

VoIP market chances

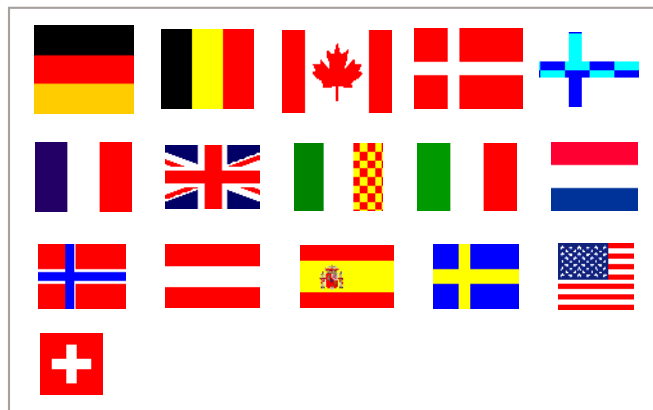
ISOC

Den Haag, 15 march 2007

Rits tele.com: free web-to-phone calls

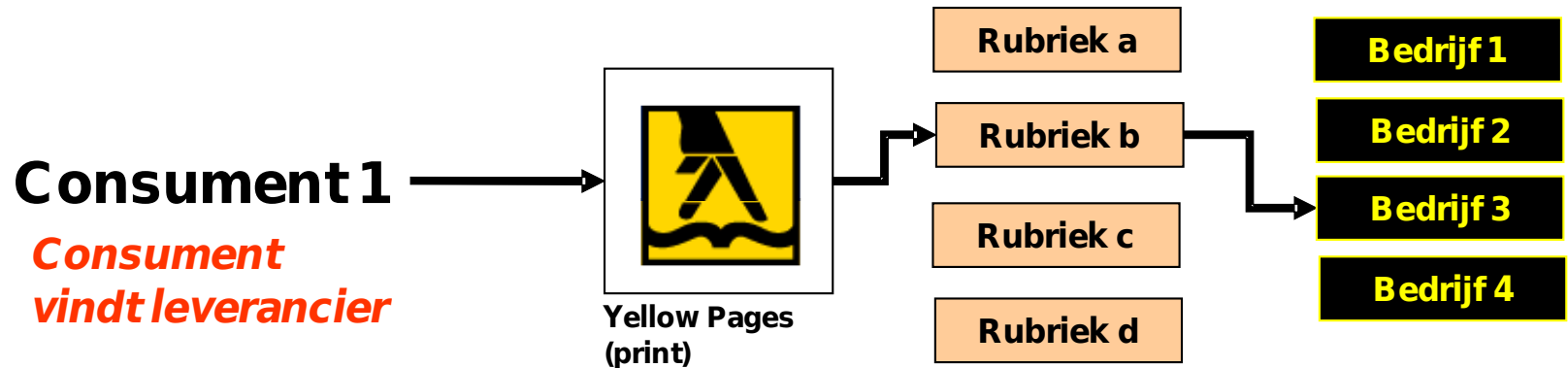


Van PC naar vaste telefoon

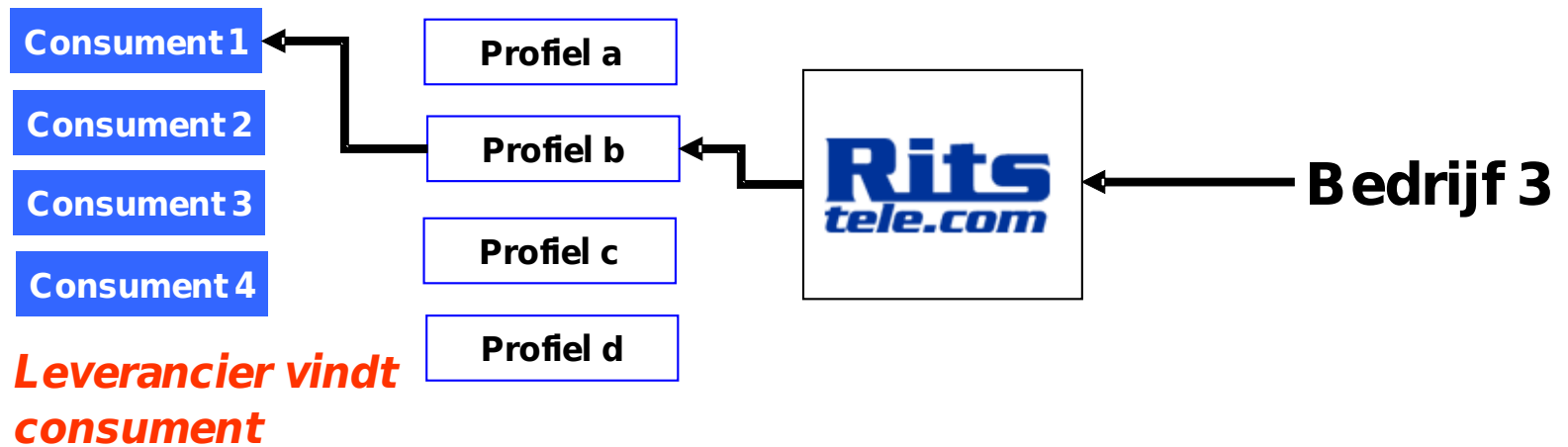


Rits tele.com: business model

Oude economie



Nieuwe economie



9/11: end of free service



- 2001: webvertising market crashes
- After 9/11: Amex campaign suspended
- Rits tele.com decides to migrate from a free to a paid service

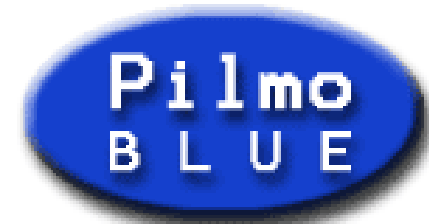
Introduction Pilmo



maak van je PC
een echte telefoon



bellen voor
weggeefprijzen



Roadmap

2000



2001



2002



2003



BELCOMPANY



CISTRON GROUP

2004



2005

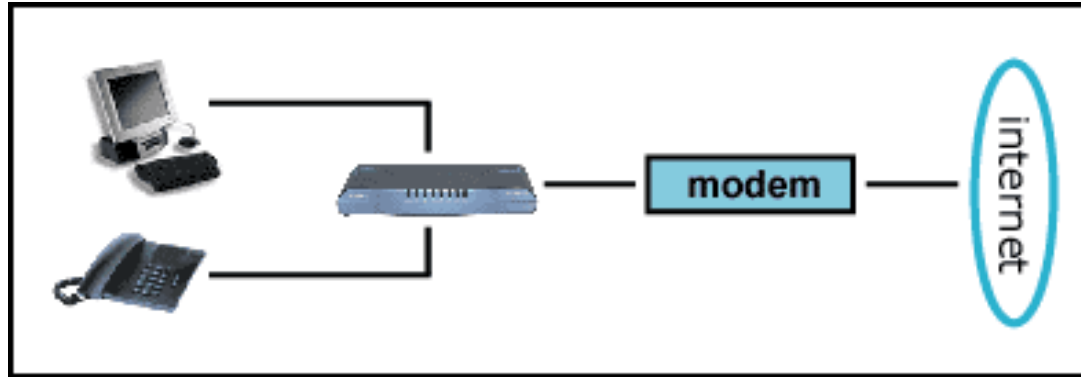
- Start of large-scale rollout of VoIP
 - Cable companies (UPC, Essent, Casema)
 - ADSL companies (Tiscali, Wanadoo)
 - Announcement KPN InternetPlusBellen
- Margin under pressure
- Big marketing budgets
- No independent right of existence

- BBned
 - No platform
 - Whitelabel (100%)
 - Acquisition finished March 2005

Technical developments

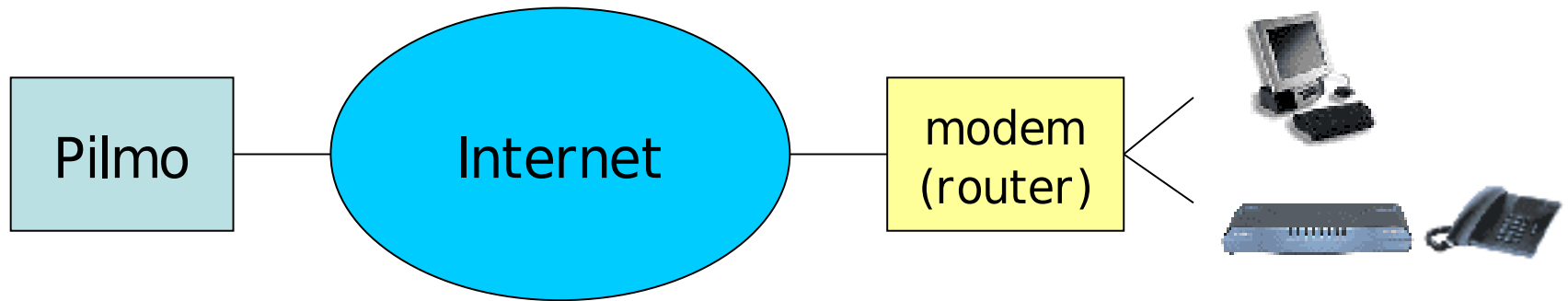
- What do you use to call with?
 - Headset (browser)
 - Headset (PC application / softphone)
 - Regular phone (USB device)
 - Regular phone (CPE)
- Critical success factors
 - Regular phone
 - PC-independence

Pilmo based on H.323



- Multi-PC modems (routers): not possible
- 1 poorts ethernet modem (Cable / DSL)
 - PPPoE
 - DHCP
 - PPTP

VoIP behind NAT



- #1 reason to migrate to SIP
- Migration
 - From: GNU GK
 - To: SER

Skype

Not so unique

- PC-to-PC calls
- PC-to-Phone calls
- PC-based Instant Messaging



Unique

- Brilliant marketing
- Timing: broadband penetration (!)
- NAT traversal solved
- Superior speech quality
- Exit strategy...

