Cap and Grow with Sigma® Core

Virtualized Carrier-Grade VoIP Softswitch

The evolution to all-IP telephony networks is shrinking the boundaries between telecommunications and IT. REDCOM Sigma® Core software bridges both worlds by providing a robust and flexible Unified Communications platform that can be deployed in public, private, and hybrid cloud environments. Sigma Core enables service providers to capture new revenue, cap and reduce the costs of legacy infrastructure, and deliver new services for an increasingly mobile and web-centric customer base.

Cap. Grow. Enhance.

Most voice carriers have long been on the weary road of migrating from legacy TDM hardware to software-centric Next Generation customer-focused services. After a decade of industry trial and error, it has become clear that a Cap and Grow strategy is the most viable solution for business transformation and network migration.

Cap What?

Few carriers are in the enviable position to cap their entire network and invest in an entirely new overlay network. Furthermore, successful voice carriers have substantial investment in fully functional network assets for which newer technologies fail to offer significant gain.

Clearly, investment in growth and service enhancements should, when possible, be based on the latest technologies—but does it always make sense? Does a rush to replace TDM trunking with SIP trunking require the wholesale replacement of core equipment, prepaid platforms, and voice mail? While each case is unique, a sensible Cap and Grow strategy allows for a planned, metered approach.

The Promise: inexpensive, powerful, and agnostic

Core switches used to be large, heavy hardware-based devices that were proprietary, complicated, expensive, and power hungry. The move to software-centric solutions eliminated that, but brought its own suite of problems—lack of interoperability with the legacy network, dubious quality, and vendor instability. With REDCOM's Sigma Core software, all that has changed.

Grow with Sigma® Core

Cap legacy services

Sigma Core software by REDCOM was designed from the start as a carrier-grade virtual softswitch with the reliability, flexibility, and ease of use for which REDCOM products are renowned. Sigma Core not only includes a robust switching and translation matrix (ideal for migration from propriety remotes to powerful, yet agnostic BLCs and MSANs), but also a full suite of Unified Communications features to fulfill user demand.

As with all REDCOM products, a broad spectrum of features, along with extensive configuration capabilities, enable Sigma Core to operate as a stand-alone PBX, a Hosted PBX solution, a Class 4/5 core, even an International Gateway—or all-in-one!
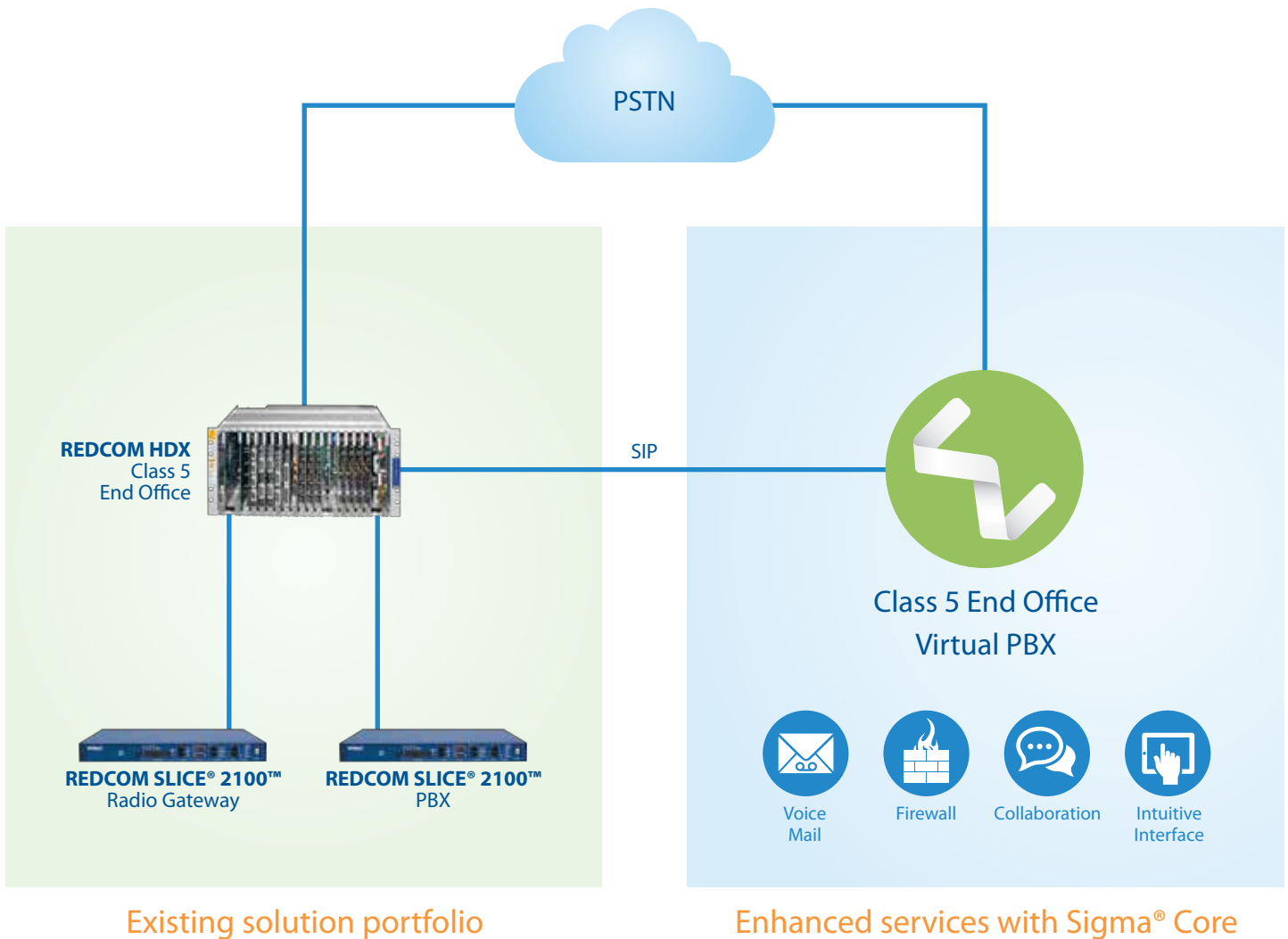
Transforming to Virtual Networks

