


12-2006

## ACUTA eNews December 2006, Vol. 35, No. 12

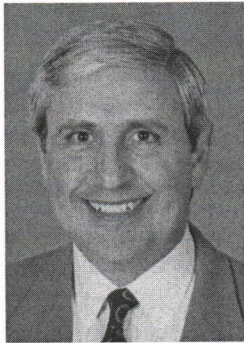
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**From the President**Carmine Piscopo, RCDD  
Providence College**ACUTA Can Help  
You Grow as a  
Leader**

Do you think of yourself as a leader in your profession? Do others think of you as a leader? If you feel your career is at a standstill, maybe you need to add a leadership module to your resume. I have a suggestion for how you can make that happen.

In February, ACUTA will announce its annual search for candidates for President-Elect, Secretary/Treasurer, and two Director-at-Large positions. These are elected positions that serve ACUTA on a voluntary basis. Would you consider running? It's not too early to be thinking about this opportunity, and I would like to suggest some things to consider before you say "I don't have the time to volunteer" or "I'm not qualified to serve in that capacity."

Many of you don't even realize that as a state coordinator, committee member, or presenter/panel member at an ACUTA event, you have already become a volunteer. With the exception of President-Elect, there are no specific prerequisites other than a willingness to share your knowledge, abilities, and professional experience. If you're new to communications technology or if your participation in ACUTA is your first experience with a professional association, this is an opportunity for meaningful professional growth and for you to learn what makes ACUTA one of the greatest values in association membership.

If you're a veteran member, you've already experienced ACUTA's value and have probably made many contacts and friends over the years. Have you thought about how ACUTA could benefit from your experience and how you could contribute to its ability to affect the future of communications technology in higher education? Maybe now is the time to make a commitment.

I would like to make a special appeal to those of you who have previously run unsuccessfully for office. Many of our great political leaders, past and present, either in your local area or nationally, ran for office and initially failed. Their desire (and yours) to serve and have a positive impact was and still is the overriding factor for continuing the pursuit of serving.

*continued on page 2*Thanks to the sponsor  
of the December eNews

An advanced wireless network from NextG Networks will generate revenue, improve cellular coverage, and enable new wireless services on your campus by leveraging existing fiber.

Visit us at [nextgnetworks.net](http://nextgnetworks.net)**In This Issue**

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Communications technology has undergone (and continues to undergo) profound changes brought on by the demands of those we serve at our respective institutions and by the inventive minds and entrepreneurial spirit of our vendor community. ACUTA's institutional members' ages, experience, and backgrounds vary tremendously. Each makes a unique contribution to the association.

I can say from personal experience that those who step forward to help lead ACUTA will find the time spent to be both personally and professionally rewarding. If you are thinking about taking this step and have any questions regarding serving ACUTA as an officer or Board member, please feel free to call me.

In the meantime, I hope to see many of you in Austin, Texas, at the ACUTA Winter Seminars. It's sure to be another opportunity to grow!



## Board Report November

Riny Ledgerwood  
San Diego State Univ.  
ACUTA Secretary/Treasurer  
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The Board of Directors met by conference call on October 21 and approved the following:

- The appointments of Walter Moody from the University of Arizona, Ric Simmons from Louisiana State University, and Lorenza Nunez from Texas A&M to serve 2-year terms on the Legislative and Regulatory Affairs Committee
- For ACUTA to join the Ethernet Alliance and have a voice in the development of Ethernet Standards

The Board discussed several potential initiatives that will be studied further:

- The possibility of enhancing the usefulness of the VoIP listserv by having several knowledgeable volunteers moderate the discussions
- The possibility of assisting tribal colleges with their communications technology needs
- The feasibility of a project called "Classroom of the Future"

The Board and Committee Chairs reviewed the progress on ACUTA's Strategic Plan items and made some modifications as needed. Here are some highlights:

- ACUTA may develop one-page summary of appropriate position papers for legislative and/or FCC staff members.
- ACUTA may develop a brief document describing higher education communications technology issues that could be made available to new FCC staff.
- ACUTA may write a white paper on what to do internally to prepare for compliance with CALEA.
- ACUTA will look into the possibility of adding information to existing databases to benefit members and ACUTA staff.

The revised Strategic Plan is available at [www.acuta.org/?688](http://www.acuta.org/?688).

