



Networking Multiple Locations

So, you want to network multiple locations? Be wary of *strangers bearing gifts*—they may not be what they seem. Some thoughts, tips, and points to ponder:

How many locations? Depending on the architecture of your network you will need to be mindful of the quantity of locations, and how they will be connected. In some networks, building a simple "star" topology makes it a fairly straightforward matter of arithmetic. On the other hand, crafting resiliency in the network means being much more careful, and building in sufficient bandwidth.

Voice anyone? If you're planning on voice communications, be sure to understand compression used by the products in question. Claims of 8kb, 10kb, 12kb may be true enough, but the voice quality may not be anything near what you require. Take a "test drive" with the product before purchase.

Growth Matters: Be sure to evaluate present needs and take into consideration scalability. Will it require major upgrades or change outs of equipment? Is the technology being deployed (i.e. MPLS, ATM, Frame) robust enough to accommodate future demands?

Understand the Carrier's network—am I buying into an oversubscribed network? Am I guaranteed certain throughput/performance? Is my data dependent on other factors? Know the facts before you sign on.

ICS can help. If you would like an independent review of options for networking your facilities, contact our sales department.

www.icstelecom.com



**Mitel's 5550
Network
Attendant
Console**

Ciminelli Development Selects ICS to implement VOIP

When Ciminelli Development decided to upgrade its telephone system they took a close look at several providers. They knew that they wanted to move to a VOIP environment to accommodate networking and growth and they wanted a product that would deliver immediate reward. They chose ICS Telecom and the Mitel 3300 IP platform.

The 3300 solution provides centralized operation for Ciminelli's primary Williamsville locations, centralized attendant, and unified messaging for all users in the network. While the organization is spread among multiple buildings, all communications appears as if the user community is in the same location. If you would like more information on what the ICS team can do for you, contact us at 800-836-7424.



EXECUTONE CUSTOMERS—EARN BIG TRADES ON YOUR VOICE MAIL THROUGH JULY!

Our trade in program for VXC, EVX and VX2 systems has been very well received. So, we've extended it through July! Trade up to the Mitel, Inter-Tel or Vodavi messaging system during July and you could earn as much as \$ 1,000.00 in trade toward the upgrade. Contact your ICS Account representative for more details.



INTER-TEL

Inter-Tel Rolls out 5000 IP System with increased capacity! Grow to more than 200 IP desktops! Demo today in your office, or ours! Complimentary estimates.

To remove your name from our mailing list, please e-mail dervolino@icstelecom.com
We welcome your ideas, your comments, and your stories.

Thank you for your Partnership

VOIP DIALTONE COSTS TO GO UP?

An FCC ruling recently could result in higher bills for residential consumers who use wireless or Internet-based telephones. The Order provides that Internet telephone providers like Vonage contribute a portion of their revenue to the Universal Service Fund, which subsidizes phone service to rural and low-income areas as well as communications services and Internet access for schools, hospitals and libraries.

The move may lead to higher bills for wireless and Internet telephone customers because these companies typically pass the fees on to customers. The expectation is that the fee will be about 7% of revenues for these firms toward the \$7 Billion + program.



Want your Cell Phone to work with your telephone system? Find out your options today. Don't miss calls, and avoid paying for cell phone minutes when you're in your office.

Supreme Court to Hear Telecom Case

The Supreme Court agreed to hear an appeal by the largest U.S. telephone carriers aiming to dismiss a class action antitrust suit against them.

The court granted the companies' petition to review an appeals court ruling that a class action suit filed against Verizon Communications, BellSouth, Qwest Communications International and AT&T could go forward despite lacking evidence to back up claims of an anticompetitive conspiracy. Arguments are scheduled to begin in the Court's upcoming term, which begins in October.

The lawsuit claims the telecommunications companies conspired not to compete against one another in their markets for local telephone and high-speed Internet services, and prevented competitors from entering those markets.

A U.S. appeals court ruled that a Federal judge who had previously dismissed the case had used the wrong standard in reviewing the sufficiency of the allegations and sent the case back for further proceedings. Stay tuned to this story over the coming months.

Mitel Adds to its Portfolio

Mitel, a trusted innovator of IP communication solutions for the enterprise, unveiled its new generation of IP phones and accessories designed to provide greater interoperability and desktop ease-of-use. Continuing its innovation and leadership at the desktop, Mitel has extended its award-winning desktop portfolio to include the Mitel 5330 and 5340 IP Phones, the Mitel Wireless LAN Stand (WLAN) and the Mitel Gigabit Ethernet Stand (GigE).

Designed with large graphic displays and wideband audio, Mitel's new 5330 and 5340 IP phones come with 24 – 48 customizable, soft-labeling keys, respectively. Ideal for enterprise executives, managers or employees, the 5330 and 5340 IP Phones come equipped with wideband audio handsets (7 kHz) making them acoustically superior to many IP phones available today. The new Mitel phones are also designed for power conservation, operating at significantly reduced power consumption compared to many competitors' phones.

Also available, the Mitel HTML Toolkit for the 5330 and 5340 IP Phones provides an easy-to-use way to create graphical phone applications using a standard web-authoring tool such as Microsoft Office FrontPage® 2003 and Macromedia Dreamweaver® 8. This application allows the phones to be easily integrated into key business processes. Both phones support Mitel's new GigE and WLAN stands as well as conference units and the Line Interface Module (LIM) that provides E-911 emergency dialing and survivability using the PSTN.



5330 IP



5340 IP

**FREE TELCO
REVIEW**

Let us review your local, LD, data and Internet connections, and costs. Simple, comprehensive