

SIP Status: 2007

Results of Latest Survey of SIP Implementers

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Assessing the State of SIP

- Third year that SIP survey was conducted
- Joint research by Miercom and MierConsulting, in association with *BCR*
- Vendors supporting, implementing SIP in new or re-engineered products
- Probed in 2 areas:
 - Respondents' SIP products, features and interoperability
 - Respondents' views of SIP – strengths, challenges, etc.
- Augmented by in-depth interviews

Issues we asked about

- Features: What's standard SIP? What's not?
- How solid are the SIP specs?
- Are SIP products interoperable today?
- What are the “most interoperable” SIP prods?
- Are things getting better, re SIP prospects?
- What're SIP's long-term prospects?

Survey says ...

- Survey emailed to ~ 85 vendors
- 36 complete responses received by deadline (incompletes, duplications were eliminated)
- 6% requested anonymity
- Survey responses represent about 40 percent of the SIP vendor community
- SIP-based carrier services were *not* included

Comparison of SIP Features

	Avaya	Cisco	Nortel*	Siemens**	3Com
No. telephony features via SIP	60+	176	450+	100	175
% per SIP RFCs	20	50	10	40	55
% based on other SIP drafts, docs	--	10	30	45	42
% based on prop hdrs or feat codes	80	40	60	15	3

