

BUSINESS

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IT&E broadens services with new tech

HONOLULU-A leading Marianas telecommunications firm has deployed the leading next-generation switching and application solutions to achieve a powerful competitive advantage in its market.

IT&E, an innovative wireless and Internet service provider serving Guam and the Northern Mariana Islands in the Pacific, is deploying advanced hosted PBX services to grow and sustain its customer base, which includes serving a vibrant tourist industry.

This was learned in an announcement issued yesterday by MetaSwitch at the Pacific Telecommunications Council conference, PTC '07, in Honolulu.

"In keeping with the PTC '07 theme of 'Beyond Telecom', IT&E is thinking beyond the traditional role of a telephone provider," said Andrew Randall, vice president of marketing at MetaSwitch and a scheduled speaker at the PTC '07 conference. "To meet the expectations for next generation services in its market, IT&E is investing in robust, flexible solutions from MetaSwitch which enables it to differentiate by delivering enhanced services such as fiber to the home, hosted PBX and fixed/mobile convergence."

IT&E, a 27-year-old carrier serving the 210-square mile U.S. territory in the Marianas island chain, had several goals when it installed MetaSwitch technology. The company was seeking to build on its history as a successful provider of long distance, PCS wireless and Internet service by becoming a CLEC and offering advanced IP-based services such as wireless Internet and unified communications to its residential and business customers.

"The largest element in the economy of Guam is the tourist industry and most of our visitors come from Japan, which is probably the most advanced country in the world in terms of wireless technology and advanced telecommunications services," said IT&E president John Borlas. "We have targeted the needs of our tourist hotels in this fiercely-competitive market and the MetaSwitch technology gives us the ability to roll out these services."

With its investment in the MetaSwitch solution and the resulting new services, IT&E intends to offer the broadest set of services of any carrier in Guam.

"When we started IT&E 30 years ago, long distance was our main service," said Borlas. "We've grown considerably since then and now we're going to offer every service our market will support. Given our experience as a PCS provider, we see moving to MetaSwitch's IMS-based platform as the logical next step in building a converged wireline/wireless network." **(BusinessWire)**

[Back to top](#)  