

ADVERTISEMENT

[Home](#) | [Log-In](#) | [Sign-Up Now!](#) It's Free!

Telecommunications[®]

Online

Current Issues:

Americas
International

Sign-Up >

ABOUT US
CONTACT US
ADVERTISE WITH US
PRIVACY POLICY

NewsGlobe >
TechZones >
Events >
Weblinks >
Telecom Library >
Archives >

SEARCH

GO >>

[ADVANCED SEARCH >>](#)

The full bunch of IPTV Features...

TECH ZONES:

- Top Stories**
LAST UPDATED:
 3:32 pm March 19, 2007 EDT
- [**Juniper Pushes Into Session And Resource Control \(SRC\)**](#)
 Product Portfolio Designed To Help Carriers With Real-Time Network Management
 - [**MSF To Test IMS/NGN Products**](#)
 MultiService Forum Expands Responsibilities; Aims To Certify IMS Products By 2008
 - [**AT&T's Home Run**](#)
 Sets Focus On Ensuring QoS
 - [**Italtel CEO Eyes Mobile NGN Opportunities**](#)
 Outlines Ambitious Expansion Plans
 - [**Cisco Sharpens Multiservice Focus**](#)
 New Blade Aimed At Managed Services For SMBs
 - [**Sizing Up The IPTV Experience**](#)

Official Online News Service: CLICK HERE FOR ALL COVERAGE

C5 World Forum

Mar. 26-29, 2007 | Fiera Milano Congressi, Milan, Italy



Italtel CEO Eyes Mobile NGN Opportunities
 The Italy-based NGN vendor is making a bold push into the mobile space to ramp up growth.

The **C5 World Forum** brings together ICT players from around the world to discuss NGN strategies. **Telecommunications®** is the Official Online News Service Provider for this prestigious event.

Platinum Sponsor:

Italtel Corporate Presentation
 Italtel showcases the latest technological innovations that bring the next generation network to life.

[View Video >>](#)

Insites on IPTV
Insites on Ethernet
Insites on IMS



[Home](#) | [Log-In](#) | [Sign-Up Now!](#) It's Free!

	Current Issues: Americas International Sign-Up >			ABOUT US CONTACT US ADVERTISE WITH US PRIVACY POLICY
	NewsGlobe > TechZones > Events > Weblinks > Telecom Library > Archives >		SEARCH <input type="text" value="Enter Search"/> GO >>	ADVANCED SEARCH >>



TechZones: [Carrier Services](#)

Italtel CEO Eyes Mobile NGN Opportunities

Outlines Ambitious Expansion Plans

by Ken Wieland

Mon, March 19, 2007

Italtel, an Italy-based vendor, has built up its business by supplying fixed-line operators and large enterprises with NGN networks and services. That strategy is now changing in line with market developments.

"Most mobile operators are now looking at how to incorporate the fixed-line business to



counter the position of incumbents who are offering fixed-mobile services," says Mauro Righetti, CEO of Italtel. "We have a portfolio that can help them do that."

Mobile operators, says Righetti, also need NGN architectures to better meet the demands of the business customer. "One of the biggest drivers for NGN adoption by operators – both fixed and mobile – is the move by enterprises towards VoIP. They [the enterprise customer] don't want to invest in legacy infrastructure and services."

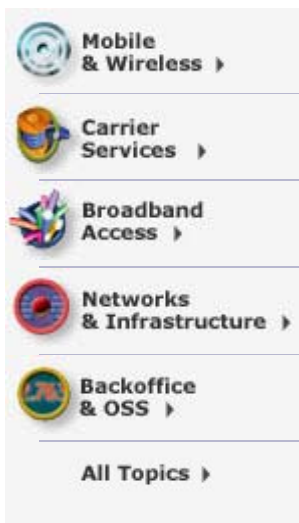
ARTICLE TOOLS:

- [E-MAIL THIS ARTICLE](#)
- [PRINT THIS ARTICLE](#)
- [RIGHTS & REPRINTS](#)



"Within two to three years, we would ideally to have Telecom Italia account for no more than

TECH ZONES:



Italtel's NGN proposition to mobile operators is threefold. The first is its Class 4 softswitch, developed in-house, which facilitates IP traffic transit in the core of the network. Arguably, they have a good pedigree. Telecom Italia already uses them to carry all of its voice traffic in the core of its domestic national network.

