

ISPs sign with Telecom over 3.5Mbit/s

It is inevitable all ISPs will sign up to **Telecom's** commercial UBS offer for broadband download speeds of up to 3.5Mbit/s. Telecom reports five to six have signed up so far. **Compass Communications** chief executive **Karim Hussona** confirmed today his ISP has signed, and **ICONZ** chief operating officer **Sean Weekes** says ICONZ has also.

The Line understands **WorldxChange** has signed up to the UBS offer and it was reported elsewhere today that **Orcon** had come to a new UBS arrangement with Telecom.

QuickSilver's chief executive **Mathew Hobbs** remains one hold-out for now. "We have not signed at this point, there are flaws in Telecom's offer and we have asked them to review the offer and get back to us."

There are signs both **ihug** and **CallPlus** will also sign a new UBS deal with Telecom, despite launching applications for determinations.

Telecom had excluded both ISPs from its new offer after they went to the **Commerce Commission**. However, the Telecommunications Commissioner **Douglas Webb** may force Telecom to offer ihug and CallPlus the same UBS terms as put to other ISPs.

In question is whether the Telecommunications Act prevents ihug and CallPlus doing a commercial deal around 3.5Mbit/s while seeking a determination at 7.5Mbit/s.

Ihug's general manager for regulation **David Diprose** says "we are looking at getting a new deal until the determination is reached".

The Telecom offer to ISPs is a 256 down and 128kbit/s up UBS priced at \$21.50 wholesale, 2Mbit/s down and 128kbit/s up at \$25, 3.5Mbit/s down and 128kbit/s up at \$30, and a 3.5Mbit/s down and 512kbit/s up service at \$55.

David Dickens

Netgear/Broadband Phone launches VoIP

Netgear and Australian VoIP firm Broadband Phone have launched a plug-and-play VoIP product onto the New Zealand market. The product is a wireless two-port telephone router, which works on any broadband connection including ADSL, fibre and wireless.

The router enables users to make local and international calls from 5 cents per minute. It gives free IP-to-IP calls and also allows users to receive calls from the PSTN free of charge. It comes with \$25 of pre-paid credit and has a "fully portable" telephone number.

The router has been bundled with Broadband Phone's New Zealand voice offering. Broadband Phone "interconnects with a number of the telcos" and houses its voice infrastructure in **TelstraClear's** Auckland and Wellington data centres, says director **Miranda Wong**.

Netgear New Zealand region manager **James Caldwell** says the product will drive VoIP growth in the residential and business space. "By partnering with Broadband Phone we are providing customers with a superior VoIP product that can be configured in line with their existing network, making it possible for those with very little understanding of this technology to deploy and benefit from a converged voice and data solution."

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STOCKWATCH @ 3:20PM

NZX	\$NZD	
CABLETALK	0.53	↓ 0.01
CADMUS	0.20	↓ 0.01
GDC	0.01	-
PROVenco	0.83	↓ 0.02
RENAISSANCE	1.47	↓ 0.01
TEAMTALK	2.35	-
TELECOM	5.53	-
ZINTEL	0.70	-

ASX	\$AUD	
DOWNER EDI	8.23	↓ 0.05
ESERVGLOBAL	0.97	-
IINET	1.41	↓ 0.04
SINGTEL OPTUS	2.24	↓ 0.01
TELSTRA	3.86	↑ 0.03

NYSE	\$USD	
ALCATEL	14.52	↑ 0.33
AVAYA	11.47	↑ 0.40
AT&T	27.32	↑ 0.20
LUCENT	2.88	↑ 0.05
MCI	30.86	↑ 0.13
MOTOROLA	21.32	↑ 0.42
NOKIA	20.48	↑ 0.19
NORTEL	2.94	↓ 0.04
SIEMENS	92.08	↑ 0.89
VODAFONE	22.65	↑ 0.09

NASDAQ	\$USD	
CISCO	21.25	↑ 0.39
ERICSSON	35.04	↑ 0.75
FOUNDRY	15.96	↑ 0.21
JUNIPER	20.21	↑ 1.26
PALM	42.42	↑ 0.37

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Wong also sees great opportunity for the product, particularly among small and medium businesses. However, she says take-up will probably be slow because broadband is still not widespread in New Zealand.