One of the greatest benefits of a software-only voice call control core, such as REDCOM's Sigma Core, is that it runs on relatively inexpensive servers and is vendor agnostic. Thus the price of a new "switch" is effectively the price of software, plus a server. And the financial savings continue long into the future. Gone are the days of stretching out the life of discontinued hardware platforms; now, just move the software to a new server! Virtualization takes this a step further by allowing you to stack multiple virtual machines on to a single physical server, thus making your investment in hardware go even further.

REDCOM's Sigma Core software includes traditional wireline telephony control for IP connection to BLC systems, thus enabling impressive new subscriber income via a bundled package of phone service, Voice Mail, and broadband.

Sigma Core also offers two of the latest revenue generating business-centric feature packages: Unified Communications and Virtual PBX. With businesses wanting to divest themselves from PBX hardware ownership, and service providers able to take over those responsibilities, Sigma Core's Virtual PBX is a win-win for carriers and business customers. And with UC services such as conferencing, single-number service (Find Me Anywhere), Presence, integrated Voice Mail, and Wi-Fi mobility, carriers can offer business customers the features they demand from next generation PBX services.

With a vision of business and network transformation, rather than wholesale replacement, REDCOM's full suite of TDM, hybrid, and virtual solutions enables carriers to select the technology and path that is right for them.

PSTN

REDCOM HDX
Class 5
End Office

SIP

REDCOM SLICE® 2100™
Radio Gateway

REDCOM SLICE® 2100™
PBX

Class 5 End Office
Virtual PBX

Voice Mail

Firewall

Collaboration

Intuitive Interface

Existing solution portfolio

Enhanced services with Sigma® Core

Essential Communications

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Taking the Next Step

Many voice service providers find themselves saddled with an aging and unsupported first generation hybrid switch (and a variety of other TDM and IP network devices). For them, the quest for a next generation virtual core may not be driven by service enhancement, but by preparation for replacement before catastrophic failure.

Service providers fortunate enough to own currently-supported hybrid switches (such as REDCOM's HDX and SLICE 2100) now have the option to continue deployment using more traditional switching cores and software, or deploy these new services with REDCOM's carrier-grade Sigma Core software.

Keeping in mind that virtually all established service providers' networks are at some level of transformation from TDM to IP, and are under pressure to produce more revenue, the Cap and Grow capabilities brought by REDCOM's Sigma Core are timely.

Greenfield deployments are a natural drop-in fit for Sigma Core. Being capable of Cloud-hosted virtual services, the software meets the needs of Managed Service Providers (MSPs) by providing a Unified Communications and Virtual PBX core. In the likely event that connectivity to legacy networks is required, REDCOM's hybrid HDX and SLICE 2100 platforms provide a comprehensive connectivity solution.

That said, a Cap and Grow strategy using Sigma Core is not unlike a Greenfield deployment. Successful voice carriers can deploy the software and move customers when and where it makes sense as time and assets allow.

With Sigma Core's virtually unlimited scalability, carriers can start with a small Next Gen service base and invest in growth as permitted. As customers are migrated to Sigma Core, the legacy equipment can be decommissioned. Once the full service area is hosted by Sigma Core, the carrier has a truly carrier-grade virtual Unified Communications core with a comprehensive suite of revenue-generating features as well as a roadmap to easily implement future developments.

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