*Based on CS 1000 & MCS

**Based on HiPath 8000

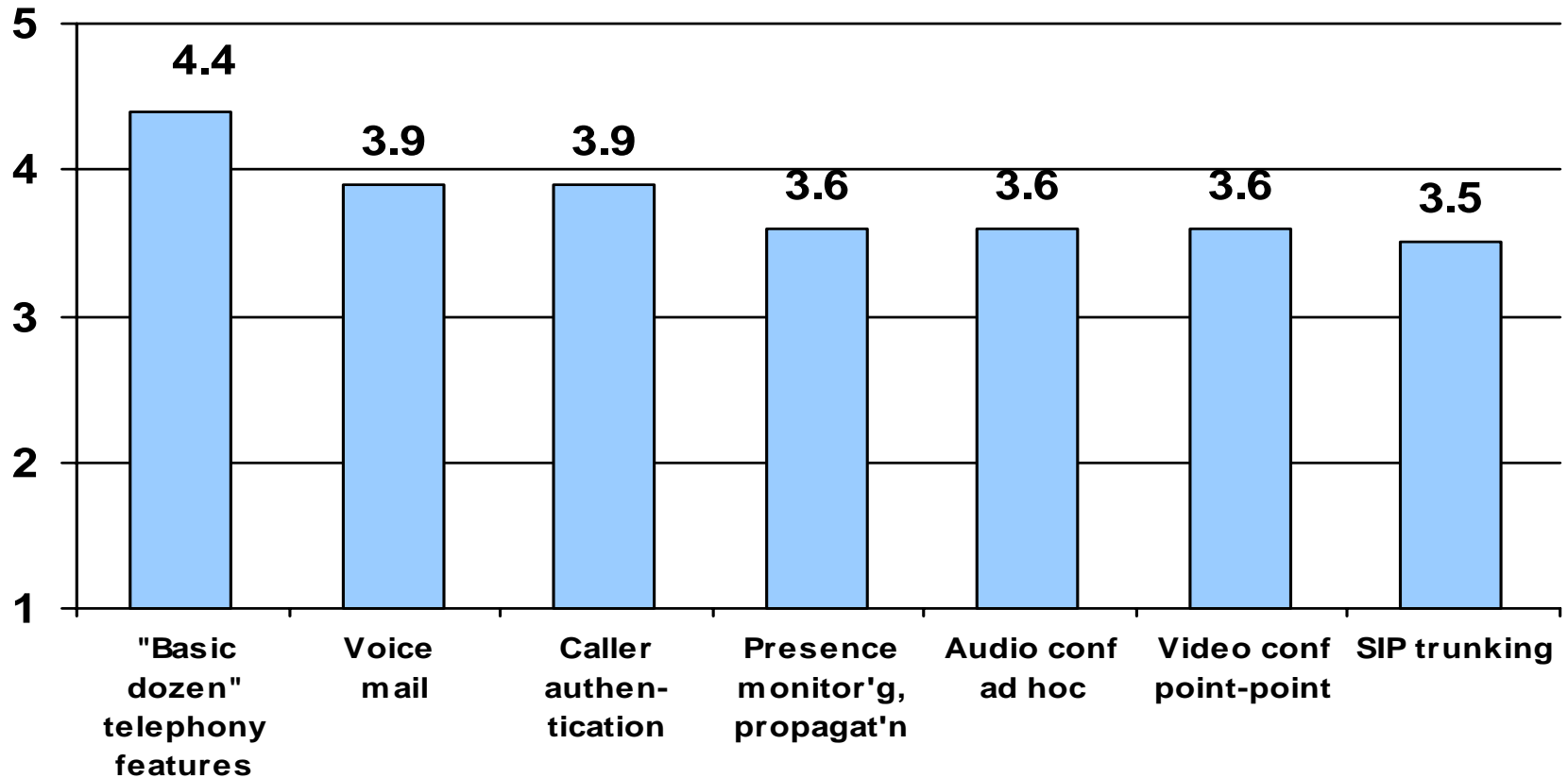
SIP Features and Interop

- Prospects for multi-vendor interoperability
 - Solid SIP – Excellent
 - Still Draft – Doubtful; hit and miss
 - “Feature codes” – Good, but vendor specific
 - Prop SIP ext’s – Poor (w/o collaboration)

