

# The market for IMS and the consequences for ENUM

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Managing Consultant  
Frankfurt, April 2008



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# The market for IMS and the consequences for ENUM

A provocative view on IMS and ENUM

**IMS and ENUM will probably not achieve the success that they are technically capable of.**

## IMS and ENUM

- IMS is primarily a network operator view of service delivery.
- The IMS concept was laid down 10 years ago when technology and business models were different to those of today.
- Network operators need Number Portability support far more than they need Public ENUM.

## George D. Salisbury

Detecon International GmbH  
Head of Technology Strategy Group



- 19 years in product development for international vendors.
- 5 years in business and strategy development for an international voice/IP/data service provider.
- 4 years in telecommunications consultancy.

# The market for IMS and the consequences for ENUM

Driver for NGN

**The overwhelming reason to change from legacy to NGN technology is operational cost reduction, it is not driven by new services!**

**The only reason for change is:**

- to put the business in a **better** position than it would be in if the change were not implemented

There are two definitions of better:

- New revenue streams.
- Lower cost base for existing revenue streams.

**Drivers**

- 1997:** 1 Giga Floating Operations per second (GFLOPs) cost about 30,000 US \$.
- Today:** an off-the-shelf PC provides about 10 GFLOPs for about 300 US \$.
- Price decreases for fiber, IP and Ethernet are also impressive.

**Developments in telecommunications nodes**

- PSTN: ~ 80 exchanges per million inhabitants.
- ISDN: ~ 20 exchanges per million inhabitants.
- MPLS core: ~ 2 sites per million inhabitants (with MPLS LE and LS routers).
- NGN: ~ 1 voice "site" per 4 million inhabitants. (with call control capabilities for PSTN services).

**New entry to the market is cheaper!**

Fewer boxes

Lower costs

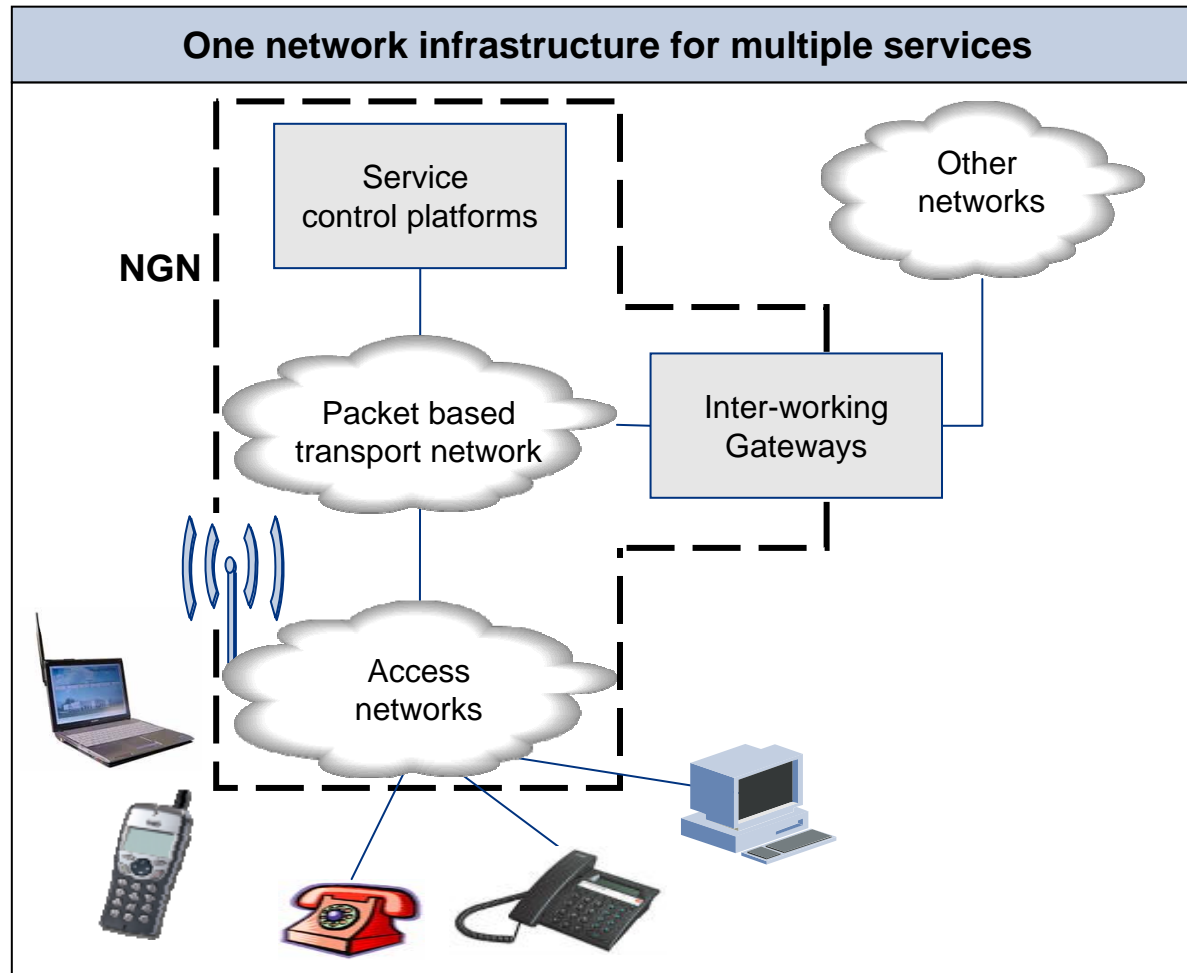
Legacy Platform(s)