Campbell Gardiner

BayCity outlines rural potential

BayCity chief executive **Andrew Plimmer** says 70 per cent of New Zealand's 12,000 dairy farmers could be using M3 technology in the near future. M3 is an integrated farm management application designed to measure, manage and monitor key information to drive farm productivity.

Plimmer, along with BayCity founder **Barry Payne**, outlined the firm's use of innovative technology at the **TUANZ** After5's in Wellington last night.

M3 relies on sensors capturing raw data on the farm, the intelligent processing of this information on servers into a useful form, and the use of broadband to transmit data to the farmer to view.

Rural uptake of technology is slow and traditionalists will become interested when the practical value of innovation is demonstrated to them, Plimmer says.

Referring to recent media coverage of broadband, both Payne and Plimmer stress BayCity can make broadband available anywhere in New Zealand on DSL (if available), wireless or satellite.

Access to broadband is available for \$35 with wireless and satellite options offered at an extra \$50 a month to cover equipment rentals. Payne and Plimmer will be speaking again at TUANZ After5 events at the Rydges Le Grand in Hamilton tonight, and tomorrow at the Hyatt Regency in Auckland.

David Dickens

Business unprepared for VoIP security threats

An Australian survey conducted by ICT integrator **Integ** has exposed a worrying deficiency in security awareness as businesses rush to install new VoIP systems.

Six months since warning of an "impending wave of security violations" thanks to rushed and ill-prepared VoIP deployments, Integ's survey found that hardly any of the nation's businesses have suitable network security in place to defend IP telephony systems. The finding suggests while VoIP itself is hitting the mainstream, messages about how it fits in the wider data environment may not have sunk in.

Out of 200 medium and large businesses surveyed as part of a nationwide Integ information roadshow, 97 per cent were found to have inadequate security measures in place when they implement IP telephony. In addition, nearly 33 per cent of organisations had either never undertaken a security audit of their data or telephony networks or had not done so for more than 12 months.

At the same time, some 65 per cent of organisations surveyed are currently in IP telephony trial, assessment or review phase and 44 per cent of these organisations anticipate their VoIP or IP telephony rollout will be complete within two years.

According to Integ CEO Ian Poole, the results indicate the need for better education about where data networks can become vulnerable. "Companies need to think about IP telephony security as part of their broader IT security strategy. This means identifying the points of the network that are vulnerable to attack and undertaking effective security measures, preferably prior to the adoption of IP telephony systems, and on an ongoing basis," he says.

He says Integ is proposing a six-step security awareness strategy for businesses, including: securing handsets and soft phones; securing PBX and call management systems; securing switches and routers; securing LAN and WAN; securing desktops and servers; and securing knowledge.

Tim Marshall

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EVENT WATCH

6 Mar – 7 Apr 2006	TUANZ Education Conference All over New Zealand http://www.tuanz.org.nz
13 – 16 Mar 2006	TUANZ After 5s Christchurch, Wellington, Hamilton & Auckland http://www.tuanz.org.nz
15 – 16 Mar 2006	Wireless Enterprise World 2006 Sydney http://www.terrapinn.com
21 – 22 Mar 2006	10th Annual Contact Centre Conference Auckland http://www.brightstar.co.nz
22 Mar 2006	The Mobile Enterprise: Convergence & Mobility Strategies 2006 Auckland http://www.idc.com
22 – 24 Mar 2006	New Zealand Network Operators Group (NZNOG) Conference Wellington http://www.nznog.org
27 – 31 Mar 2006	ICANN internet policy meeting Wellington http://www.icann.org
29 – 30 Mar 2006	Mobile Content Australia 2006 Sydney Sydney Exhibition Centre http://www.acevents.com.au

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