

### ICS and Rochester Schools to Implement VOIP

[www.icstelecom.com](http://www.icstelecom.com)

The Rochester City School District has elected to move forward with a proposal by ICS Telecom to install a VOIP Network for its 55 locations across Rochester.

The deal is valued at \$ 2.9 Million, and will involve connection of approximately 7,500 telephones, and as many as 1,000 outside lines.

The various locations will operate seamlessly, be managed centrally, and be served by common applications.

RCSD is taking advantage of the Federal Government's E-rate program for assistance in funding of the project. For more info, contact your ICS representative.

### Buy 2, Get 1!

ICS is pleased to offer new maintenance customers a special buy 2, get 1 deal. For every 2 year Maintenance Agreement, we'll give you 1 Year FREE! So, in other words you can get 3 years for the price of 2.

Contact Connie Brown for a quote today. (800) 836-7424, ext. 3251.

### Mitel Launches Navigator



### Navigator Highlights

- Dual Mode (SIP/IP)
- Full Duplex Speakerphone
- 24 Programmable Keys
- Graphical Display
- Self Labeling Keys
- Dedicated Headset Jack
- And dozens more!

Mitel has officially released its groundbreaking Navigator product—a unique IP desk-top control panel that supports SIP and Mitel's IP protocol. The Navigator is the first product of its kind and provides convenient access to many features, while also delivering a Navigator TaskBar allowing configuration, labeling of the phone and the ability to launch applications. For a product overview contact ICS today.

### CTC and ChoiceOne Announce Merger



- **Local Service**
- **T1/PRI**
- **Bonded T1s**
- **DS3**
- **Internet**
- **Frame/ATM**
- **Long Distance**

In a deal just announced, CTC Communications and ChoiceOne have announced a merger of the two firms. Combined, the merged company will have approximately 100,000 customers and revenue of nearly \$ 600 Million. ChoiceOne is headquartered in Rochester, and CTC in Waltham, Massachusetts.

The CTC network is noted for its high performance, IP architecture enabling converged services such as voice, data and video. ICS Telecom is proud to offer our clients access to CTC services. More info will follow as the merger develops.

### Google Fighting Subpoenas

Google is prepping for a fight with the US Justice Department who is seeking to obtain user search terms from Google as part of efforts to defend Pornography Laws. The Justice Department is asking for 1 Million web pages from Google's index along with a week's copies of "search terms" to assist its defense of the Child Online Protection Act. The ACLU is weighing in on behalf of Google and feels that release of these details would expose Google's inner workings and its user's habits. More to come...

To remove your name from our mailing list, please e-mail [dervolino@icstelecom.com](mailto:dervolino@icstelecom.com)  
We welcome your ideas, your comments, and your stories.

### Inter-Tel 8602 Softphone Now Available

Inter-Tel has released its new PC softphone—the model 8602 for general availability. The 8602 is a dynamic package designed to operate as a user's primary, or back up extension.

The 8602 IP Softphone Offers:

- Feature Buttons with easy point & click
- 6 Line Display with 8 menu buttons
- Tray Client with Unit status



The 8602 functions just like Inter-Tel's other telephone units and operates with the 5200 & 5400 systems. Contact your sales rep for more info on the exciting 8602.

Discount  
Specials  
SAVE!



### Monthly Specials

Good until March 31st

**TRY & BUY — IP Telephone  
FREE for 1 Week (no obligation)**

**Integrated T1s — Starting  
at \$ 400.00**

### PHONE TAPS - Where We Are Today

A lot of news of late questioning phone taps has been circulating. Fact is, taps have been performed for decades with law enforcement obtaining warrants from Courts and then literally tapping in directly at the phone Company to a "suspect's" line.

Today, Carriers tap in and then send information to law enforcement over a private line connection. Information may be stored in a database for easy retrieval by the Agency.

Skype, the Internet calling service that was purchased by eBay recently, says that their calls are not so easily tapped—due to encryption. Unlike many others who are offering VOIP calling, their encryption provides a level of security preventing snooping. Keep your eye on this one as it has plenty of implications.

### SIP Hailed as New Standard

SIP is about to become the communication standard for corporate VoIP networks according to Frost & Sullivan.

Preparing for the eventuality of SIP is viewed by many industry experts as crucial. Since 2000, when SIP was adopted as a "standard", various organizations have been collaborating on the structure and capabilities of SIP. Today, many firms are implementing proprietary IP communications as SIP in its present state lacks the feature richness available with the homogenous services.

From Systems providers to Network Carriers, SIP is seen as an important component with the interoperability of features and applications the primary challenges faced today. Is SIP for you? Get the details from your ICS Account rep.

### Considering Wireless?



The NetLink i640 Wireless Telephone is designed specifically for commercial applications. This wireless handset sets the industry standard for durability, functionality, maximum comfort and ease of use making it ideal for healthcare, retail and industrial environments. The NetLink i640 provides:

- 802.11b standard-compatible wireless IP telephone
- Excellent voice quality on converged wireless networks
- Supports multiple lines
- Access to phone features