IP-QoS Platform

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NGN, what is it

Network operators distinguish very clearly between an NGN and the Internet.  
The Internet is *best-effort* constrained, an NGN is not.



## Internet $\neq$ NGN

### NGN, a definition:

- *The use of a common Transport and Control infrastructure to deliver digital information, between a source and one or more destinations, to one of a set of pre-defined quality of services.*

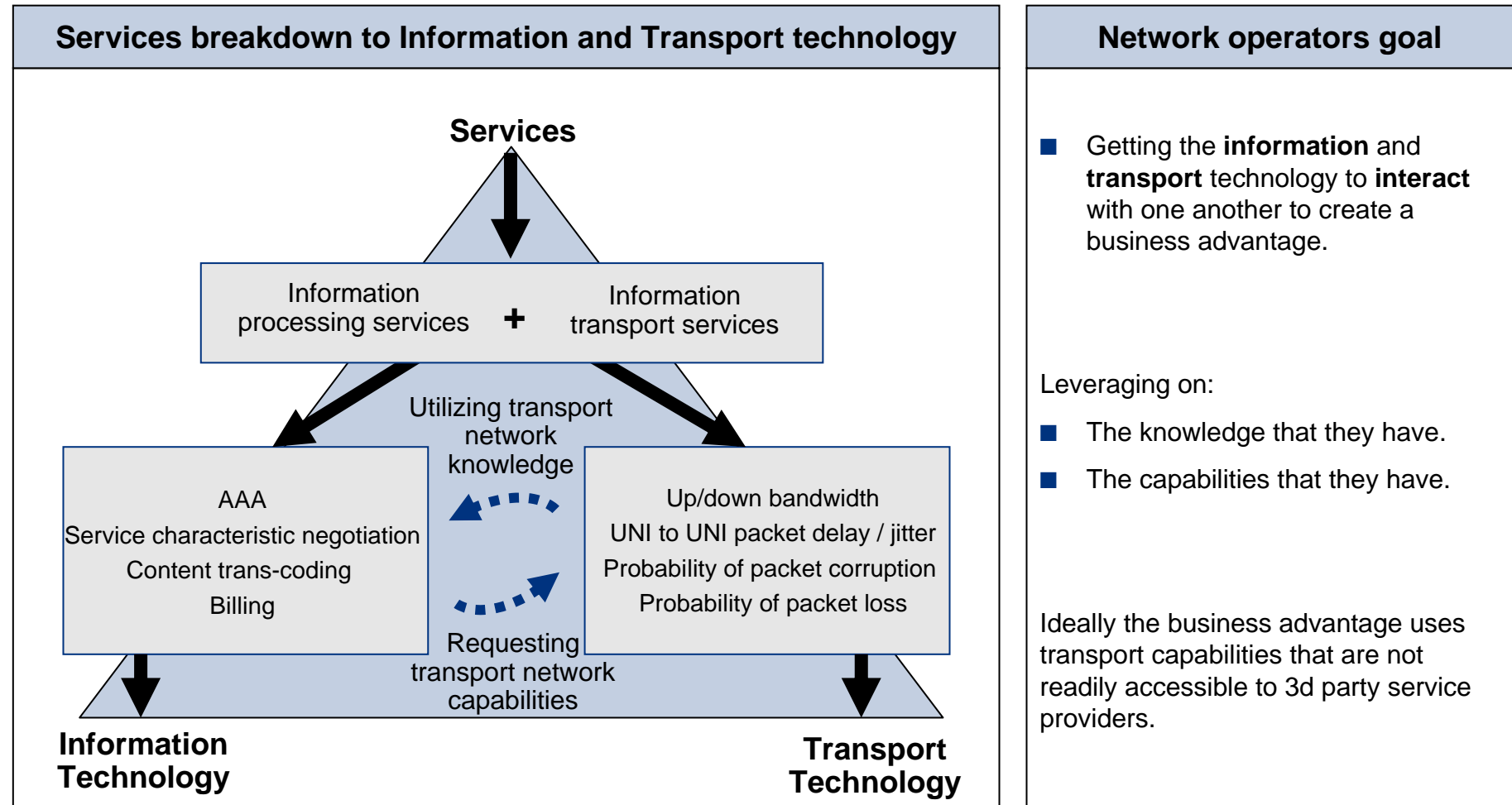
### Characteristics:

- Multi-service capability: voice, IP, TV, data.
- Separation of service from transport.
- Packet based transport.
- Potential for operational expenditure reduction.

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The network operators hopes

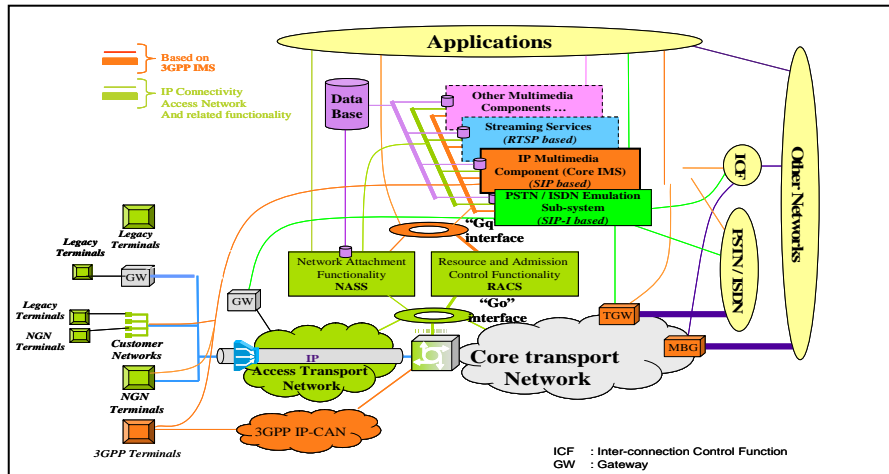
**Network operators want to use IMS to capitalize on possession of a network.**



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## IMS architecture

IMS can be viewed as a highly standardized architecture for NGN

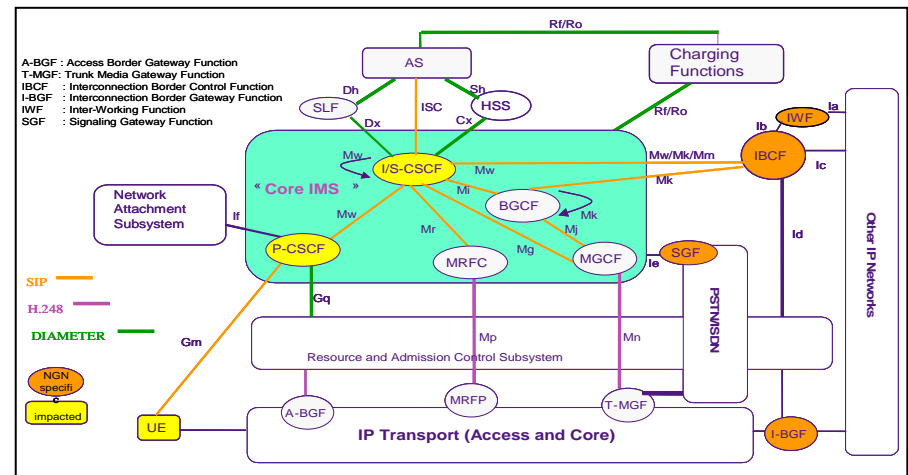


### IMS: Pros

- Reduced cost of system integration.
- Opportunity for carrier to swap-in swap-out vendors.

### IMS: Cons

- A standard does **not imply** existence of an implementation.
- Standardization roadmap might not reflect a given users time-to-market.
- Reduced opportunity for feature/service discrimination.



