



Partnering for VoIP*

by

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*VoIP = Voice over Internet Protocol

Presentation Goal



Demonstrate the long
term benefits of
deploying a VoIP
network

Public Policy Objectives



- Promoting universal service/access
 - Make services more affordable
 - Increase access to services
 - Promotes increased tele-density
- Encouraging investment and innovation
 - Promote human resource development; bridge the digital divide
 - Stimulate network investment
 - Generate additional revenue streams
- Driving economic growth
 - Enhance e-commerce
 - Promote technology transfer

PTO Objectives*



- Enhance value of PTO franchise
 - Enhance and expand revenue streams
 - Lower infrastructure costs
 - Expand communication services and commerce
- Avoid significant capital investment
 - Enhance foreign currency reserves
 - Use and leverage partnerships

*(PTO = Public Telecommunication Organization)

Why A VoIP Partnership?



- Enhancing value of PTO franchise
 - Multiple sources of new revenue
 - E-commerce opportunities
 - Lower call prices and greater access
 - Robust technologies
 - Association with industry leader
- Partnership tailored to PTO

Additional Revenue Initiatives



- Cost Efficient Infrastructure
- E-commerce applications
- Value added services
- Voice applications via multiple access devices

Promoting Convergence



Develop IP Platform to manage converged services:

- Voice/Fax
- Email
- Text
- Wireless
- Broadband
- Multimedia

Managing Initiatives



- PTO in the driver's seat
- PTO owns the last kilometer
- PTO owns the customer
- PTO understands customer preferences
- Leverage IP Platform to meet customer needs

In Conclusion



- Increase PTO shareholder value

LOWER COST means HIGHER PROFIT

Deployment of cutting edge technology

Leveraging strategic partners

Poised for future growth through enhanced services

- PTO exclusivity preserved

- Competitive offerings

- Ubiquity of service