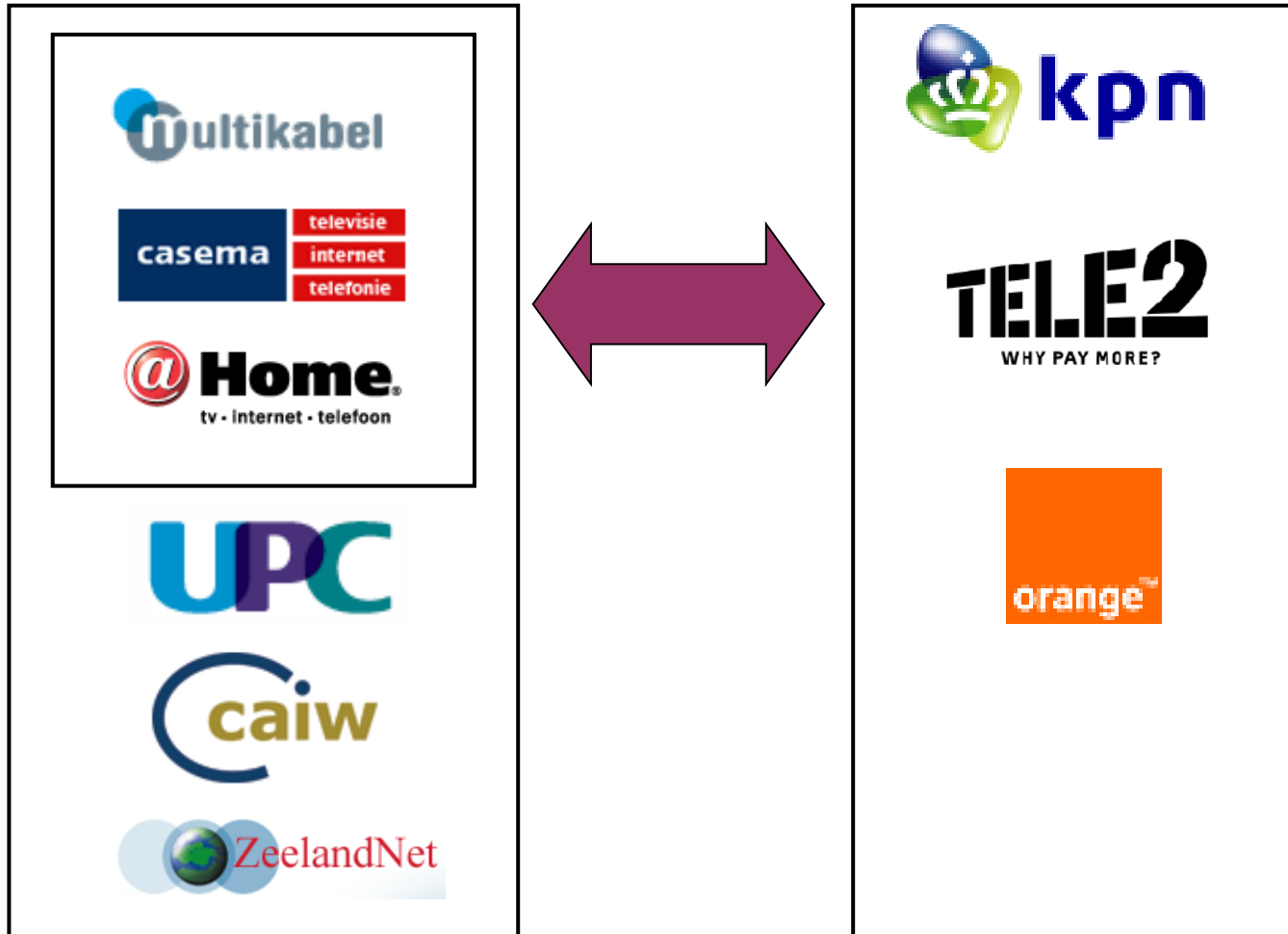
Consolidation: KPN



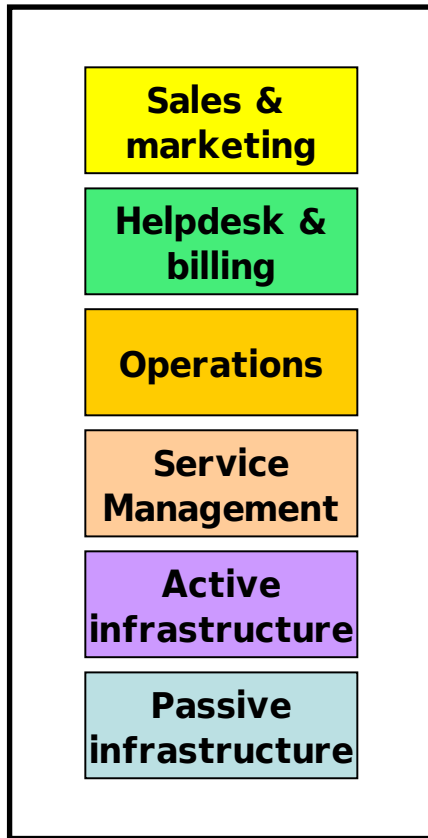
Consolidation: cable



NL Consumermarket



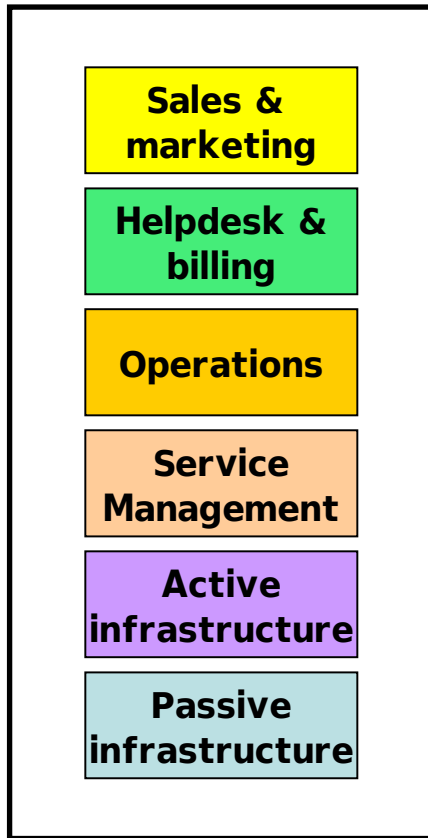
Why consolidation?



Each layer contains

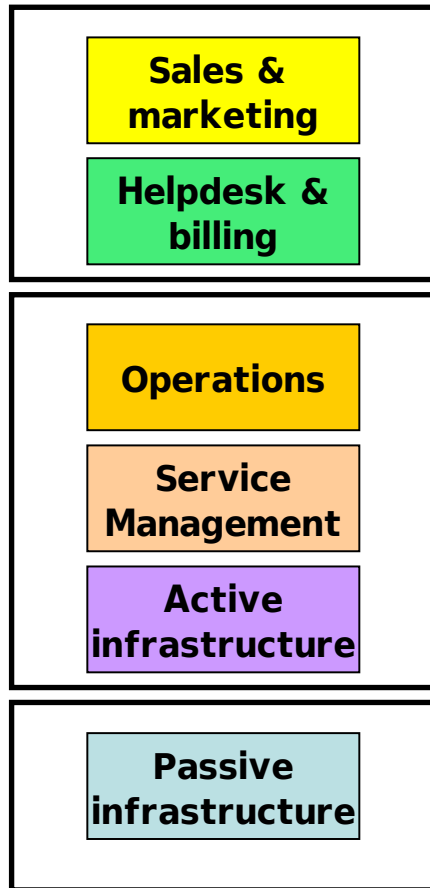
- Overhead
- Margin

Operator's perspective



- All internal margin and overhead within the same company
- Overall margin maximized

Service provider's perspective



- All overhead and margin is actually charged
- As margin pressure rises, the business model will fall
- DSL operators??
- MVNO's??

Example: flat-rate calling

- 1999: Dialpad (USA)
- 2000: Superweb / Wish (NL)
 - Onbeperkt bellen via ISDN
- 2003 / 2004: France Telecom
 - Les illimités
 - Ranging from EUR 9,- to EUR 35,-
- 2005: all Dutch DSL / cable operators flat fee national calling

Example: flat-fee calling

The screenshot shows the Free.fr website in a Windows Internet Explorer browser window. The address bar displays 'http://www.free.fr/#'. The page features a navigation menu with links for 'S'ABONNER', 'MON COMPTE', 'WEBMAIL', 'ASSISTANCE', 'PAGES PERSO', 'WEBNEWS', and 'CHAT'. Below the navigation is a search bar with the text 'Rechercher sur Google sur le web'. The main content area is titled 'FREEBOX, L'OFFRE' and includes a 'PORTAIL' button. A section for 'Téléphonie' lists various services such as unlimited calls to 49 destinations, included telephone subscription, and Wi-Fi. A sidebar on the right contains sections for 'Services', 'Pratique', 'Météo' (showing weather for Ile de France), 'À découvrir...' (shopping), and 'Partenariat'. The bottom of the page features a 'Comprendre l'offre Freebox' section with icons for 'L'offre FREEBOX', 'Services INTERNET', 'Services TÉLÉPHONIE', 'Services AUDIOVISUELS', and 'Comprendre L'OFFRE'. The browser's status bar at the bottom shows 'Internet' and '100%' zoom.