Graphics source: ETSI



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Architectural purity versus pragmatic engineering

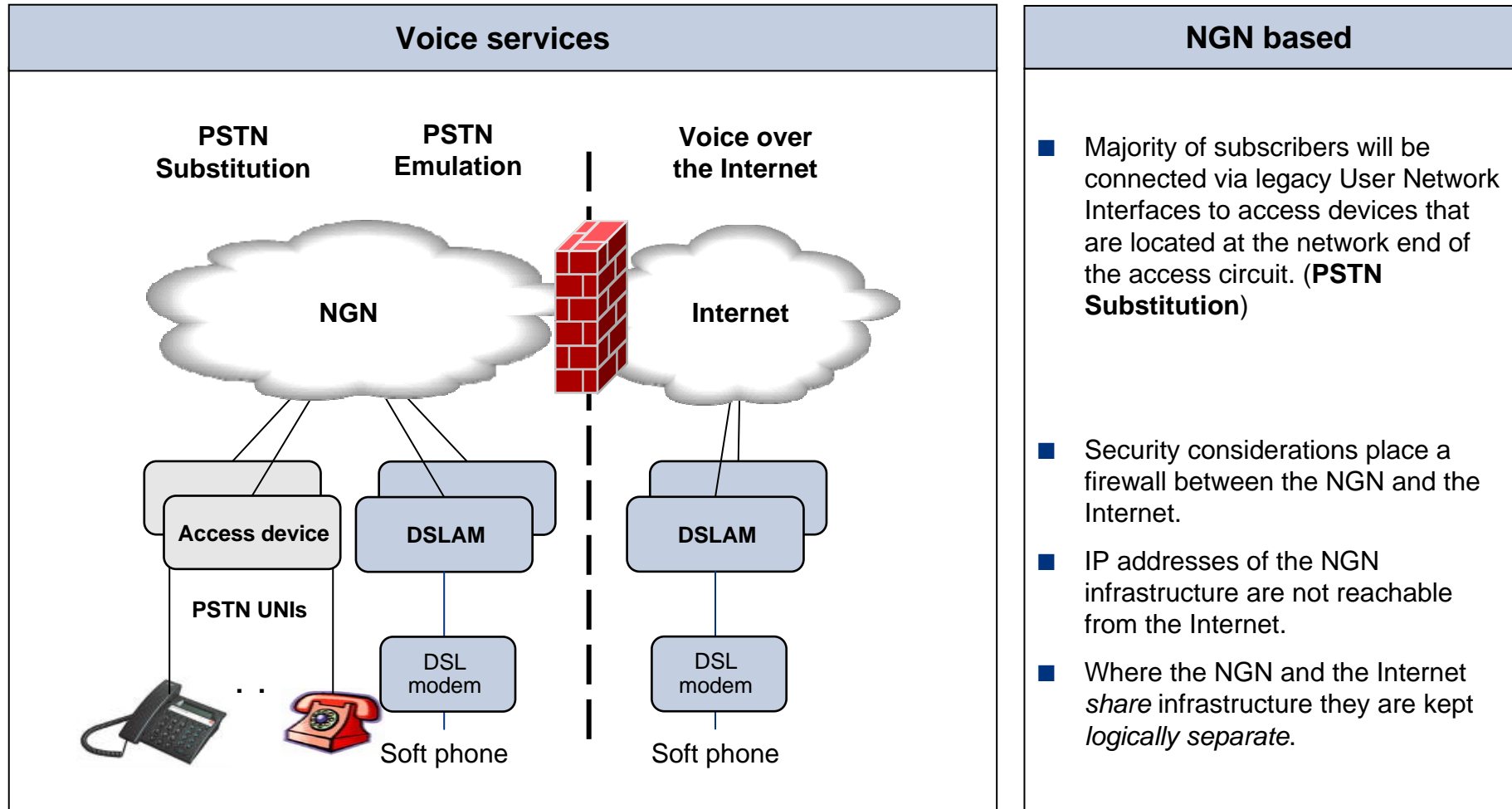
Highly standardized architecture does not necessarily mean *open*.

