



VoIP

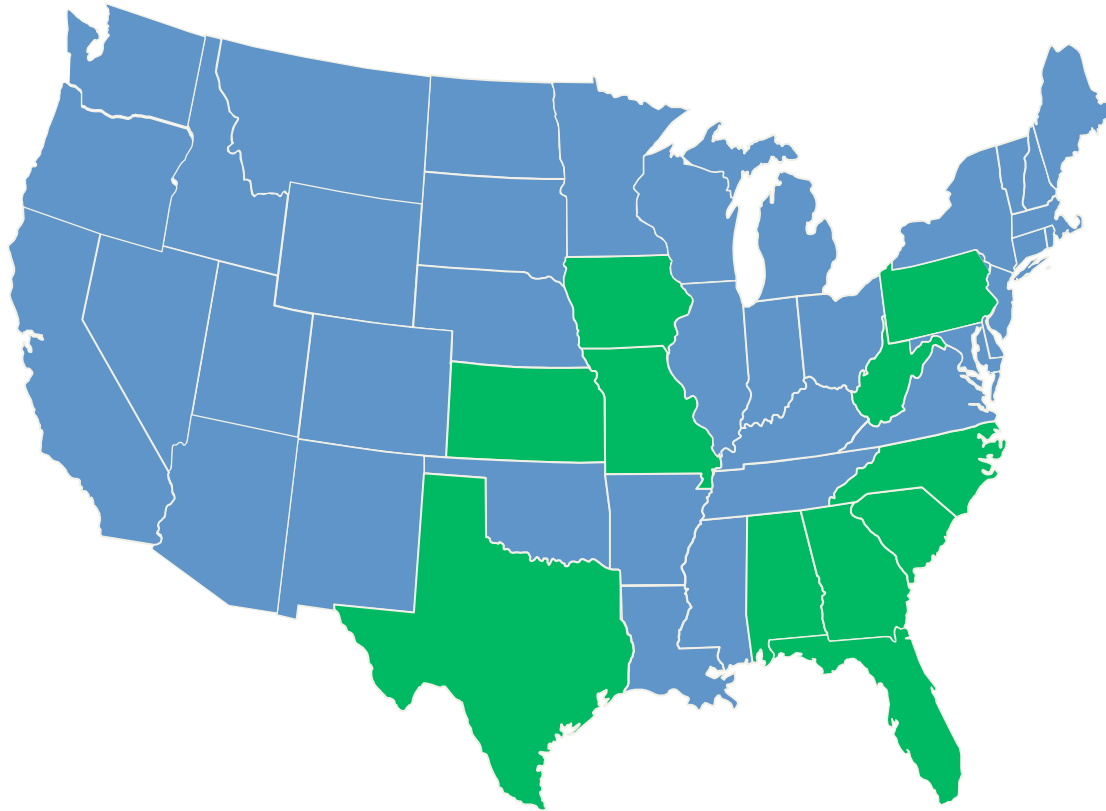
Providing Quality, Profitable Solutions
for Independent Telcos



Agenda

- About Akabis, Inc.
- Today's VoIP - comparing "consumer" VoIP to "Carrier" VoIP
- Applications for Independent Telcos – how to increase customers and bottom line profits
- Questions and discussion

Akabis Customers



VoIP

- Voice over Internet Protocol
- Widely deployed in carrier transport networks
- Efficient transport
- Supported by a wide range of equipment manufacturers and standards

“Carrier Class” VoIP

- Designed for reliability
- Telco-centric
- Consistent with regulatory and settlement models – no phantom traffic generated or received

Carrier VoIP vs. Consumer VoIP

| Attribute | Carrier Class VoIP | Consumer Class VoIP |
|----------------------|-------------------------------|---------------------|
| Telco perception | Telco quality | Cheap, best effort |
| Potential Bottleneck | Last mile | Network |
| Switch Type | Leading Telecom Manufacturers | Unknown |
| Fax Capability | Supported by T.38 standards | Problematic |
| Cost | Low | Low |
| Application | Business & Residential | Residential only |

What VoIP Can Allow

- Lower costs
- Less administration – replace rate decks with flat-rate pricing, less record keeping and processing
- Create new service bundles, such as unlimited LD packages
- Provide advanced services