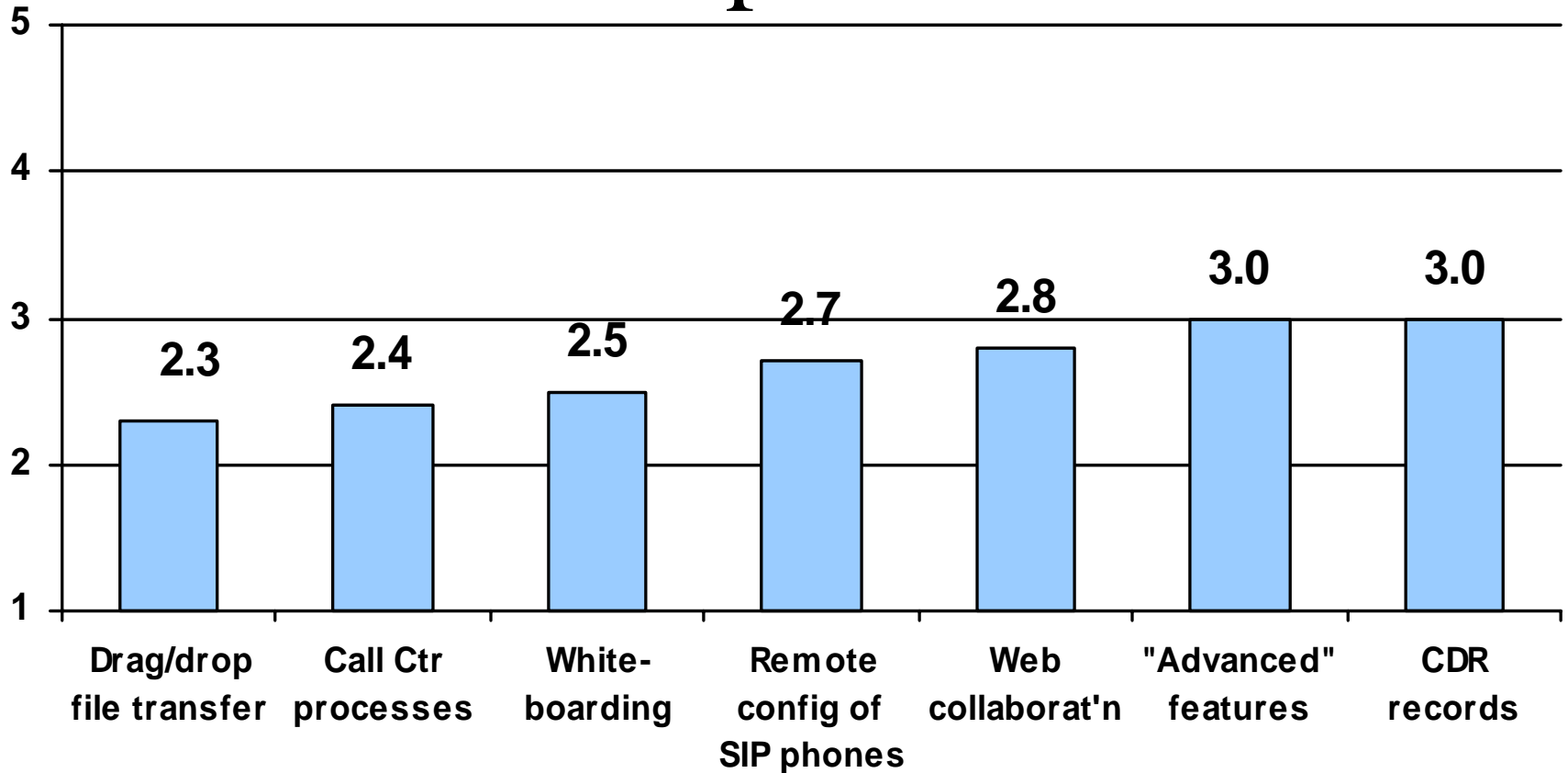
State of SIP Specs

- Vendors asked to rate “the state of current SIP specs, from all sources ...”
- “... for implementing 24 features and capabilities
- Using a 1 to 5 rating scale
 - 5 = complete, solid, clear, stable, unambiguous
 - 1 = minimal to no standardization yet; or incomplete or ambiguous; needs a lot of work