Example: flat-rate calling

The screenshot shows the Telfort website in a Windows Internet Explorer browser window. The address bar displays <http://www.telfort.nl/>. The page features a navigation bar with links for 'Telfort Shop', 'Productinformatie', 'Klantenservice', and 'Mijn Telfort', along with a search box. The main headline reads 'Eindelijk. Onbeperkt bellen' (Finally. Unlimited calling). Below this, the 'Telfort unlimited' offer is detailed: '€18,- per maand' (€18,- per month) for 'Onbeperkt bellen naar vaste nummers in Nederland' (Unlimited calling to fixed numbers in the Netherlands) and 'Onbeperkt bellen naar Telfort nummers in Nederland' (Unlimited calling to Telfort numbers in the Netherlands). A large graphic shows '€0,00' for these services. A woman is shown smiling on a mobile phone. A red button says 'Ga naar de Telfort shop' (Go to the Telfort shop). Other sections include 'Upload jouw foto' (Upload your photo) with a man's face and a 'Commercials' section. The status bar at the bottom shows 'Done' and 'Internet'.

Example: flat rate calling

Vodafone BloX - Kies je extra voordeel - Windows Internet Explorer

http://www.vodafone.nl/privé/prepaid/vodafone_blox/

Google

introduces unlimited calling

Bookmarks

24 blocked

Check

AutobLink

AutobFill

Send to

france

telecom

introduces

unlimited

calling

Settings

Vodafone BloX - Kies je extra voordeel

Privé

Overname

MKB

Grootzakelijk

Over Vodafone

English summary

Home | Contact | Inloggen

Zoeken in "privé"...

Zoeken

vodafone

Privé

- Online winkel
- Abonnementen
- Prepaid
 - Basis Prepaid
 - Vodafone Z11
 - Vodafone BloX**
 - 60 halen = 3 betalen
 - Onbeperkt SMS
 - Onbeperkt naar Vast
 - Voordeel op Reis
 - Voordeel naar Buitenland
 - Opwaarderen
 - Registratie Bonus TeGoed
- Vodafone live!
- Hardige diensten
- Internationale bellen
- Klantenservice
- My Vodafone

Voordeel met Vodafone BloX

Kies je extra voordeel boven op je Basis Prepaid

60 Halen = 3 Betalen

Voer je vaak lange telefoongesprekken? Kies dan voor 60 Halen = 3 Betalen. Je betaalt namelijk alleen de eerste 3 minuten van elk gesprek naar alle Vodafone en vaste nummers binnen Nederland. De rest van het uur bel je dat gesprek gratis. **Deze BloX is nu gratis.**

Onbeperkt SMS

Ben jij iemand die héél veel SMS't? Zet dan deze BloX op je Basis Prepaid. Want voor € 10,- per 30 dagen kun je onbeperkt SMS'en naar mobiele nummers binnen Nederland. Onbeperkt: bij normaal gebruik, d.w.z. tot maximaal 1000 SMS-berichten per 30 dagen.

Onbeperkt naar Vast

Bel je veel naar vaste nummers in Nederland? Kies dan voor de Onbeperkt naar Vast BloX. Hiermee bel je voor € 20,- per 30 dagen onbeperkt naar vaste nummers in

Extra voordeel op reis

Vodafone BloX. Ze: ze erop, haal ze eraf. Ook in het buitenland

Voordeel op Reis

Voordeel naar Buitenland

Brochure over BloX

Download hier alle informatie over Vodafone BloX.

Download PDF

Done

Internet

100%

Circle of life

1. High margin, low competition
2. Medium margin, medium / high competition
3. Consolidation
4. Low margin, low competition
 - Niche players will always remain
 - Who benefits: customer!!!

Next big thing: FMC

- Telecom Italia buys back TIM
 - Financed EUR 20 bln for 44% buyback
- Telenor: big restructuring project
- KPN: integration of fixed and mobile divisions

FMC today (NL)

Wireless Office - Alle mogelijkheden op een rijtje - Windows Internet Explorer

http://www.vodafone.nl/grootzakelijk/abbonementen/wireless_office/wat_is_het

mobiel bellen thuis t-mobile

Google | Vodafone office wireless | Bookmarks | 24 blocked | Check | AutoLink | AutoFill | Send to | Vodafone | office | wireless | Settings

Wireless Office - Alle mogelijkheden op een rijtje

Privé | Ondernemers | MKB | **Grootzakelijk** | Over Vodafone | English summary

Home | Contact | Inloggen | Zoeken in "grootzakelijk"...

vodafone

Grootzakelijk
Meer dan 250 werknemers

- Abbonementen
 - In-Business
 - Wireless Office**
 - Corporate Net
- Internationale bellen
- Mobiel werken met notabook
- Mobiel werken met PDA
- Vast Breedband
- Hardige diensten
- Bedrijfstoepassingen
- Visie en strategie
- Klantverhalen
- Klantenservice
- My Vodafone Zakelijk

Wireless Office

Wat is het | Wat kost het

De vrijheid van mobiel, de mogelijkheden van vast

Elke medewerker overal bereikbaar met één telefoon, zonder de afhankelijkheid van een eigen telefooncentrale. Dat kan met Wireless Office. Hiermee combineert u de vrijheid van mobiele telefonie met de mogelijkheden van vaste bureautelefoons.

Voordelen

- Simpel: Geen eigen centrale en bekabeling nodig
- Flexibel: Overal bereikbaar op de GSM
- Gebruiksvriendelijk: Altijd je telefoon bij je met handige faciliteiten als telefoonboek, voicemail en SMS
- Kosten efficiënt: Lage instapkosten en geen onderhoud aan eigen infrastructuur
- Schaalbaar: Eénvoudig uit te breiden. Relatief snel in te krimpen.

Faciliteiten

- Complete bedrijfstelecommunicatiedienst vanuit het Vodafone netwerk
- Uw eigen vaste telefoonnummers blijven behouden
- Bureauoestee faciliteiten op uw mobiel (doorverzoeken, conference call, terugbellen bij bezet)
- Groepsnummers (huntgroups)

Persoonlijk advies

Neem contact op met uw accountmanager. Nog geen klant? Bel **0800-0500**.

Klantverhalen

Lees ervaringen van klanten die u voor gingen

Klantverhaal Wireless Office

Internet 100%

FMC today (NL)

Orange - Unique - Windows Internet Explorer

http://www.orange.nl/mobiel/unique/

Google

number mobile home voip

Orange - Unique

orange home | zakelijk

ADSL **mobiel** vaste telefonie overige producten helpdesk mijn account Orange World over ons

over Orange werken bij Orange Orange visie voorwaarden adverteren landen sitemap

zoeken hele web alleen NL deze site Gouden Gids

mobiel

- abonnement
- prepaid
- Unique**
- telefoons
- UMTS
- diensten
- shop
- tarieven

Unique

tot wel 80% besparen op thuis mobiel bellen

Met Unique van Orange bel je met één telefoon voor vast en mobiel voor slechts 2,5 cent/min naar vaste nummers in Nederland. Dat is een besparing tot wel 80% ten opzichte van je normale tarief! En bel je naar het buitenland, dan kan dat al vanaf 5 cent/min. Nog meer voordeel? Kies dan voor de Unique voordeelbundel. Nu de eerste 6 maanden gratis.

ik bestel **wat heb ik nodig?**

een gratis dienst bij Orange ADSL en mobiel

hoeveel bespaar je met Unique?

Rekijk hoeveel je kunt besparen als je kiest voor Unique.

wat heb je nodig?

meer weten

In 3 stappen profileer jij ook van Unique.

waarom Unique van Orange?

de voordelen

- thuis mobiel bellen voor naar 2,5 cent/min
- dus tot wel 80% besparen
- bellen naar het buitenland vanaf 5 cent/min

wat heb je nodig?

vragen?

- hoe werkt Unique?
- wat kost Unique
- vragen & antwoorden
- Unique handleiding
- ik ben Orange klant

Unique bestellen?

In een paar stappen ontdek je wat je in jouw situatie nodig hebt om optimaal gebruik te kunnen maken van Unique.

Done Internet 100%

FMC today (NL)

The screenshot shows the KPN website in Internet Explorer. The browser title is "KPN - NIEUW: MobielThuis van KPN - Windows Internet Explorer". The address bar shows "http://www.kpn.com/kpn/show/id=1700751?omn site=1". The search bar contains "mobiel bellen thuis kpn".

The website content includes a navigation menu with "Prive", "Zakelijk", "Mijn KPN", and "Over KPN". A search bar is present with the text "Typ zoekterm in" and a "Zoeken" button. Below the search bar is a "Uw winkelwagen" button.

The main content area features the KPN logo and a navigation menu on the left with categories: "Telefonie", "Mobiel", "Internet", "Televisie", "Internet & Bellen", "PersoonlijkPakket", and "Klantenservice". Under "Mobiel", there are sub-links: "Alle telefoons", "Ladyphones", "Prepaid", "SIM-Only", "Verlengen", "Abonnementen", "Tarieven", "Diensten", and "Service en Support".