Goal versus reality	Cynical (?) observation
<p><i>To minimize the cost of achieving inter-operability across an interface.</i></p> <p>The more <b>exposed</b> interfaces that a system has, the more likely it is that some-one will push for standardization of that interface.</p> <p><b>But:</b> Some vendors are grouping IMS functions on to a common platform thus reducing interface exposure and:</p> <ul style="list-style-type: none"><li>■ better use available processing power.</li><li>■ short-cuts communication between functions (i.e. avoid the full SIP stack).</li></ul> <p>e.g. I/P/S CSCF on a common processing platform (i.e. no external messages needed between I/P/S).</p>	<p>Expect to see more IMS functionality being grouped on “monolithic” processing platforms to:</p> <ul style="list-style-type: none"><li>■ Take advantage of the continuing advancements in processing power <b>and</b> network interface speeds.</li><li>■ Avoid network based communication between components.</li><li>■ Inhibit vendor competition.</li></ul>

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Different flavors of voice service

There are three types of voice telecommunication services.

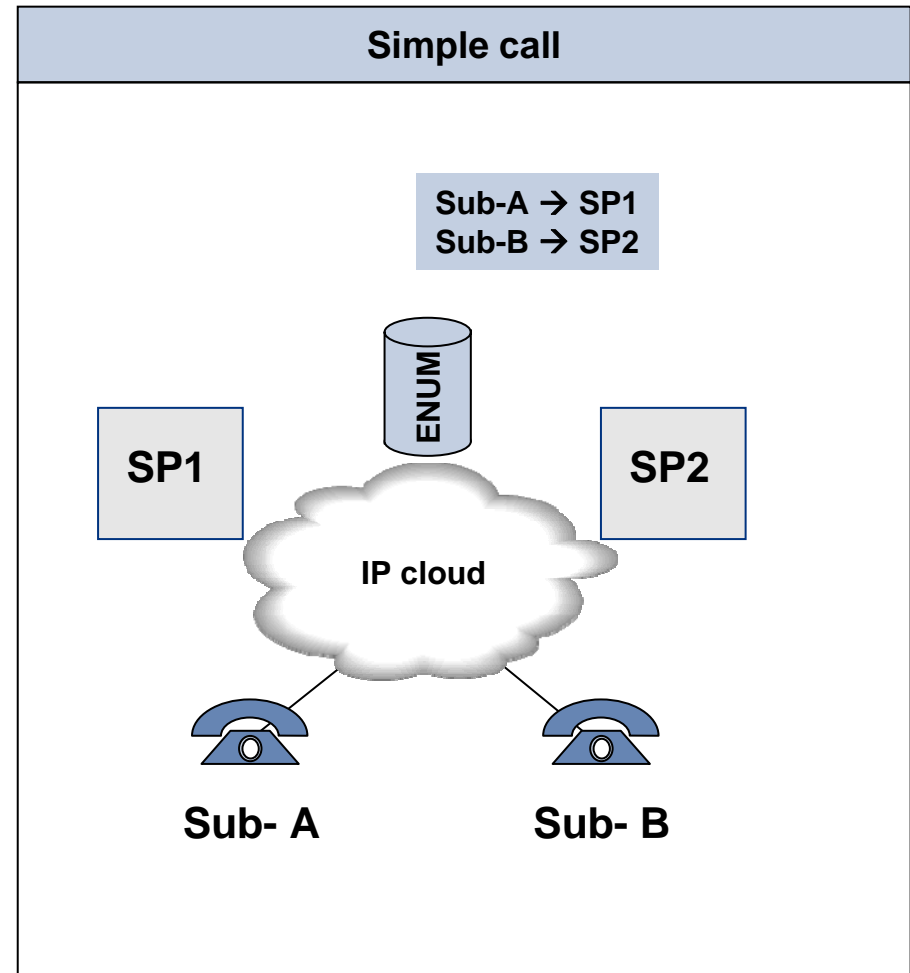


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Public ENUM – example

**Suppliers of public communications services do not need Public ENUM except to identify the owning service provider i.e. nothing more than Number Portability**

Public ENUM
<p>Sub-A and Sub-B both subscribe to services from the service providers SP1 and SP2 respectively.</p> <p><b>Sub-A wants to call Sub-B:</b></p> <ul style="list-style-type: none"><li>■ Sub-A can not bypass SP1 and go straight to SP2 without a prior contract (AAA problems).</li><li>■ SP1 can not bypass SP2 to get to Sub-B because of :<ul style="list-style-type: none"><li>● Possibility legal interception.</li><li>● Termination services that Sub-B may have from SP2.</li></ul></li></ul> <p><b>Note:</b> PSTN substitution service is even more unfriendly to Public ENUM.</p>