The second part of Italtel's mobile proposition is voice solutions for both the business and residential customer. These include IN-BVS (Integrated Networked Business Voice

Solution), a service Italtel jointly developed with Cisco (see [Cisco and Italtel Extend Partnership](#)).

Thirdly, Italtel is looking to develop and market-test new fixed-mobile services over an IMS-based NGN architecture. Righetti did not elaborate on what these might be but stressed they would be 'based on open standards and delivered in an open environment'.

Righetti says that Italtel has already struck NGN deals with two mobile operators - Telecom Italia's mobile operation in Brazil and Vodafone Italia.

While not divulging other mobile operators that Italtel is in discussion with, candidates include the likes of T-Mobile and Orange who are looking to extend their service portfolio in countries where they are competing against the incumbent.

One potential weakness of Italtel's mobile strategy, as Righetti concedes, is that it isn't a big name in the mobile space. One way round that might be to align itself with others who have already built up strong relationships with mobile operators. "We're very open to partnerships," says Italtel's CEO. "We could do them on a case-by-case or market-by-market basis if need be."

Aside from its partnership with Cisco, Italtel's other alliances include Accenture, a systems integrator. "We're also developing a relationship with Microsoft in service-specific application



a third of our revenue"



areas," adds Righetti.

If Righetti can strike up a number of NGN deals with mobile operators, it should help Italtel become less reliant on Telecom Italia. At the moment, Telecom Italia accounts for around 50 percent of Italtel's revenue, although it was 75 percent three years ago. "Within two to three years, we would ideally like to have Telecom Italia account for no more than a third of our revenue," says Righetti.

Since starting its expansion into the EMEA region at the beginning of this decade, Italtel has managed to chalk up a number of contracts with fixed-line operators outside Italy.

These include France Telecom, Neuf Cegetel, Arcor (Germany), Cable & Wireless and Belgacom.

Italtel is still privately-owned. Righetti wouldn't say if an Italtel IPO was in the pipeline or whether there have been any takeover approaches. "My priority is to grow the business," he says, although he would not reveal what the growth targets are.

More Information:

[Cisco and Italtel Extend Partnership](#)

Unveils Managed Enterprise Voice Solution

[Swisscom Offers €3.7 Billion \(US\\$4.8 Billion\) For Fastweb](#)

Takeover To Boost Revenue By 20 Percent, Says CEO

[Can C&W re-invent itself?](#)

The UK division of Cable & Wireless is one year into an ambitious recovery program.

[Bridge-building to NGN](#)

Through a strategic approach to NGN migration, fixed-line operators can maximize their competitive position.

Additional Resources:

Related articles:

[A Sea Change in Operations Software?](#)

-- March 1, 2007

Networks have always been about equipment, or so it seemed.

[Communication breakdown](#) -- February

28, 2007

Ken Wieland,

[Mark Dzuban, Vice Chairman of Cedar](#)

[Point Communications](#) -- February 1, 2007

[10-Gbps LAN Transport](#) -- February 1,

**Featured Reports
From the Telecom Library:**

[The Three Things You Need to Know
About Managing Privacy Data](#)

In this white paper, noted security expert Kevin Beaver, addresses why managing privacy data is so important, what makes it so difficult, and where your single most vulnerable point of risk is - it's not where you think!

[Filling the Security Gap between the](#)

RECENT UPDATES

[Juniper Pushes Into
Session And Resource
Control \(SRC\)](#) -- March

19, 2007

[MSF To Test IMS/NGN
Products](#) -- March 19,

2007

[AT&T's Home Run](#) --

March 19, 2007

[Italtel CEO Eyes Mobile
NGN Opportunities](#) --