The main headline is "NIEUW: MobielThuis van KPN". Below it is a promotional banner for "MobielThuis" with the text "Mobiel bellen voor de tarieven van de vaste lijn binnen 100 meter van je huis" and "Introductieaanbod 5,- /mnd".

Below the banner, there is a "MobielThuis Demo" button with the text "klik hier →".

The main text reads: "KPN introduceert MobielThuis. Bel met uw mobiel automatisch, binnen 100 meter van uw huis, voor de tarieven van de vaste lijn. Voor slechts € 5,- per maand!*"

Below this, it says: "Me: MobielThuis van KPN belt u voor nog geen € 0,03 naar een vaste lijn en voor € 0,12 naar mobiel. Altijd. Ongeacht hoeveel u belt."

There are three bullet points:

- Kies zelf het adres waar u MobielThuis van KPN wilt gebruiken. Dit adres kunt u maandelijks wijzigen
- U belt met het netwerk van KPN, het meest gewaardeerde netwerk, ook binnenshuis
- Geen contract, opzegtermijn van 1 maand

Below the bullet points, it says: "U heeft al een KPN Mobiel of Flexibel abonnement?" and "Bestel MobielThuis nu! 54n sms is genoeg."

At the bottom, there is a "Ja" button with the text "Ik wil MobielThuis. klik hier →".

The browser status bar at the bottom shows "Internet" and "100%".

FMC

Disruptive threats

- Mobile terminating
- Roaming

Big difference USA / Europe

- Receiving party pays
 - Initial slow take-up
 - Today: very, very nice FMC services

Consolidation

- Vodafone acquires TNF
 - Broadband internet services B2B
- KPN has both fixed and mobile infrastructure
- Orange: for sale
- T-Mobile: WiFi / HSDPA

- Infrastructure owners will win the low margin game

Click-2-Call: Jajah

The screenshot shows the Jajah website in a Windows Internet Explorer browser window. The address bar shows <http://www.jajah.com/>. The page features the Jajah logo with the tagline "FREE.YOUR.VOICE" and a language selector set to "Nederlands".

Left sidebar:

- Waarom JAJAH?**
 - GRATIS lokale en internationale gesprekken met je gewone telefoon
 - Voer je telefoonnummer in
 - Voer het telefoonnummer van je vriend in
 - Klik op "CALL"
- Zie wat mensen overal ter wereld zeggen over JAJAH [Meer...](#)
- Geen download
- Geen installatie
- Geen koptelefoon
- Geen nieuw contract
- Privacy gegarandeerd

Center content:

- demo bekijken
- Try it now! Simply use the phone you have.
- 1** Mijn telefoonnummer:
 - Land: Netherlands
 - Netnummer en telefoonnummer: -31
- 2** Telefoonnummer van mijn vriend
 - Land: Netherlands
 - Netnummer en telefoonnummer: +31
- Klik hier voor een verbinding
- 3** CALL
- "I type in my number, I type in your number - and boom! The phone rings!" - CNN News
- Signing up is easy [Registreer nu](#)

Right sidebar:

- Jajah gaat mobiel**
 - Bel nu gratis of goedkoop met JAJAH direct van je bestaande mobiele telefoon.
 - [Meer...](#)
- Jajah Telefonische vergaderingen**
 - Verbind nu maximaal 10 mensen met hun gewone telefoons met de JAJAH goedkope telefonische vergaderingen.
 - [Meer...](#)
- Ontdek ...**
 - [JAJAH Gratis gesprekken](#)
 - [Tarieven](#)
 - [Help/FAQ](#)
 - [Telefonisch vergaderen](#)
- Al een gebruiker? [Log in](#)

Footer:

Diensten | Hulpmiddelen | Bedrijfsrekening | Tarieven | Help | Nieuws | Over: © 2007 JAJAH Inc.

Click-2-Call: Jajah

- Click-2-dial via (mobile) web
- Free to USA, Canada, Western Europe,
- Other countries paid
- Conferencing services
- 8 mln USD in venture capital

Click-2-call: Rebtel

The screenshot shows the Rebtel website in a Windows Internet Explorer browser window. The address bar displays <http://www.rebtel.com/en/Home/>. The page features a navigation menu with buttons for HOME, HOW IT WORKS, RATES, GET HELP, and LOG IN. The main content area includes a sidebar on the left with the Rebtel logo and the tagline "Every mobile, every network". The sidebar contains a section titled "Call 35 countries free from Netherlands" with a flag icon and a link to "Show all countries". Below this is a section titled "What can I get for free?" listing three bullet points: "10 international calls a month", "Talk for as long as you like", and "No contract, open to all". A link "Where's the catch?" is also present. The main content area features a large section titled "CALL 1.3 BILLION PEOPLE FOR FREE FROM YOUR MOBILE" with three bullet points: "Call the rest of the world from as little as 2¢ per min.", "No computer, no downloads needed", and "Call from all mobile phones". A "Join Rebtel" button and a link to "Learn more" are provided. To the right is a "BETA" logo with a mobile phone icon. Below this is a section titled "TRY REBTEL NOW- MAKE A FREE INTERNATIONAL CALL" with two input fields: "Your mobile" (with a dropdown menu set to "Netherlands" and a "+31" prefix) and "Your friend's mobile" (with a "(Select country)" dropdown and a "GO" button). A "Name" field is also present. Links for "I can't find my country" and "The Rebtel privacy guarantee" are provided. The footer includes a "VeriSign Secured" logo, a "What they're saying about Rebtel" section with logos for Guardian Unlimited, USA TODAY, and the International Herald Tribune, and a "RED HERRING" logo. The footer also contains links for "About us", "Jobs", "Legal information", "Media", and "Affiliates", along with a copyright notice "Copyright © Rebtel 2006-2007". The browser's status bar shows "Done" and "Internet" with a 100% zoom level.

Free international mobile call service provider- Rebtel - Windows Internet Explorer

<http://www.rebtel.com/en/Home/>

Google

Free international mobile call service provider- Rebtel

REBTEL
Every mobile, every network

HOME HOW IT WORKS RATES GET HELP LOG IN

Call 35 countries free from Netherlands

Plus cheap calls to anywhere in the world
[Show all countries](#)

What can I get for free?

- 10 international calls a month
- Talk for as long as you like
- No contract, open to all

[Where's the catch?](#)

CALL 1.3 BILLION PEOPLE FOR FREE FROM YOUR MOBILE

- Call the rest of the world from as little as 2¢ per min.
- No computer, no downloads needed
- Call from all mobile phones

Join Rebtel or [Learn more](#)

BETA

TRY REBTEL NOW- MAKE A FREE INTERNATIONAL CALL

Your mobile

Netherlands

+31

Name

Your friend's mobile

(Select country)

Name

GO

[I can't find my country](#) | [The Rebtel privacy guarantee](#)

What they're saying about Rebtel

Guardian Unlimited USA TODAY International Herald Tribune RED HERRING

[About us](#) [Jobs](#) [Legal information](#) [Media](#) [Affiliates](#) Copyright © Rebtel 2006-2007

Done Internet 100%

Click-2-call: Rebtel

Free international mobile call service provider- Rebtel - Windows Internet Explorer

http://www.rebtel.com/en/How-it-works/

Call 35 countries free from Netherlands

Plus cheap calls to anywhere in the world
[Show all countries](#)

What can I get for free?

- 13 international calls a month
- Talk for as long as you like
- No contract, open to all




[Where's the catch?](#)