Mr. Magnussen, ACUTA President-Elect, reported that the ATIS/TIA technical standards for CALEA compliance had just been published. Current solutions are mostly for stand-alone systems, and there are no real solutions for the enterprise systems at this time.

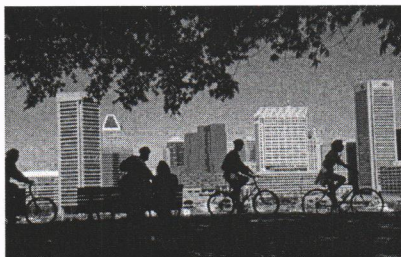
Respectfully submitted,  
Riny Ledgerwood, Director  
Communications and Computing Services  
San Diego State University

# acuta

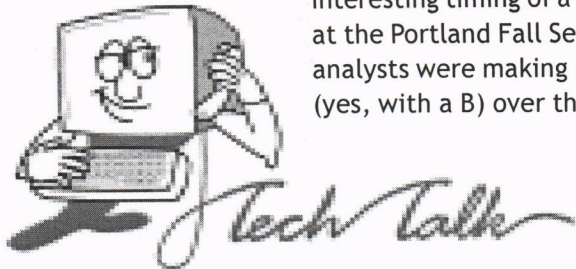
## Summit on IP Communications in Higher Education

April 1-4 • Baltimore, Maryland

This "must attend" event showcases how widely VoIP is deployed and the challenges and benefits it presents.



Baltimore Area Convention & Visitors Assoc.



## ACUTA Survey Reflects Determined Optimism

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Dux PR  
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Interesting timing of a couple of recent items. About the time ACUTA was surveying attendees at the Portland Fall Seminars on the subjects of technology and funding, two Gartner Group analysts were making news with their declaration that organizations will waste \$100 billion (yes, with a B) over the next five years by overspending on network products and services.<sup>1</sup>

First, the ACUTA survey, which yielded some interesting results. Questions focused on the new technologies that schools are exploring, how soon they plan to implement them, and the funding challenges. There is some detail about the survey in a November 28-dated ACUTA news release, which you should find posted on the ACUTA website under Member Services, Press Room.

Key points from the survey reflect impressive optimism among ACUTA members about their ability to bring new technologies to campus despite the ever-present scarcity of funds. Two out of three colleges and universities are planning new technology implementations (top categories were VoIP, wireless/cellular, and security) within the next 12 months.

And despite the fact that 47 percent of respondents say their schools are on tight budgets and 25 percent call their own department budgets "severely limited," an overwhelming 93 percent expect to overcome those challenges and achieve their technology objectives.

Their methods include some special funding mechanism (38 percent), tech fees for students (25 percent), lobbying upper management (23 percent), and cuts in other areas (14 percent). Specifically addressing budget issues, 33 percent of respondents report their departmental budget has increased steadily over the past three years. Another 29 percent have seen no increases in three years, and an unlucky 21 percent face even smaller budgets than they had three years ago.

Now on to the (possibly) related subject of wasted spending. Only you can say whether this is an issue on your campus and whether most dollars spent are spent wisely, but the Gartner analysts' pessimistic prediction certainly catches one's attention.

Too often, they said, people buy much more than they need, anticipating network requirements that never materialize. Their advice: Buy only what you know you will need for the next two years.

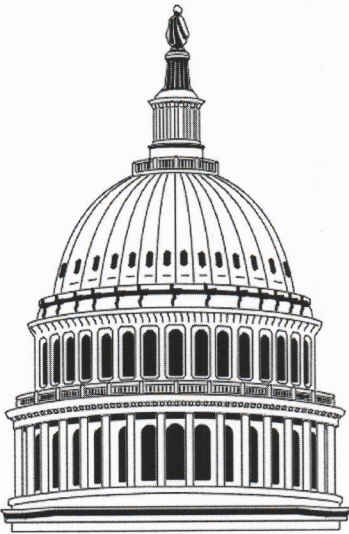
Other noteworthy Gartner observations:

- By using WAN optimization tools to reduce network traffic rather than buying more bandwidth, you can defer the inevitable purchase of additional bandwidth for three years or more.
- Don't overspend on things like IP phones with large display screens. Better to buy cheaper phones and use the money on unified communications applications that boost productivity.
- Beware of huge investments in physical phones, because current trends suggest the desk phone is living on borrowed time.
- Consider pushing some WAN traffic over the Internet rather than run everything on a service provider's MPLS network.
- Don't let your vendors get complacent. Always be looking out for alternatives, so you can make vendors earn your business with better pricing and service.
- Gigabit Ethernet all the way to the desktop, the analysts say, is a very poor investment.

