectures. If VoIP creates installation and management hassles on the customer premises, it will be too expensive for the service provider to deploy and too much bother for customer to accept.

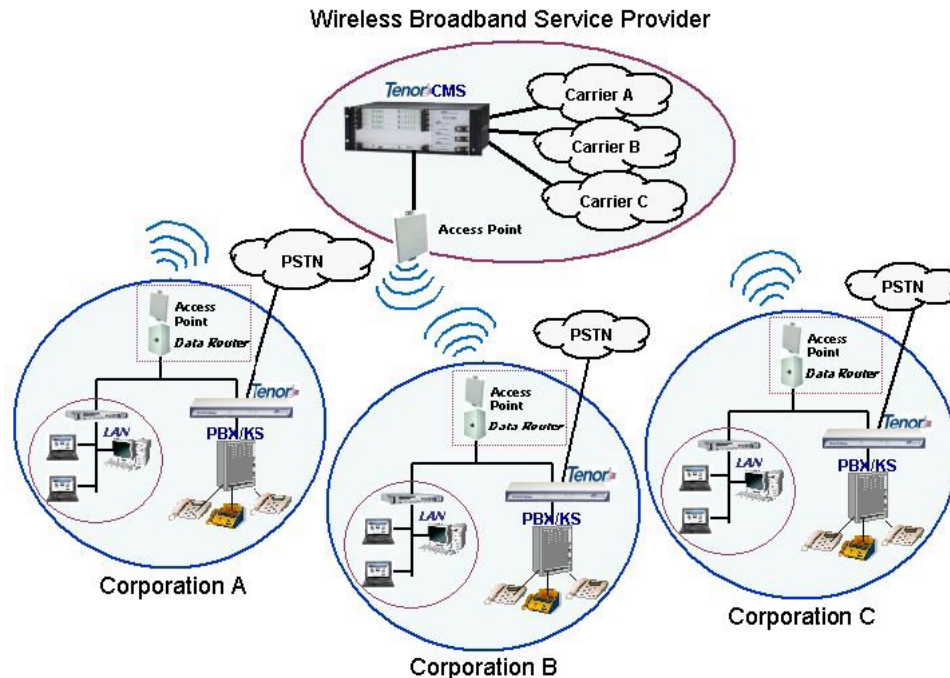
#### **Minimized R&D costs**

Voice-over-broadband-wireless won’t be profitable if it requires the service provider to make extensive investments in engineering, testing and deployment. Such investments will reduce the service provider’s ROI and unacceptably delay time-to-revenue.

### **Quintum’s Tenor VoIP Solution**

Quintum offers service providers the industry’s most practical, effective solution for implementing VoIP in wireless broadband environments. Quintum’s adaptable, highly reliable Tenor MultiPath switching platform allows service providers to add voice to their wireless broadband links without making extensive investments in development and integration.

The Quintum solution integrates easily with leading broadband hardware products, as well as with existing customer premises equipment. The result is data/voice wireless broadband networking that's easy to install and easy to operate.



## Benefits of the Quintum Tenor VoIP MultiPath Switches

Tenor switches support all core call management functions and provide a RADIUS interface to assure accurate call accounting and billing.

The Quintum platform also integrates with third-party H.323 and SIP hardware, allowing service providers to fully leverage their technology investments and avoid vendor lock-in.

Quintum Tenor's unique MultiPath switch design makes it the easiest VoIP solution to deploy at the POP or the premise, making Tenor ideal for deploying new VoIP services to customers on the existing network infrastructure.

Simplified management ensures low long-term cost of ownership and easy remote configuration.

## Conclusion

Broadband wireless networks deliver greater revenue and profits with VoIP. Quintum provides this critical capability with the greatest functionality and lowest market entry costs available today.