VeriSign Secured

HOW IT WORKS

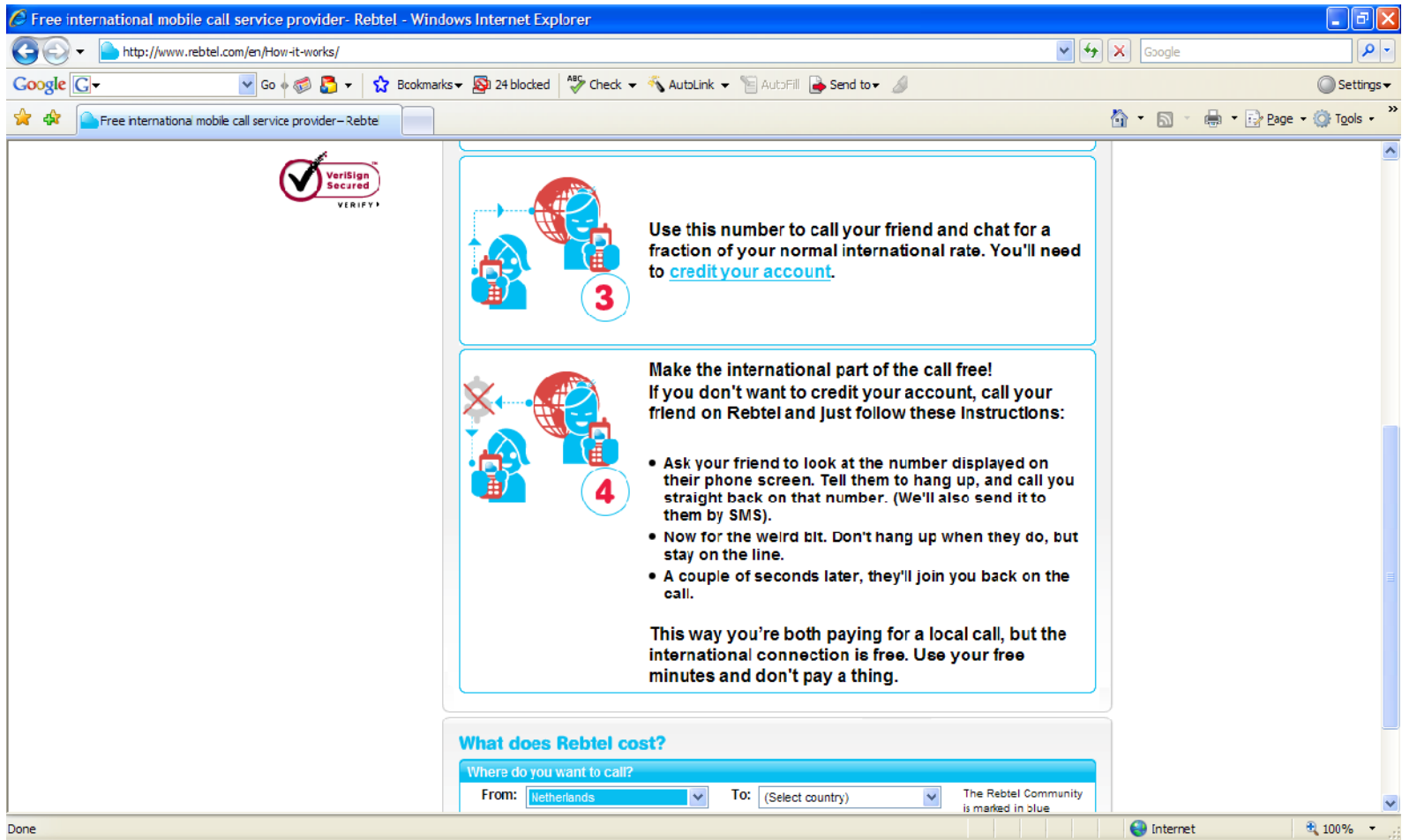
How to call with Rebtel

[Join now!](#)

-  **1** You give us the phone number of a friend in another country.
-  **2** We give you a Rebtel number for them. Save it on your mobile so you can call them any time.
-  **3** Use this number to call your friend and chat for a fraction of your normal international rate. You'll need to [credit your account](#).

Done Internet 100%

Click-2-call: Rebtel



The screenshot shows a Windows Internet Explorer browser window displaying the Rebtel website. The address bar shows the URL <http://www.rebtel.com/en/How-it-works/>. The page content includes a VeriSign Secured logo, two numbered steps (3 and 4) with icons of people talking on mobile phones, and a section titled "What does Rebtel cost?" with a form for selecting a country to call.

3 Use this number to call your friend and chat for a fraction of your normal international rate. You'll need to [credit your account](#).

4 Make the international part of the call free! If you don't want to credit your account, call your friend on Rebtel and just follow these Instructions:

- Ask your friend to look at the number displayed on their phone screen. Tell them to hang up, and call you straight back on that number. (We'll also send it to them by SMS).
- Now for the weird bit. Don't hang up when they do, but stay on the line.
- A couple of seconds later, they'll join you back on the call.

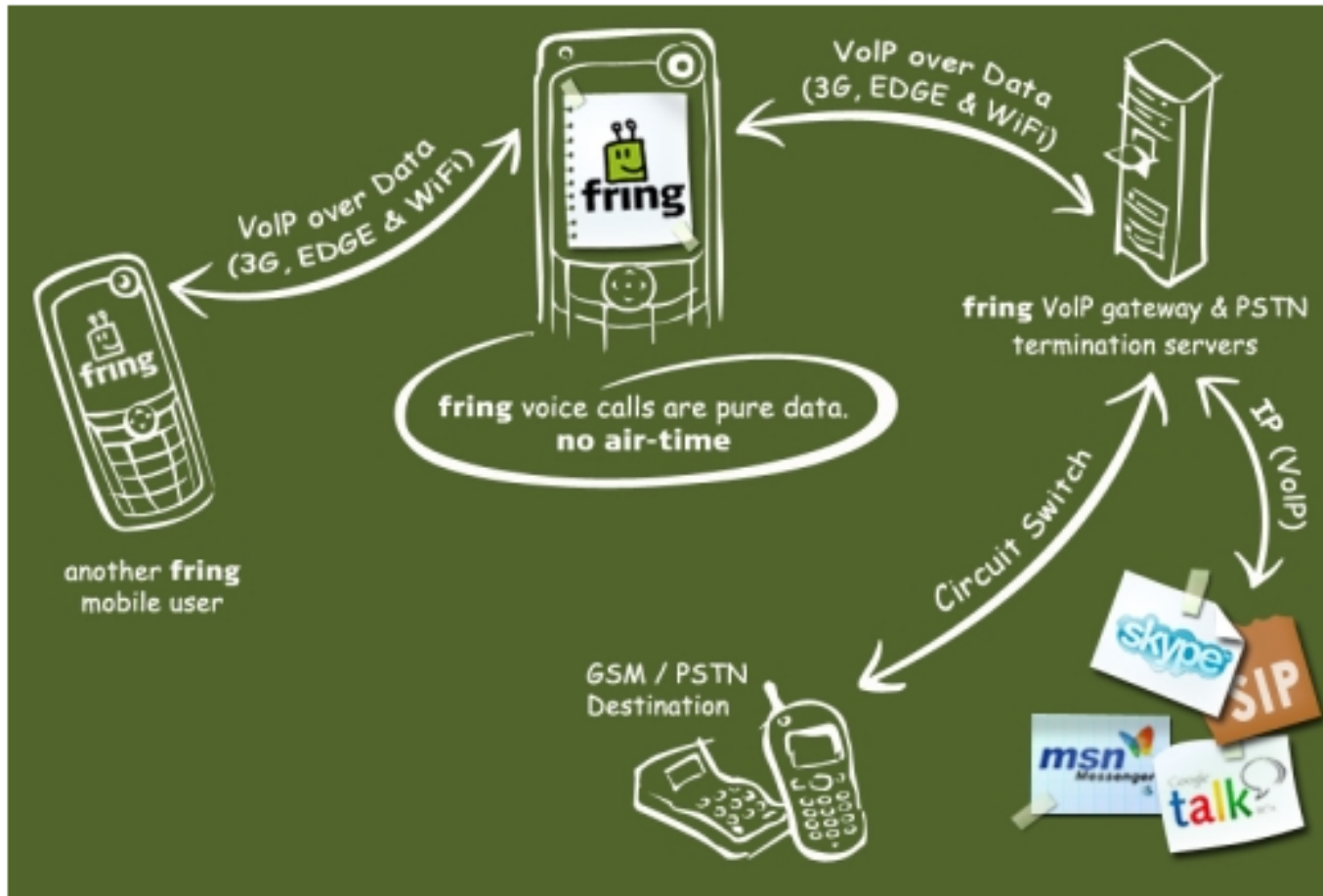
This way you're both paying for a local call, but the international connection is free. Use your free minutes and don't pay a thing.

What does Rebtel cost?

Where do you want to call?

From: To: The Rebtel Community is marked in blue

Mobile IM: Fring



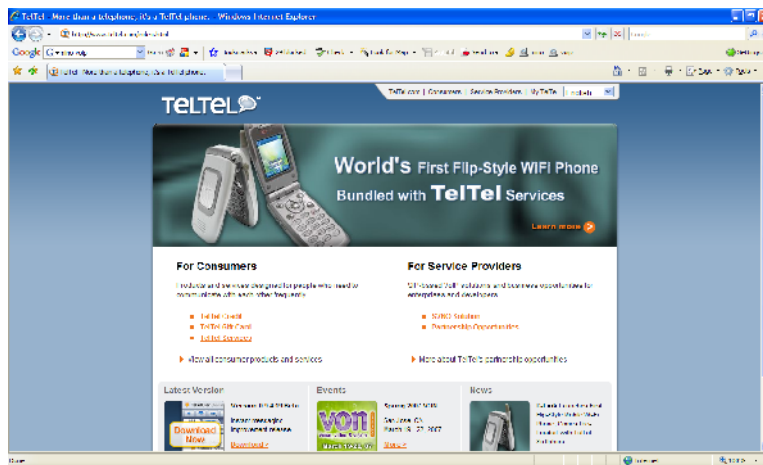
Mobile IM: Nimbuzz

The screenshot shows the Nimbuzz website in a Windows Internet Explorer browser window. The browser's address bar displays the URL <http://www.nimbuzz.com/en/>. The website's header features the Nimbuzz logo with the word "Beta" underneath, and a navigation menu with links for Home, Get Started, Features, Community, and Help. The main content area is divided into several sections:

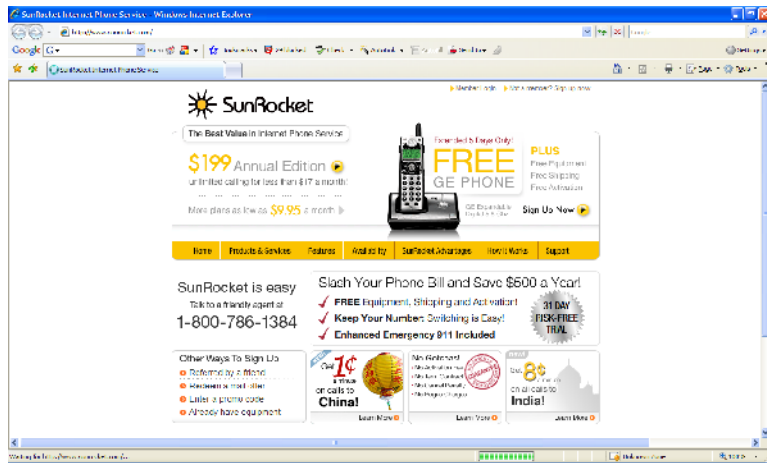
- Call your IM buddies from your mobile.** This section includes an illustration of a globe with three mobile phone icons (one with an 'N' logo) and three laptop icons with IM logos (MSN, talk, and N). Below the illustration, it states: "Works on every Internet enabled phone • No credits needed", "No WiFi needed • No monthly charges • Available in more than 35 countries".
- Get started** (orange box): "Download Nimbuzz or use it online. For free."
- How it works** (blue box): "Features and availability across countries."
- Quote:** "Nimbuzz Could Change the Face of Mobile Communications" — MobileCrunch
- Global calls without international tariffs** (orange box): "Now make global calls from your mobile and only pay your cheapest local rate. No credits needed."
- Mobile Chat** (blue box): "Chat on your mobile with Nimbuzz, MSN / Live Messenger and GTalk buddies. For Free."
- Mobile Group Calls** (grey box): "Now connect up to 5 people in a Group Call. On their mobile or on their PC. Instantly."