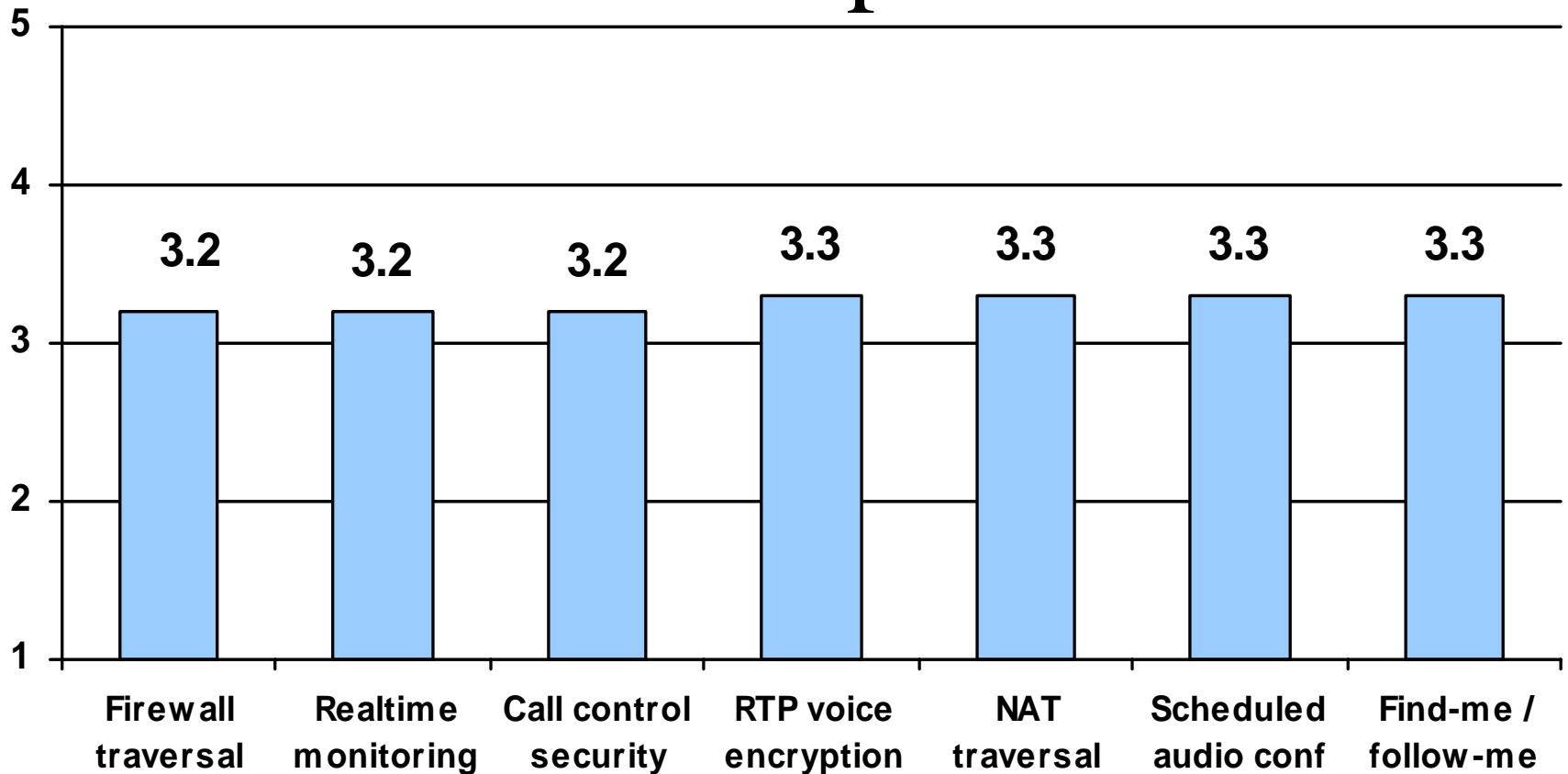
State of SIP Specs – Most Solid



State of SIP Specs – Least Solid



State of SIP Specs – So-so



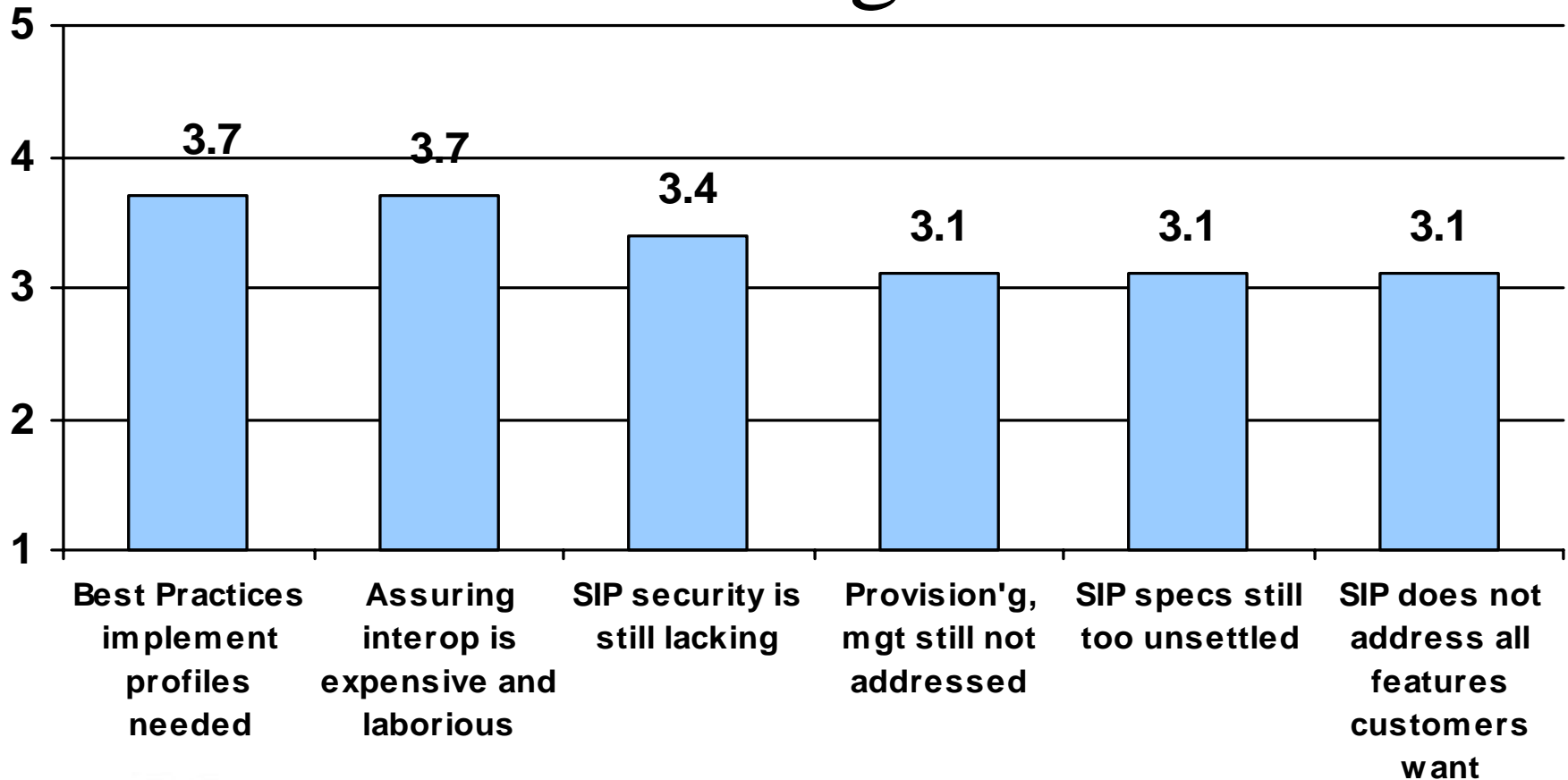
State of SIP Specs – Bottom Line

- In only a few areas is there widespread agreement the specs are solid and complete (basic dozen phone features, voice mail, presence, ad hoc audio and point-point video conferencing)
- “Advanced” applications and phone features are rated generally as “there are some specs, but a lot more detail is needed”

What's Holding SIP Back?

