

CICERO NETWORKS

DUBLIN, IRELAND

www.ciceronetworks.com



Cicero Networks develops wireless Voice over Internet Protocol (VoIP) solutions for operators and service providers, including fixed-line and mobile operators, broadband service providers, hotspot operators, and wireless Internet Service Providers (ISPs). With Cicero 2.0, the company's award-winning Voice over Wi-Fi (VoWi-Fi) product, service providers can offer wireless VoIP services to corporate and residential callers. By using the Microsoft®-powered solution, callers can make and receive wireless calls at home, in the office, or in public hotspots at a much lower cost than with traditional cellular networks.

> **Opportunity & Innovation** Built on the Microsoft .NET Framework and Microsoft SQL Server™ 2000, Cicero 2.0 leverages the power of broadband networks, Wi-Fi technologies, and VoIP so that operators can route calls over the wireless access point onto fixed-line or Internet Protocol (IP) networks. For service providers, this enhances caller mobility, reduces interconnection costs, and creates new voice service opportunities. For callers, it offers the ability

to make and receive calls within any Wi-Fi area at significantly reduced rates.

Callers can download Cicero 2.0 to a mobile phone or personal digital assistant (PDA), and then connect to a wireless access point to make and receive calls. Through an intuitive Microsoft Windows®-based softphone interface, callers are authenticated for a range of services and can place calls directly or dial from their list of existing contacts. The solution automatically records the call time, duration, and other details for the operator's billing systems.

Talk Telecom, a fixed-line service provider, implemented Cicero 2.0 to differentiate their service offering in the market. The provider can now leverage unlicensed Wi-Fi networks to offer wireless voice services at a rate dramatically lower than competitors' rates. At the same time, the provider can extend the reach of their private branch exchange (PBX) system to offer communication services in the home, the office, and on college campuses. With the Microsoft-powered wireless voice solution, Talk Telecom has

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—Declan Hogan, CEO,
Hogan & Associates

reduced inter-carrier costs by approximately 40 percent, and the company expects to increase revenues by as much as 30 percent. "By partnering with Microsoft, Cicero Networks has delivered a scalable and flexible Voice over Wi-Fi solution that enables Talk Telecom to capture new wireless voice revenue streams," says Johnathan Mills, CEO of Talk Telecom.

> **Microsoft Partnership** "The Microsoft partnership makes Cicero Networks more attractive from a risk reduction perspective—both by aligning with a global brand, and by developing on a widely-deployed platform," says Declan Hogan, CEO of Hogan & Associates. "The Cicero Voice over Wi-Fi solution also benefits from a speedy and more flexible implementation, making possible a faster time-to-market." By using Microsoft technologies, Cicero Networks was able to speed its time-to-market by approximately 35 percent and ensure seamless integration with third-party systems.

Cicero Networks is a member of the Microsoft Mobile Solutions Partner Program (MSPP) and is

currently obtaining certification for Cicero 2.0 in the Microsoft Windows Mobile™ program. Several European operators are assessing Cicero Network's VoWi-Fi solution for a full-service launch projected in 2005. The company unveiled its CiceroVoice hosted service at the 3GSM World Congress 2005.