The browser's status bar at the bottom shows "Done" on the left and "Internet" and "100%" on the right.

Mobile IM



Residential VoIP providers



SunRocket
The Best Value in Internet Phone Service

\$199 Annual Edition
or in-line carrier for less than \$17 a month!
More plans as low as **\$9.95 a month**

FREE PHONE
Free 2.0 megapixel camera phone
Free 3.2MP camera phone
Free 2.0MP camera phone

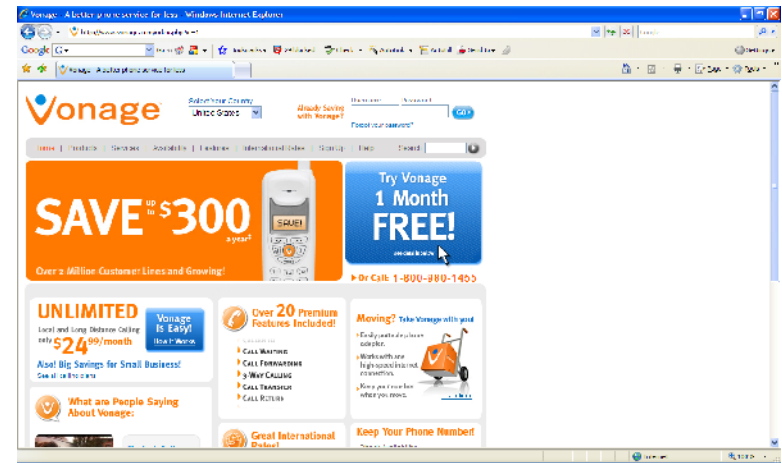
SunRocket is easy
Talk to a friendly expert at
1-800-786-1384

Slash Your Phone Bill and Save \$600 a Year!
✓ **FREE** Equipment, Shipping and Activation
✓ **Keep Your Number**: Switching is Easy!
✓ **Enhanced Emergency 911** Included

Other Ways To Sign Up:
• Referrals by a friend
• Hardware mail order
• Enter a promo code
• Already have equipment

China!
Call 1¢ a minute or less!
Learn More!

India!
Call 8¢ a minute or less!
Learn More!



Vonage
Always Saving with Vonage!

SAVE UP TO \$300 a year!

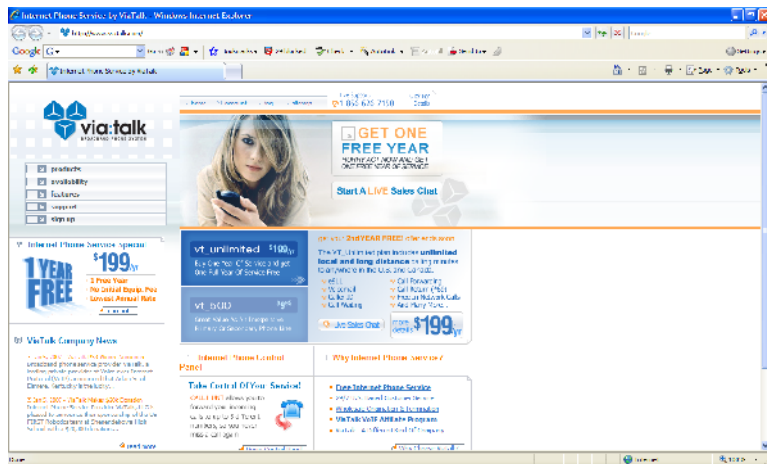
Try Vonage 1 Month FREE!

Over 2 Million Customers Lines and Growing!

UNLIMITED
Local and long distance calling
only **\$24.99/month**

What are People Saying About Vonage:

- Over 20 Premium Features Included!
 - CALL WAITING
 - CALL FORWARDING
 - CALL TRANSFER
 - CALL RINGS
- Moving? Take Vonage with you!
 - Easy to port in or out
 - Porting is free
 - High quality long distance
 - Keep your number when you move
- Great International Rates!
- Keep Your Phone Number!



via talk
Internet Phone Service

GET ONE FREE YEAR
\$199.99/yr. (1 year free)

Start a LIVE Sales Call!

1 Year FREE
No Credit Check. No Annual Fees.

via unlimited \$199.99/yr.
Everything you need to get the full year of service free!

via 60CD \$199.99/yr.
Save up to \$100 on your phone!

Why Internet Phone Service?

- Take Control of Your Service!
- Clearer Calls
- Free Long Distance
- Free Local Calls
- Free 911
- Free Texting
- Free Email
- Free Faxing
- Free Parking
- Free State Calls
- Free 24/7 Support
- Free 199.99/yr.



Packet8
1-866-TRY-VOIP
Internet Phone Service

Residential Plans
Business Plans
International Plans
Learn More
Accessories
Hardware
Member Portability

Student/Plus Plans
Unlimited U.S. and Canada Calling
\$24.99/mo

Business/Plus
Powerful Business calling features starting at **\$14.99/mo**

Get Your Packet8 Tango
Add ViaTalk to Your Phone Calls

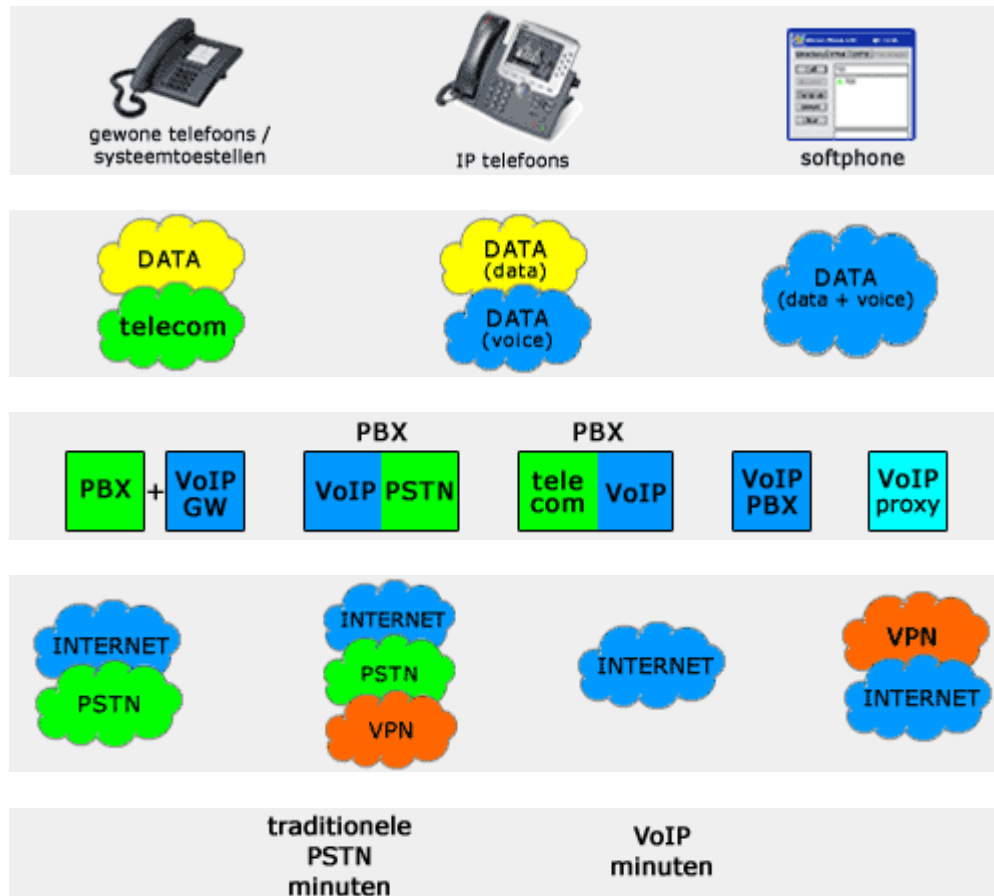
Packet8 Share
Earn up to \$60 referrals!

T-38 FAX Service
Now Available!