- Vendors asked to rate “How important is this factor is to impeding SIP proliferation?”
- Asked about 7 particular concerns, and vendors could specify “others”
- Used a 1 to 5 rating scale
 - 5 = Absolutely key
 - 1 = Not true, or not a factor at all

What's Holding SIP Back?



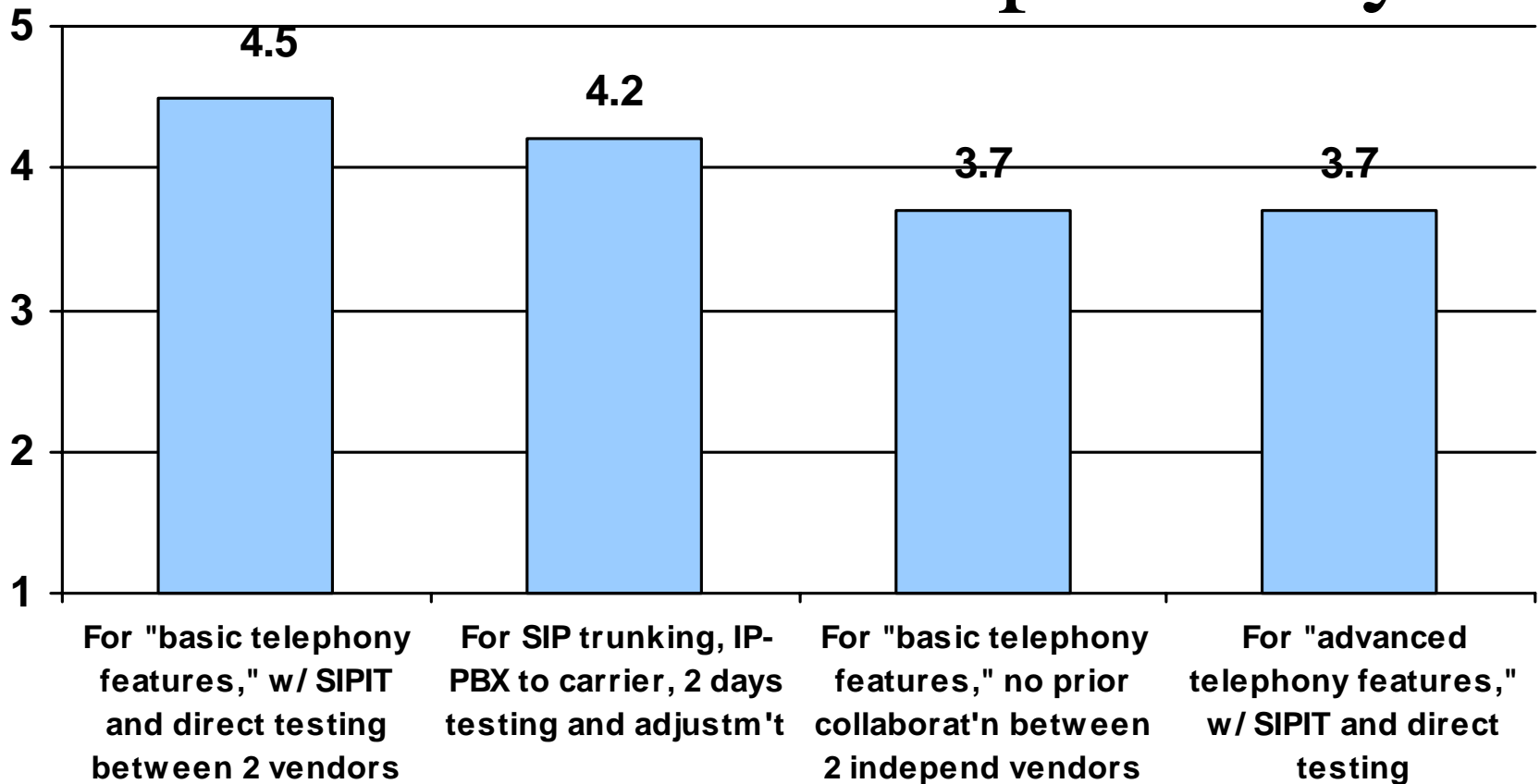
Holding SIP back – Bottom Line

- Implementation profiles ('Best Practices,' not typically a part of IETF specs) are key
- Assuring customers of interoperability takes considerable time and resources; need for public SIP-prod interop certification
- Others: SBCs hurt end-to-end security, distrib of encrypt keys, lack of prof services for SIP migration, inadequate SIP support in firewalls