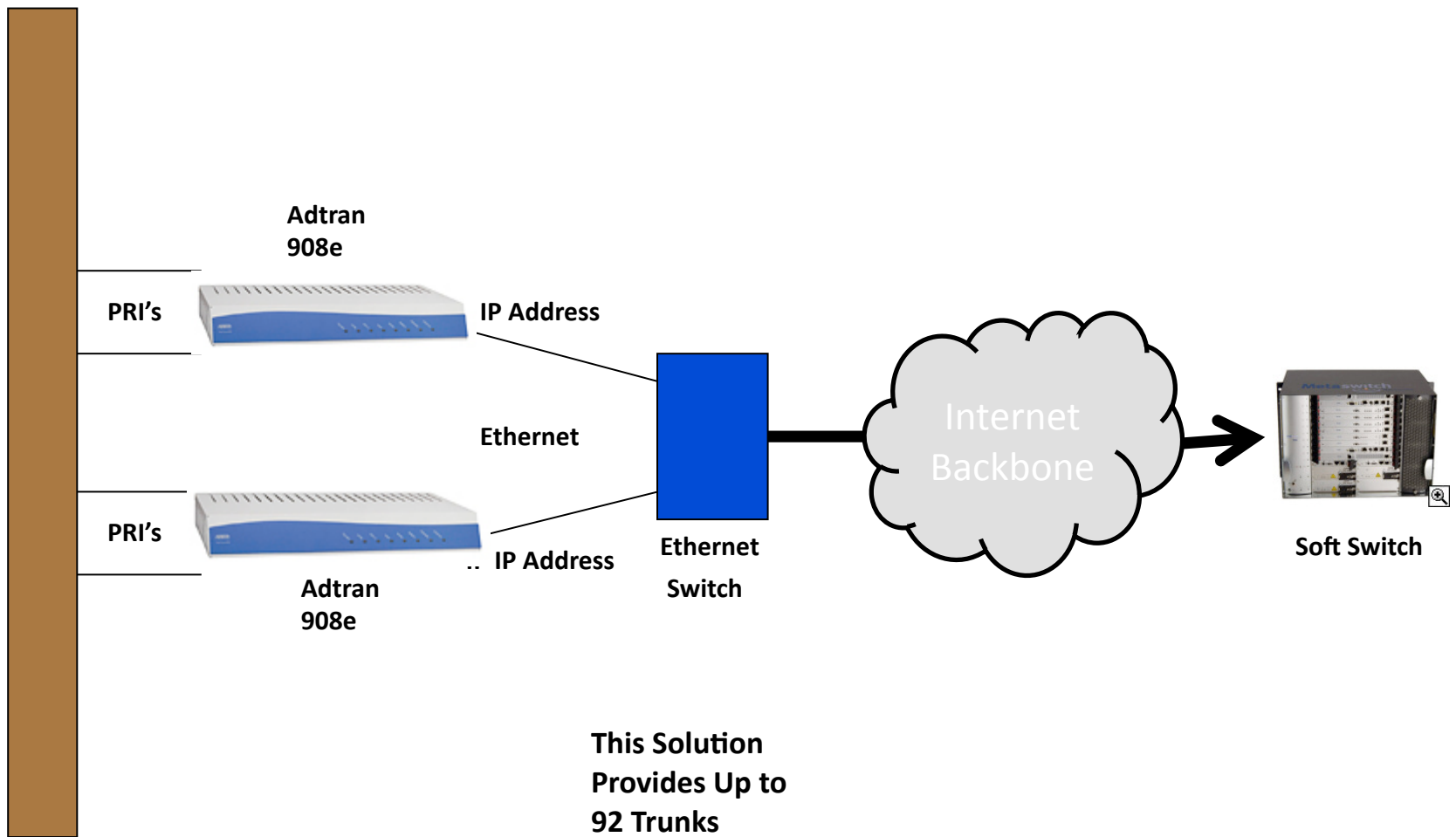
Applications

- Long Distance:
 - sub penny rates
 - easy deployment and implementation
 - not detrimental to settlements
- Hosted VoIP service:
 - low capital expenditures
 - high feature capability
 - market expansion
 - customer growth

VoIP Long Distance

- Voice packets travel over the Internet backbone
- Voice quality not an issue
- Fax support with T.38 standards
- Goal – transparent to customers