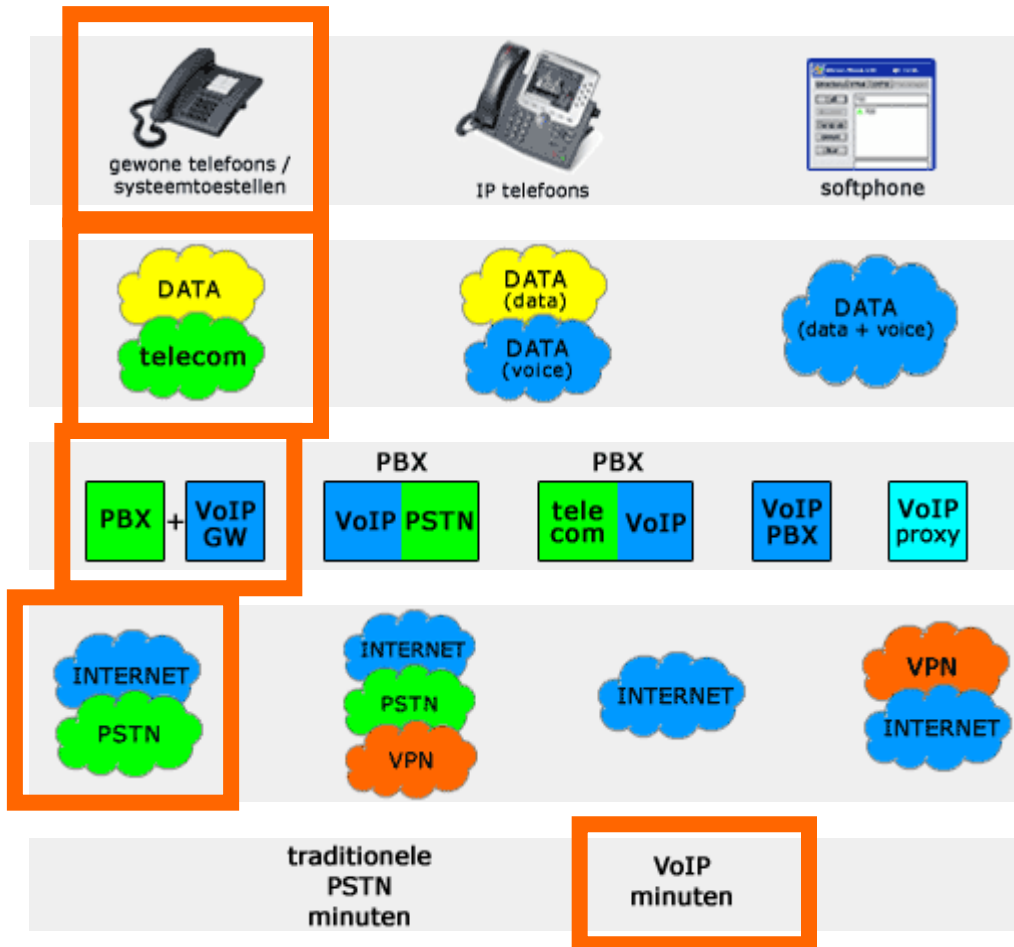
International Rates

Monday	20.00
Tuesday	20.00
Wednesday	20.00
Thursday	20.00
Friday	20.00
Saturday	20.00
Sunday	20.00

Business VoIP



ISDN over IP



ISDN over IP

The screenshot shows a Windows Internet Explorer browser window displaying the KPN website. The address bar shows the URL <http://www.kpn.com/kpn/show/id=1254079>. The page title is "KPN: Bellen via internet - Windows Internet Explorer". The browser's address bar and search bar are visible, along with various browser extensions and a search bar.

The main content area of the website is titled "Zakelijk InternetPlusBellen" and features a navigation menu on the left with links to "Mobiel", "Mobiel internet", "Internet", "InternetPlusBellen", "Vaste telefonie", "Telefooncentrales", "Applicaties Online", "Datacommunicatie", and "Klantenservice".

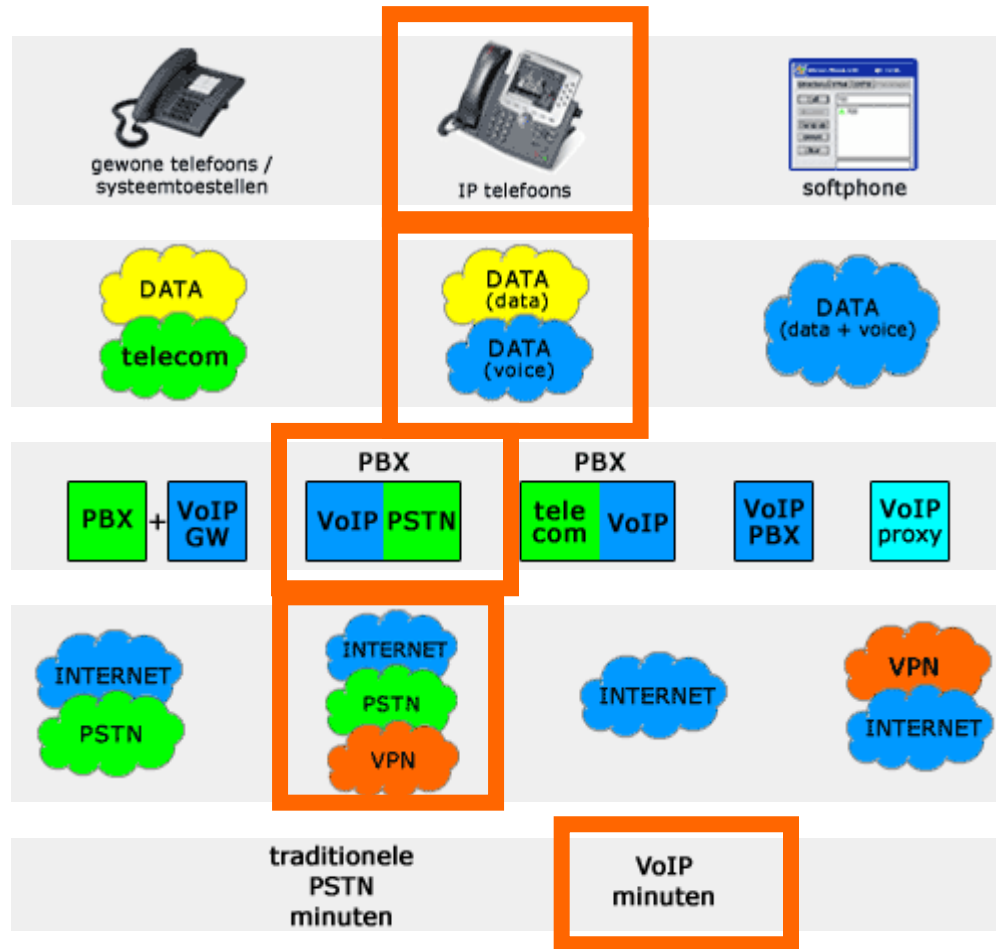
The central content area includes a search bar, a "Uw winkelwagen" icon, and a main heading "Bekijk hoeveel u kunt besparen op uw vaste belkosten". Below this, a comparison table shows the cost of "Vast kosten internet" (€55,05 per month) and "Vast kosten bellen" (€660,60 per year) compared to the "KPN InternetPlusBellen Basic" service, which offers a saving of €55,05 per month and €660,60 per year.

Additional sections on the page include:

- Nu géén aansluit- en monteurskosten:** Bij bestelling van Zakelijk InternetPlusBellen XL voor 1 april 2007 betaalt u nu géén aansluitkosten. Installatie in uw pand gebeurt gratis door een monteur.
- Uw telefooncentrale:** Welke centrale is geschikt voor Zakelijk InternetPlusBellen XL? Uw huidige ISDN-apparatuur kunt u blijven gebruiken.
- Wat kost het?:** Maandelijks en eenmalige kosten; Beltarieven Nederland; Beltarieven Buitenland.
- Pinnen of ISDN?:** Heeft u ISDN-apparatuur? Wilt u meer dan 2 lijnen? Wilt u pinnen? Groepsnummer of doorkiesreeks?
- Meest bezocht:** Vraag en antwoord Zakelijk InternetPlusBellen XL.

The status bar at the bottom of the browser window shows "Done", "Internet", and "100%" zoom level.

SIP trunking



SIP trunking

Infopact network solutions : Nieuws - Windows Internet Explorer

http://www.infopact.nl/nieuws?cid=16&nid=4

Google

Google sip trunking

Bookmarks 24 blocked

Infopact network solutions : Nieuws

infopact
network solutions

OVER INFOPACT DEVELOPMENT REFERENTIES PARTNERS DIENSTEN

Infopact introduceert IP-Dialtone op de TINE 2006 11/04/06

Op 26, 27 en 28 april wordt in de RAI voor de 16e keer TINE - de nationale ICT - vakbeurs - georganiseerd. Met meer dan 300 deelnemers krijgt u een compleet overzicht van de nieuwste trends op het gebied van Telecommunicatie, InterNetworking, New Media en Entertainment (TINE).

InfoPact introduceert hier haar nieuwe IP-Dialtone dienst: IP-Dialtone biedt publieke telefonie op basis van VoIP. Hiermee biedt infopact telefonie met uitstekende kwaliteit, bijzondere functionaliteit tegen lage kosten. Daarnaast is IP-Dialtone bij uitstek geschikt voor de migratie naar 088 bedrijfsnummers.

De stand van InfoPact zal te vinden zijn in de Randstadhal, hal 9 met standnummer 09.107.

Mocht u interesse hebben in een bezoek aan de TINE, neem dan contact met ons op.