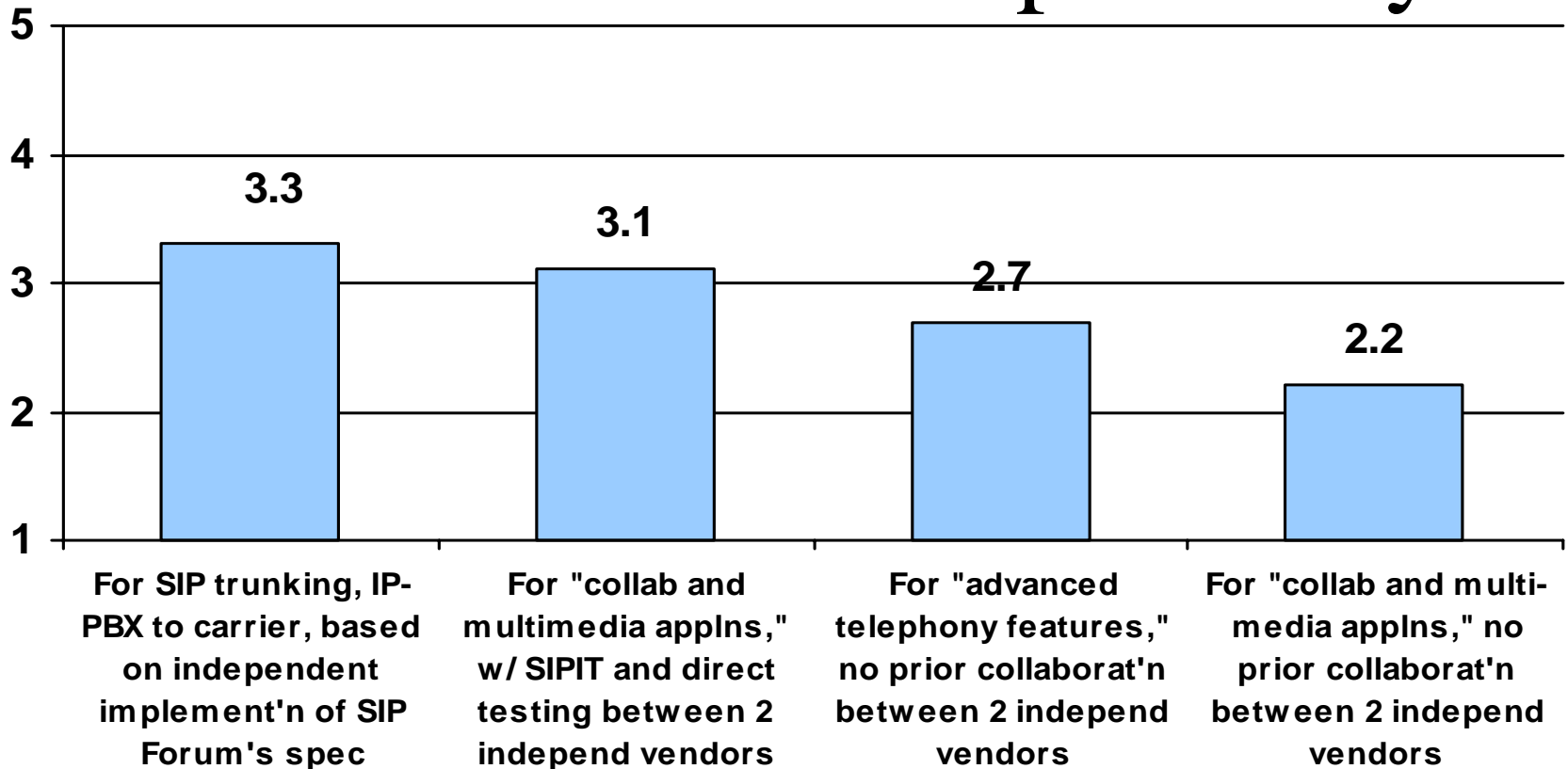
SIP Product Interoperability

- Vendors asked to “Assess the state of inter-vendor SIP-product interoperability ...”
- Given 8 environments
- And using a 1 to 5 rating scale
 - 5 = Plug-and-play, full-featured interoperability
 - 1 = No chance of any meaningful interoperability without a lot of work and tweaking