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## Summary

**IMS and Public ENUM face massive hurdles.**

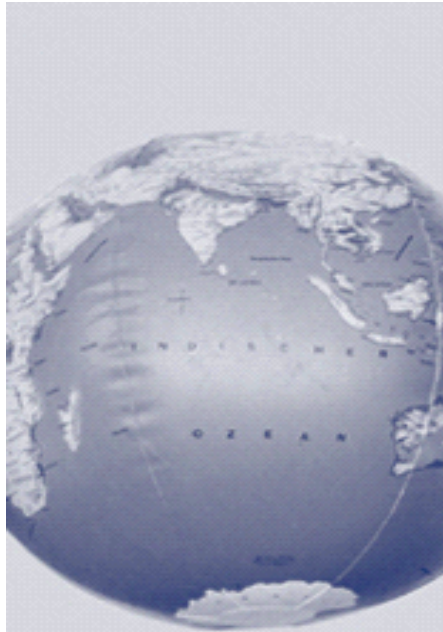
### Summary - IMS

- Tomorrows technology will make today's obsolete.
- Today's architectures are inappropriate for tomorrows technology.
- IMS was laid down 10 years ago.
- Today's technology has already bypassed IMS architectural drivers.

### Summary – Public ENUM

- Public ENUM has issues with supporting pay-for-use services.
- ENUM supported sub-direct-to-sub communications bypasses legal interception.
- Except as a number portability substitute, telecommunications service providers have no reason to like Public ENUM.

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**My thanks for your time  
and attention.**

