



NEW PARADIGM RESOURCES

NEW PARADIGM RESOURCES GROUP'S NEW *VOIP REPORT*[™] SEES VOIP MARKET SET TO GROW 400% BY 2008

New Players Pile on, But Strong Profits Continue

CHICAGO, MARCH 20, 2006 – With the recent addition of AOL, Microsoft and Google to an already burgeoning niche, the VoIP market is gathering new players faster than you can shout “Yahoo!” All are fueling the momentum of one of telecom’s fastest-growing segments, destined to quadruple its current 6 million users in just two years, according to findings of *VoIP Report*[™] (3rd Edition) by New Paradigm Resources Group, Inc. (NPRG).

“VoIP is hot, and continues to evolve as a technology and offering, as the IP voice market attracts new participants, and services expand with new features, pricing and availability,” said NPRG President Terry Barnich. “VoIP has come into its own as a disruptive technology, with new providers using a variety of business models to promote variations of the service. New entrants are developing an incredible array of networks and software applications that continue to generate a wealth of VoIP products and services.”

NPRG’s *VoIP Report*[™] (3rd Edition) provides detailed analysis of 55 VoIP providers and nine “Carriers to Watch,” including ILECs, CLECs, cable telephony, IM telephony, PC-to-PC telephony, pure-play VoIP and wholesale providers.

For the first time, the report also provides a new compendium on some 56 hardware, software and solutions vendors, spanning providers of IP-PBXs, softswitches and other equipment, as well as companies that offer testing and monitoring, call quality and management and other solutions of importance in providing and using the various forms of VoIP service.

Among the key findings of *VoIP Report*[™] (3rd Edition):

- **VoIP Market Could Grow 400% by 2008.** NPRG estimates that there are approximately 6 million VoIP users in the United States. It is expected that this number will climb to 9 million users by the end of 2006 and 24 million by the end of 2008. Future growth rates will be fueled by the increasing availability of broadband Internet to residential and business locations.
- **Profits Abound, Overcoming Competition-Driven Price Declines.** Despite a decline in prices, the low underlying cost of VoIP allows carriers to generate profit margins once enjoyed only by providers of traditional TDM-switched voice services.
- **Deep-Pocketed Non-Traditional Players Weigh-In.** 2005 saw the emergence of a new class of provider as Internet powerhouses AOL, Microsoft, Google and Yahoo! jumped into the market with voice-enabled instant messaging services.

“Though some lack telecom experience, new market entrants see that VoIP – even despite price declines – is profitable,” said Craig Clausen, NPRG Senior Vice President. “By the same token, this profit dynamic is prompting traditional phone companies with legacy systems, including CLECs and ILECs, to partner with wholesalers and accelerate the internal migration of networks to support VoIP products and services. It’s like the 1990s boom all over again, except this time service providers are making real money.”

The *VoIP Report*[™] (3rd Edition) is available from NPRG for \$4,250 (additional copies are \$2,100). Site Licenses are also available. Order your hardcopy(s) or CD-ROM(s) by calling Rochelle Barnich at 312-980-7823 or via e-mail at rbarnich@nprg.com.

About New Paradigm Resources Group

New Paradigm Resources Group, Inc. (NPRG) is the nation’s leading research and consulting firm analyzing the competitive telecom industry. NPRG’s industry analysis reports are recognized as the most reliable and comprehensive in the competitive telecom sector with several specializing on various segments, such as the *Competitive Carrier Report*[™], *VoIP Report*[™], the *Broadband Provider Report*[™], the *Cable Broadband Telephony Report*[™], the *Competitive IOC Report*[™] and the *ILEC Report*[™]. By continually monitoring the telecom market to develop these in-depth reports, NPRG underscores and hones its expertise in providing a wide range of client-specific market research, strategy consulting and expert witness services requested by carriers, investment bankers, equipment vendors, and consultants in the industry. NPRG was founded in 1993 and is headquartered in Chicago. Additional information about New Paradigm Resources Group is available on the Internet at www.nprg.com

* * *

Contact:
Jim Crawford
Crawford Public Relations
T: 703-753-4480
M: 703-498-7315
jcrawford@crawfordpr.com