SIP Product Interoperability



SIP Product Interoperability



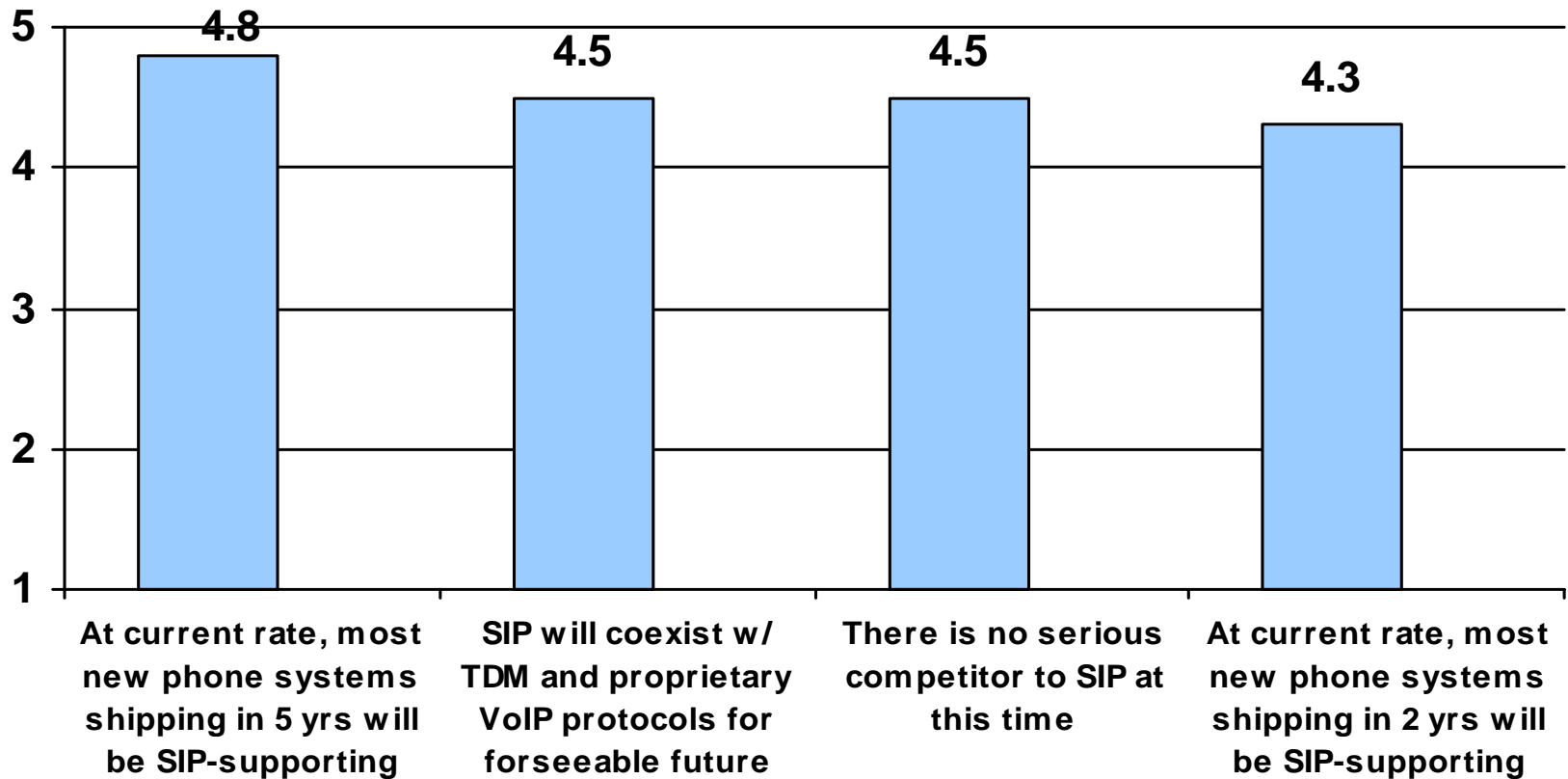
SIP Product Interop – Bottom Line

- Interop prospects are good for “basic” telephony features, even with no prior collaboration between vendors
- Good chance of SIP-trunking interop, if both ends based on SIP Forum trunking spec and after a couple days of shake-down testing
- All else, users should insist on SIPIT or direct collaboration/testing between 2 vendors