**For additional details please contact  
your Detecon representative or**



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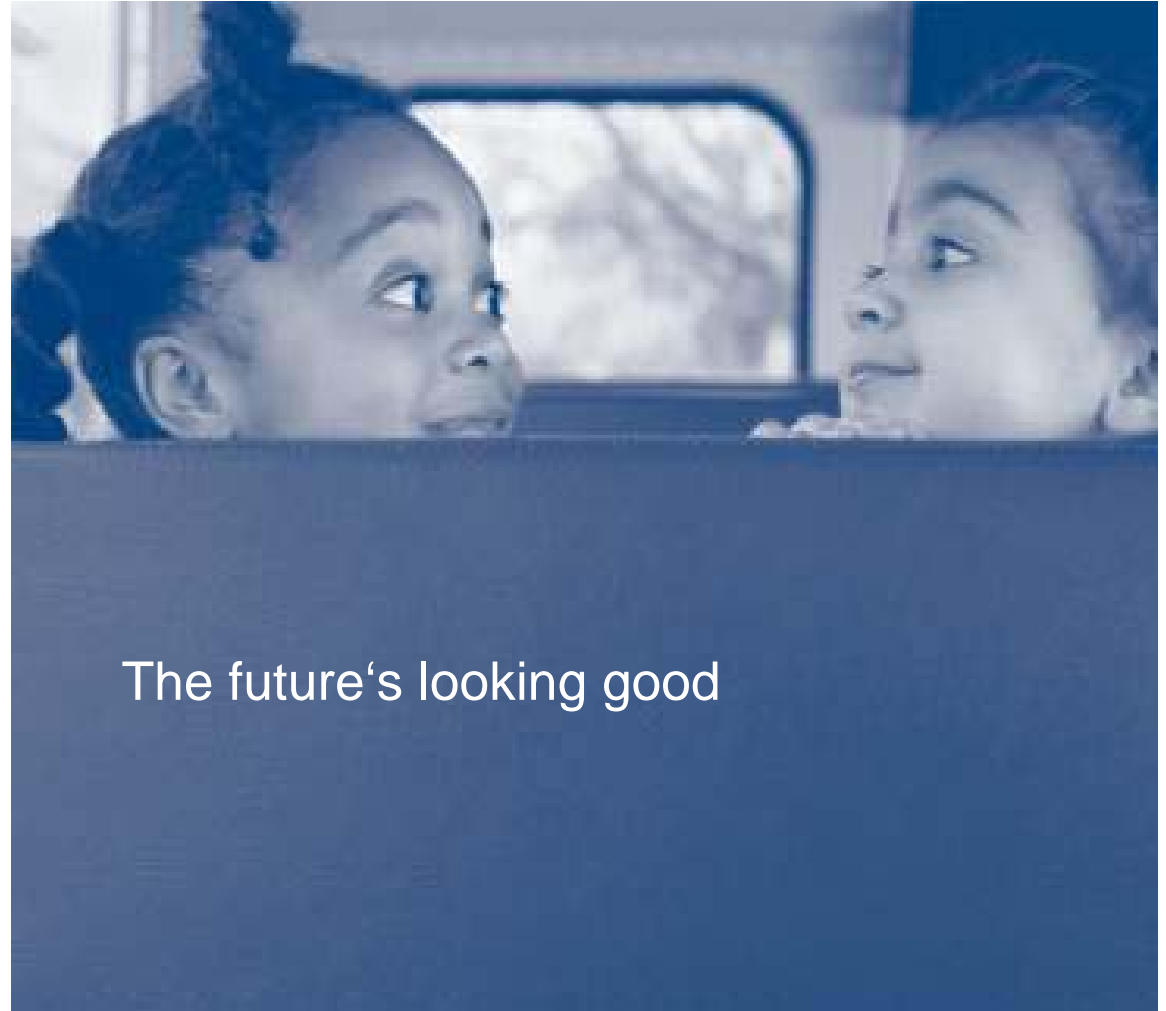
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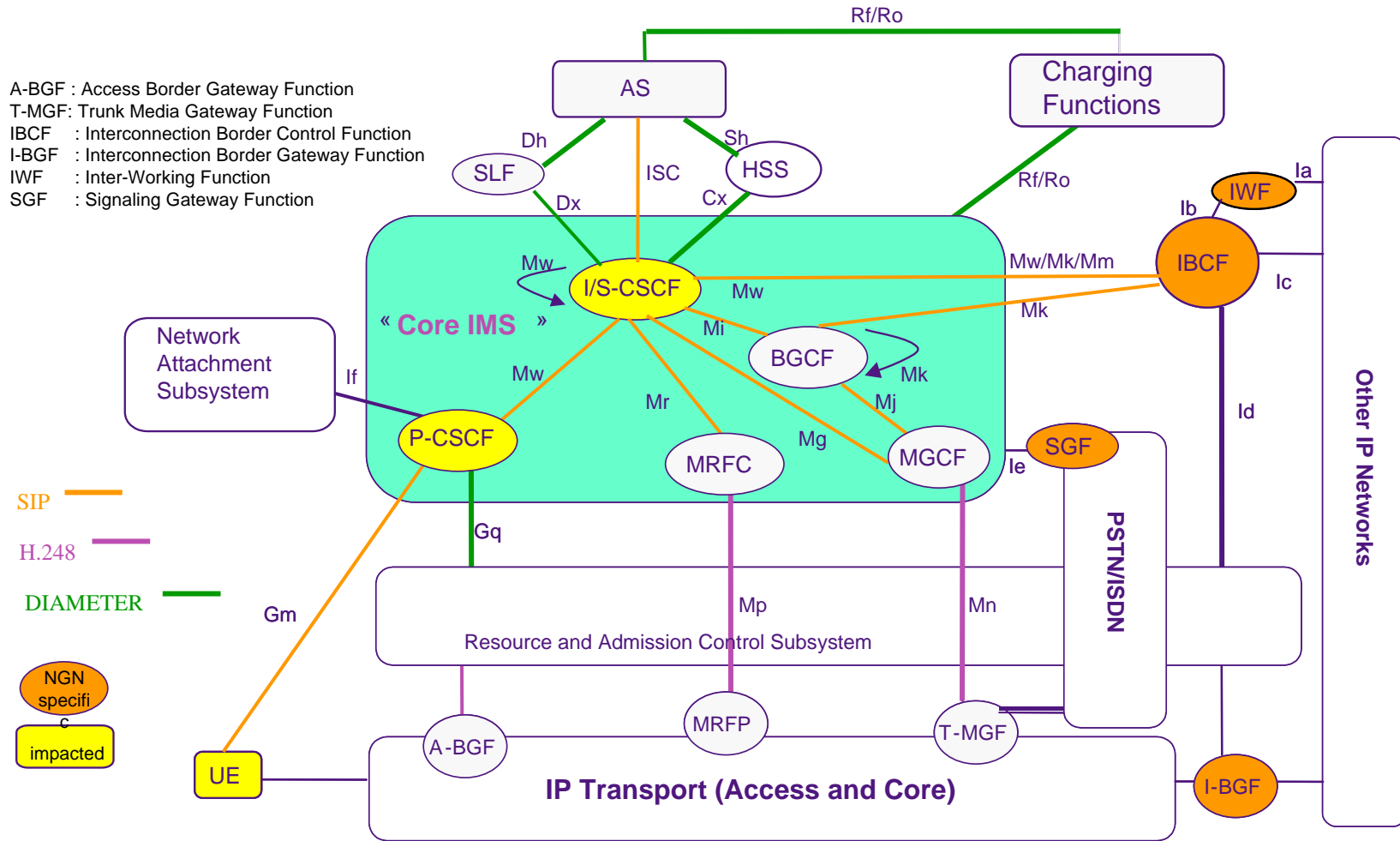


