

NEWS RELEASE

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World Renowned VoIP Thought Leader Jeff Pulver Offers IP Communications Predictions for 2005

*Pulver predicts burnout of some VoIP start-ups, major carrier VoIP announcements,
FCC and regulatory actions, the growth of wireless vs. wireline, and more*

Melville, NY, December 20, 2004 – VoIP pioneer Jeff Pulver, who is responsible for creating the industry standard Voice on the Net (VON) events and is known as the “voice” of IP Communications, has announced a number of predictions for what will happen to the VoIP industry in the year ahead. His predictions for 2005 are:

- 1) VoIP in the USA will cross the “early-adopter chasm.”
- 2) Broadband penetration will begin to snowball in the US, but not at a pace fast enough to raise America’s mediocre global standing in broadband penetration.
- 3) We will see the restart of VoIP IPOs, and we will also see some VoIP startups burning-out due to lack of marketing funds and customer base ... and vision.
- 4) Still more major carrier VoIP announcements, as well as significant product announcements from major non-carriers (including software and Internet giants).
- 5) New battle lines and tangling alliances will form between and among carriers, vendors, and application providers and debate will grow over the continuing role for unaffiliated, non-carrier VoIP providers.
- 6) (a) The FCC will not establish an IP-Communications Bureau.
(b) The FCC will release an Order in the IP-Enabled Services Proceeding, setting forth a broad, hands-off approach for VoIP.

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- 7) Governments around the world will look harder at VoIP regulation, and service providers will respond by stepping up their efforts to deploy industry-based solutions for many of the social issues confronting the industry (e.g., emergency response, lawful intercept).
- 8) The pace of Wireless replacement of Wireline will increase.
- 9) ENUM (Electronic Numbering) will continue to happen around the world...and the US will continue to lag.
- 10) Open Source communications will continue to gain momentum, the effects of which will be felt in the next 12-18 months.
- 11) IM and incidental communications and applications (such as “presence”) will continue to grow unregulated.
- 12) Universal Service will move to a connections-based system.
- 13) Access rates and inter-carrier compensation will trend down (although the long-anticipated unified intercarrier comp reform will not be seen in '05.)
- 14) Sides will be drawn further as Congressional debate grows over the likely rewrite of the Communications Act. We will find out who our friends are and who has just been paying us lip-service.
- 15) 2005 might be the year of Bluetooth. 2005 will see the emergence of the first dual, or multi-mode, phones capable of switching from WiFi to mobile wireless (and perhaps to landline).

“We are in the midst of a VoIP communications revolution,” said Jeff Pulver, chairman of Pulver.com Enterprises. “The buzz surrounding the international VoIP industry continues to grow, and it’s important for everyone to understand and take advantage of the changes taking place. IP Communications is ‘disruptive’ communications in the most positive sense, and it will dramatically enhance the ways in which we communicate.”

Pulver publishes a blog that offers unique insight into the state of the IP Communications industry. This blog, which is updated daily (and sometimes more often than that) addresses all-things-VoIP, from the technical (i.e., service and product innovations, extensions of concept) to the political (Governmental concerns, hearings and rulings, any and all issues-based subject matter). The Jeff Pulver Blog can be easily accessed at <http://pulverblog.pulver.com/>, and reader comments are welcome (and typically result in a speedy reply!).

About Jeff Pulver

Jeff Pulver is one of the true pioneers of the Internet telephony/VoIP industry with more than a decade of hands-on experience in IP Communications and innovation. He is the publisher of *The Pulver Report* and *VON magazine*, and creator of the industry standard Voice on the Net (VON) conferences, where all sectors of the IP Communications industry come together to discuss, debate, and advance the industry. Additionally, Mr. Pulver is the founder of a number of IP Communications companies. Mr. Pulver has testified before the FCC, the United States Congress, and numerous agencies that have a growing interest in IP Communications. Named by *BusinessWeek* as one of their 2003 “Gurus of Technology,” Mr. Pulver is committed to the future of IP Communications and is featured often in the media as a true expert in his field.

About Pulver.com Enterprises

The Pulver.com group of companies strives to promote the IP industry and change the way people communicate through new, enabling, innovative IP Communications technologies. The group focuses on IP hardware, software, and communications services, demonstrating that IP Communications makes it possible to do new things with telecommunications that can’t be done with the traditional PSTN network. Pulver.com Enterprises owns a number of companies including Free World Dialup, LibréTel, pulverInnovations, and Blue Lava Software, and is headed by IP Communications entrepreneur and globally renowned thought leader, Jeff Pulver.

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