[terug naar het overzicht](#)

Nieuws

Infopact introduceert IP-Dialtone op de TINE 2006. Op 26, 27 en 28 april wordt in de RAI voor de 16e keer...

[lees meer...](#)

[Alle nieuwsberichten](#)

Postcode check

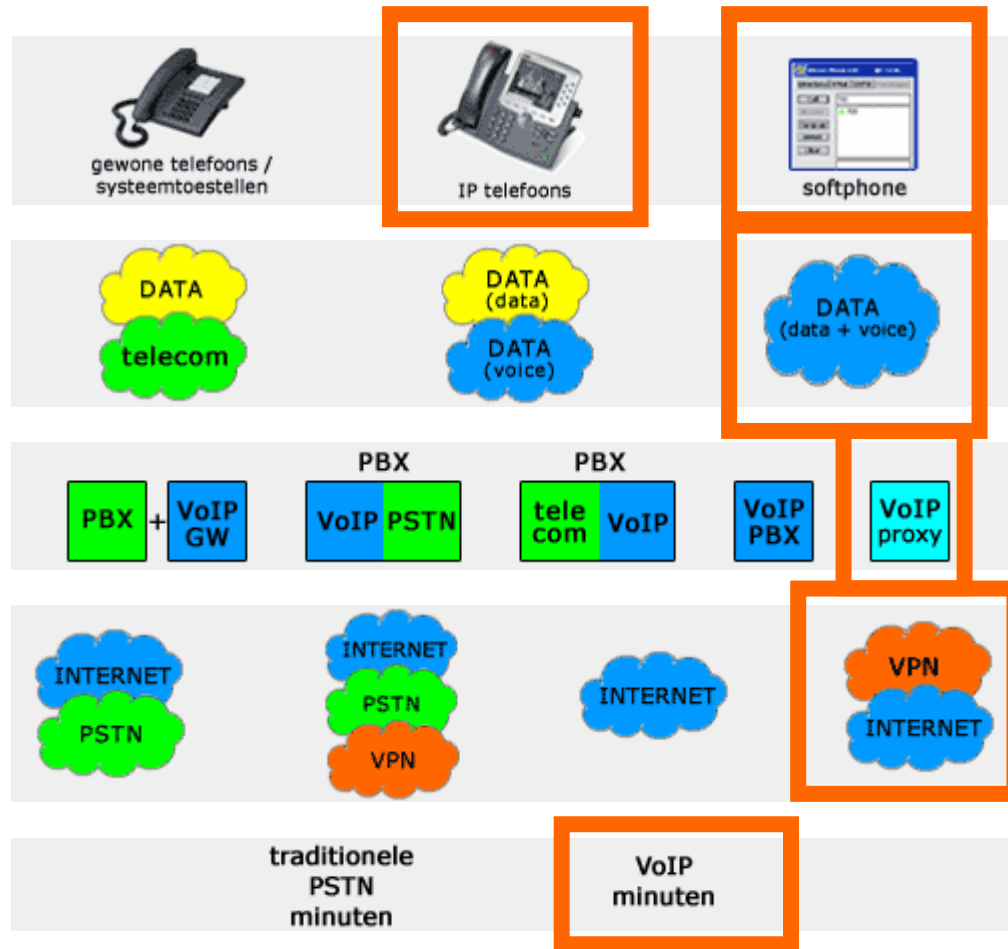
Uw postcode:

Uw huisnummer:

Ook KPN WDSL

Done Internet 100%

IP Centrex



IP Centrex

TeleSpectrum (TMVS) - Diensten - telecommunicatie, ip-telefonie, telefooncentrale, spraak, - Windows Internet Explorer

http://www.tmvs.nl/diensten/

Google

Google sip trunking

Bookmarks 24 blocked

Check AutbLink AutbFill Send to sip trunking

TeleSpectrum (TMVS) - Diensten - telecommunicati...

Vul uw e-mail adres in en ontvang onze nieuwsbrief.
E-mail: Aanmelden

Home Organisatie Diensten Referenties Partners Werken bij TMVS Contact

Al onze mogelijkheden

- TelephonyConnect
- VoiceConnect
- InternetConnect
- DataConnect
- TelephonyConnectCare

Onze diensten

Op deze pagina vindt u onze diensten; klik op één van de diensten om er gedetailleerde informatie over te vinden. Mocht u nog verdere vragen hebben dan kunt u altijd **contact** met ons opnemen.

TelephonyConnect

TelephonyConnect oftewel Managed Voice is een totaaloplossing waarbij TMVS het beheer en onderhoud van uw telefonie volledig uit handen neemt.

VoiceConnect

Vaste telefonie. Gegarandeerde kwaliteit voor een aantrekkelijk tarief.

InternetConnect

Internet is heden ten dage een informatieve bron en een effectief communicatiemiddel voor organisatie en medewerkers.

DataConnect

Breekbancverbindingen zijn dankzij diverse DSL-providers veel betaalbaar en sneller geworden. Hierdoor stijgt het

Telefonie in uw organisatie

6,- !!

Partnership

Internet 100%

VoIP PBX

The screenshot shows a Windows Internet Explorer browser window displaying the NeoNova website. The browser's address bar shows the URL <http://www.neonova.nl/nl/content/>. The website features an orange header with the NeoNova logo and the tagline "innovatieve internet-oplossingen". Below the header, there are navigation icons for email and a phone. The main content area is divided into three sections: a left sidebar with a navigation menu, a central banner for Astium VoIP services, and a right sidebar with a shopping cart icon and the text "Uw winkelwagen is leeg".

NeoNova innovatieve internet-oplossingen

🇳🇱 🇬🇧

Astium VoIP centrale
VoIP toestellen & Supplies
NBS internet server
Nieuws
Pers
Over NeoNova
Sitemap
Partner Login

gebruiker
wachtwoord

> VoIP, ISDN, GSM, WIFI

Astium®

🛒 Winkelwagen
Uw winkelwagen is leeg

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VoIP PBX

IP PBX, Asterisk-based PBX and VoIP PBX Phone Systems :: Fonality - Windows Internet Explorer

http://www.fonality.com/

Google

Google

IP PBX, Asterisk-based PBX and VoIP PBX Phone Syst...

FONALITY
communicate openly.

operator **ONLINE**
click to chat

PRODUCTS | PRESS | FAQ | PARTNERS | SUPPORT | VoIP | QUOTE

Reseller Program

Network Integrators
our program
is built
for you.

[more info]

Customer Portal

USERNAME

PASSWORD

remember

IP Phones


Aastra 480i

Awards and Reviews

Network **Computing**
Editor's Choice

1011 John McCrea
401-709-5221

1012 Mike Doughty
AVAILABLE

1014 Beck Hansen
AVAILABLE

1015 Glen Phillips
312-431-177

1017 Steven Page
AVAILABLE

1018 Marc Rober
AVAIL

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PBXtra™
STANDARD

- Unlimited Extensions
- Enhanced Voicemail
- Outlook Integration
- Auto-Attendant
- Branch Office Support
- PSTN & VoIP Ready

More Features...

\$995

PBXtra™
CALL CENTER

- All "Standard" Features
- Unlimited Call Queues
- Agent Call Recording
- Multiple Auto-Attendants
- Live Queue Stats
- Powerful Reporting

More Features...

\$2,995

Screen Shots

\$995

server included!

877 - FONALITY or Click here to call Sales

Internet 100%

VoIP PBX



The screenshot shows a Windows Internet Explorer browser window displaying the iotum website. The address bar shows the URL <http://www.iotum.com/>. The page features the iotum logo, navigation links for Products, Platform, and Company, and a Sign In button. A central promotional box contains a photo of a man in a blue shirt and dark pants, with the text: "iotum lets me share my availability ... And it knows when I'm available to talk and when I'm doing something that can't be interrupted." To the right of the photo, the text reads: "Are you a BlackBerry user? iotum Talk-Now helps you end telephone tag, making you instantly more productive." Below this, three bullet points list features: "SHARE your availability without losing control.", "SEE who is available and who wants to talk with you.", and "BE NOTIFIED when people you need to talk to become available." A blue "TRY NOW!" button is positioned at the bottom of the promotional box. The footer of the page includes the copyright notice: "Copyright© iotum Inc. All rights reserved. [Legal](#) | [Privacy Policy](#) | [Blog: Simply Relevant](#) | [News](#) | [Contact Us](#)".

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- Join your public life from your private life
- Have a unique number with advanced voicemail and call screening
- All without changing your current phone or carrier

Try TalkPlus now for FREE!

A Second Mobile Number

Major Carriers Supported

Try TalkPlus today for FREE

NEVER TAKE a call you WANT to miss

Get it NOW

FEATURES

- One Number to Call
- Custom Settings
- Call Forward
- Guaranteed Voicemail
- Ringback Tone

Free WebCall Button

Take a peek at the GrandCentral Inbox

CrystalBlue Voice Service

The first and only IP telephony service for small and midsize companies that delivers all the features you need at an affordable price.

Quality You Can Hear!

Download Our New Brochure

Partners

- Retail account control
- Advanced features & service
- Eom an advection fee

BeyondVoice™

Customized designed for your business.

Package Deal

Package Deal	Retail Price	BeyondVoice Price	Pay as you go
Pay as you go	\$1.00	\$0.00	\$0.00
Standard	\$1.00	\$0.00	\$0.00
Pay as you go	\$1.00	\$0.00	\$0.00

Get a Free Quote

Conclusion?

Chances

- Low margin services
 - Be smarter
 - Be quicker
- High margin services
 - B2B