The future's looking good

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Enlargement of graphic used in presentation

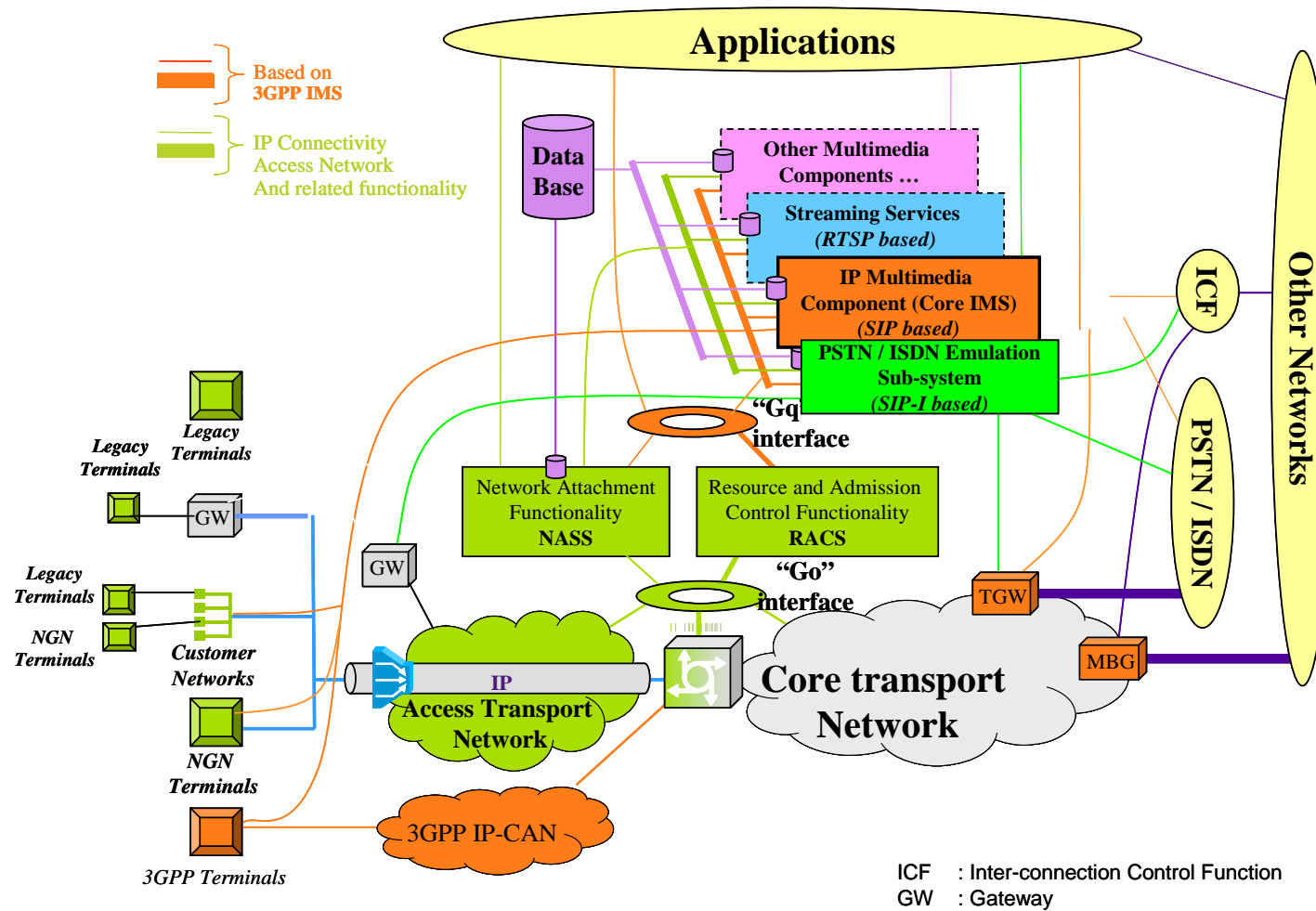
## TISPAN and IMS



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## TISPAN and IMS





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**The End**