VoIP Long Distance



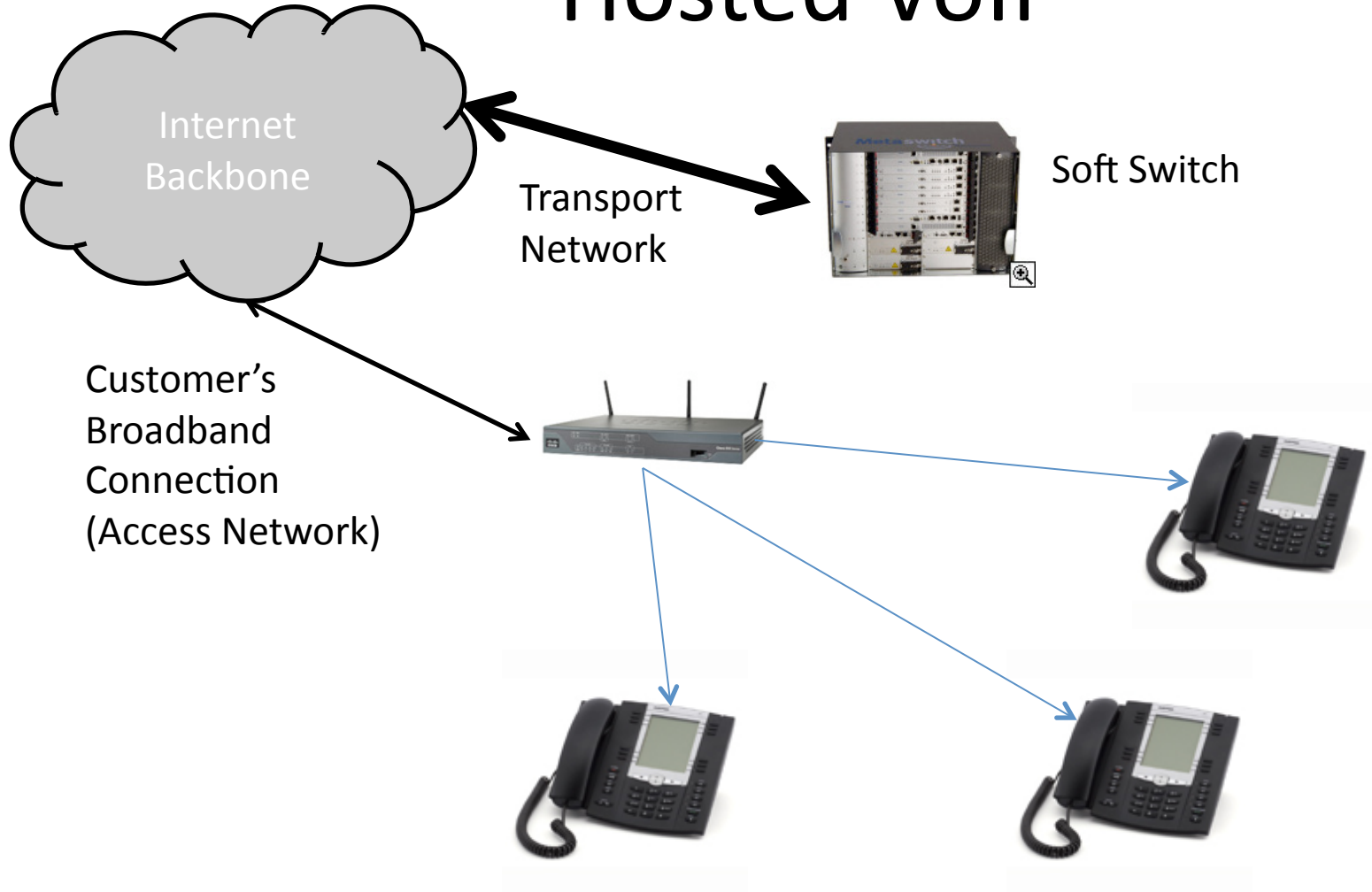
Hosted VoIP

- Key, PBX, Centrex functionality
- Great for multi-location companies
- Advanced features
- No special on-site equipment to maintain
- Limited capital requirements
- Flexibility on numbering
- Low cost of operation, easy to deploy

Hosted VoIP

- One example service – Find Me, Follow Me:
 - Incoming calls routed consecutively or concurrently to multiple numbers
 - Announcement of who's calling to recipient
 - Customer manageable on web interface
 - Can retain single voice mail box for non-answered calls

Hosted VoIP



Hosted VoIP

- Deploy in CLEC territory
- Upgrade existing customers
- Increase revenues and margins
- Disaster recovery options
- Key Value for Customers – using an existing data network for voice traffic

Summary

- VoIP technology ready for deployment
- LD and Hosted applications ready
- Opportunities to increase revenue and profitability