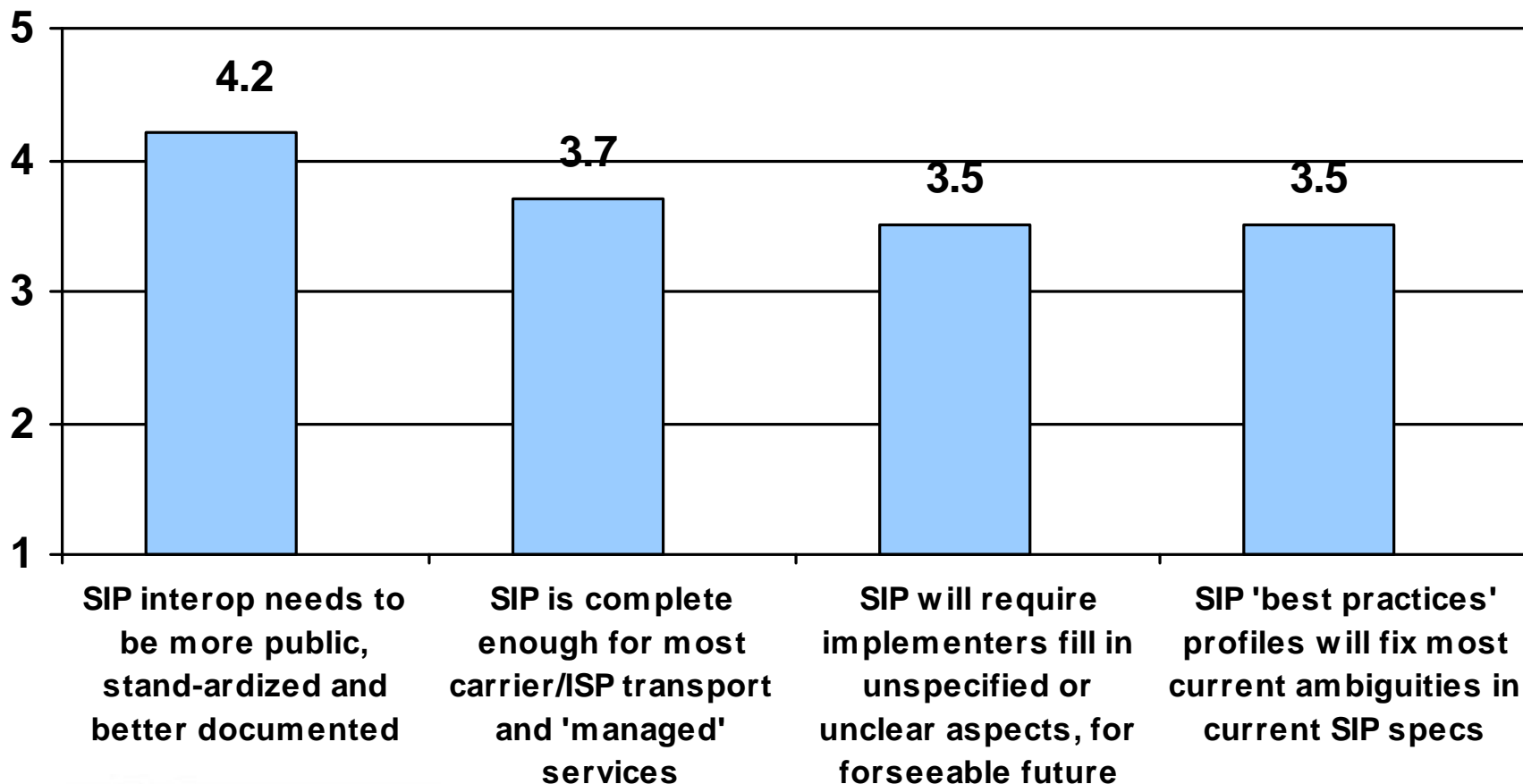
SIP's Future

- Vendors asked how strongly they agree or disagree with statements about SIP's future
- Given 9 statements
- And using a 1 to 5 rating scale
 - 5 = Strongly agree
 - 1 = Strongly disagree

SIP's Future



SIP's Future



SIP's Future – Bottom Line

- SIP will be standard on most new phone systems in 2 to 5 years, respondents believe
- There is no longer any competitor to SIP
- TDM and proprietary protocols will stay for some time and coexist with SIP
- Implementation, interop problems will persist but future for SIP is rosy for the long term

SIP: Who's out in front?

- IP PBXs and Call controllers
- Most interoperable
- Gateways
- SIP Phones

Review

- What features of traditional PBXs can be supported via approved SIP-standard specifications? What features can't be?
- To what extent do different vendors' SIP elements truly interoperate?
- Are vendors' newer SIP-based systems backward-compatible with their earlier products, based on proprietary protocols?

Review

- In which areas of the network are SIP implementations most likely *not* to interoperate?
- What sorts of features are being implemented as SIP extensions (feature codes, proprietary headers) and why?
- Will SIP extensions always be with us, or will most features become standardized over time?