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COMPTEL PLUS Half-Day Workshop to Share Strategies for Striking the Right Balance with VoIP

Technologies Management Inc. to Offer Primer on How Companies Can Maintain Compliance, Improve Profits and Gain a Competitive Edge

WASHINGTON, DC – COMPTEL, the leading trade association for the competitive communications industry, today announced that Technologies Management Inc. (TMI) will host a free, half-day workshop during the [COMPTEL PLUS Fall 2013 Convention & EXPO](#), which takes place September 23-26 at the Gaylord Palms in Orlando. The workshop, scheduled for Thursday, September 26 from 8:30 a.m. to noon, is entitled "[Striking the Right Balance with VoIP: A Primer on Maintaining Compliance while Improving Profits and Gaining a Competitive Edge.](#)"

"We are standing at the point where various services are transitioning to IP technology, including cable digital phone, mobile and landline telephony. Questions have arisen about how traditional regulatory models apply to these services," said Connie Wightman, president of TMI. "Our half day workshop will bring key industry experts together to explore the strategies that are setting – and in some cases challenging – the new standards for VoIP regulatory policies, numbering resources, and federal USAC fee obligation strategies. Our workshop will explore federal and state policy differences among cable operators and examine the impact of VoIP direct number allocation on various business models. Our panelists will delve into challenges that face the sellers and resellers, from how managing traffic data to how exemption certificates can impact fees. After attending this workshop, attendees will have practical margin-enhancing ideas and thought-provoking strategic insight on today's intricate marketplace."

The workshop will focus on how, as regulatory requirements for VoIP providers evolve, so must a company's business strategy. Speakers from a cross section of companies will explain their business strategies, and what they've done to establish or maintain regulatory compliance, improve profits and continue to grow market share. The workshop will be presented in three parts:

- **VoIP Regulatory Strategies: One Size Does Not Fit All** – Company experts will explore relative merits of alternative regulatory strategies for competing in the telephony/VoIP markets.
- **VoIP Numbering: How It Works and the Impact on Business Models** – Panelists will examine the operational, legal, and regulatory implications of providing direct numbering resources to VoIP providers and consider the impact on their business models going forward.
- **Optimizing Your Form 499 Strategy: Safe Harbor vs. Traffic Study and Managing Exemptions** – Panelists will discuss ways that companies can maintain their competitive

edge by exploring alternatives to the VoIP “safe harbor” and best methods for managing exemptions to help reduce federal USF and other fees.

Speakers will include subject-matter experts from TMI, as well as representatives from a variety of service providers. A full list of confirmed speakers can be found in the [COMPTTEL PLUS agenda](#).

The workshop is free and open to the public; no pre-registration is required. For more information, visit www.comptelplus.org.

About Technologies Management Inc.

Technologies Management, Inc. is a consulting firm specializing in state and federal regulatory matters for the telecommunications and competitive energy industries. Established in 1986, our firm brings our ability to collaborate, innovate, and accurately manage required regulatory actions to our clients. Our solid experience with market entry, product planning, and regulatory compliance has enhanced the value of hundreds of competitive service providers by establishing compliance “best practices” and maintaining good standing with state and federal regulatory agencies. Each member of TMI’s consulting staff has worked within the industry or the public utility commission environment and brings practical, real world experience to help our clients meet their goals. For more information, visit www.tminc.com.

About COMPTTEL PLUS

The COMPTTEL PLUS Convention & EXPO is the preeminent networking event for innovative communications companies and their supplier partners. Held twice a year, COMPTTEL PLUS attracted more than 200 exhibitors and more than 4,100 attendees to the 2012 conventions. COMPTTEL PLUS provides attendees with the opportunity to learn about new products, services and industry trends; meet potential customers and do business. In addition, COMPTTEL PLUS offers comprehensive educational programming led by experienced industry speakers. COMPTTEL PLUS is produced by [COMPTTEL](#), the leading industry association representing competitive communications service providers and their supplier partners. Follow us at www.comptelplus.org or on Twitter at @COMPTTELPLUS and #COMPTTELFall13.