Happy Holidays!

*As always, if there are specific topics you would like to see covered in this space, please let me know via e-mail at [kevin@duxpr.com](mailto:kevin@duxpr.com).*

<sup>1</sup> Neal Weinberg, "Forecast: \$100B network overspending," *Network World*. October 16, 2006, page 10



## D C Update

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### Excise Tax Formula for Enterprises

According to *Telecom Manager's Voice Report*, November 16, 2006, the IRS recently announced the formula that enterprises may use to figure their excise tax—or you can figure the 41-month calculation and ignore the formula below:

(1) Locate invoices provided by each of your carriers with an April 2006 invoice date. Pinpoint the amounts your enterprise paid in FET that month for all services, including local, LD, and wireless. Divide the combined tax amount by the total bills to determine a percentage. In the IRS' example, if you paid \$1,000 for all local, LD, and wireless services and \$28 in FET, you paid 2.8% in FET.

(2) Now locate September 2006 invoices from your carriers. Identify the amounts your enterprise paid in FET, which should only have been charged for local services. Perform the same calculation as above to get a percentage. For example, if you paid \$1,100 for all local, LD, and wireless services and \$16.50 for FET on local services, you paid 1.5% in FET.

(3) Subtract the September percentage (1.5% in the IRS' example) from the April percentage (2.8% in the IRS' example). You get 1.3% in the IRS' example.

(4) Multiply the percentage difference (1.3% in the IRS' example) by your total telecom services spend over 41 months (February 2003 to July 2006). If your enterprise has fewer than 250 employees, your refunds are capped at 2% percent of your 41-month spend, according to the IRS announcement. If you have more than 250 employees, you can get back a maximum of 1% of your 41-month spend.

*Voice Report* has requested clarification on whether invoices or accounts payable records will suffice to document the 41-month total. Note: It is always best to get with your institution's accounting department and provide them with the appropriate documents and let them figure the refund. Of course, many universities may have been exempt from paying this tax, so check your bills carefully.

### Missoula Plan

In case you're curious, the Missoula Plan got its name from Missoula, Arizona, where this issue was first discussed. VoIP and cell phone calls currently do not pay to pass from one carrier's network to another, resulting in a decrease in intercarrier compensation. According to Joel Lubin, Vice President of Federal Government Affairs at AT&T, "the [Missoula] plan establishes a 3-tiered compensation approach for large, medium, and small carriers. It would impose a uniform set of technical and financial requirements for carriers to complete calls." (<http://www.wirelessweek.com/article/CA6355776.html>)

The major concern for consumers is the fee increase from \$3.50 per month per phone to as much as \$10.00 per month per phone over a four-year span.

The Missoula Plan continues to be discussed by state commissions. At a recent workshop, hosted by the Illinois Commerce Commission (ICC), an AT&T state affiliate said that some of the goals for interconnection and intercarrier compensation include "mitigating regulatory-induced arbitrage; resolving intractable industry disputes; equalizing differences between carrier networks; and striking a balance between competing public policy goals of different industry segments, such as wireline, wireless, voice-over-Internet-protocol, rural vs. nonrural, and wholesale vs. retail."

ICC Commissioner Lula Ford stated at that ICC meeting that "the Missoula plan is inherently flawed, extremely complex, and would ultimately penalize Illinois consumers."

### For More In-Depth Coverage of Legislative & Regulatory Issues:

ACUTA members may read about the latest developments in telecommunications and Internet-related issues in the most recent **Legislative and Regulatory Update**, an electronic newsletter prepared monthly by Wiley Rein & Fielding. Access this newsletter at <http://www.acuta.org/relation/DownloadFile.cfm?docNum=309>

## FCC Seeks Comments on Vacant TV Spectrum

At the October 12, 2006, FCC meeting, the Commission agreed to permit fixed unlicensed devices to operate in the TV spectrum after the digital TV transition is completed in February 2009. In addition, the Commission is seeking comments regarding authorization of personal/portable devices. Channel 37 will continue to be reserved for radio astronomy and wireless medical telemetry operations, and channels 14-20 will continue to be reserved for public safety agencies in 13 major cities. Also, channels 52-69 will be used only for commercial wireless and public safety licensees. According to *Telecommunications Reports*, November 1, 2006, "the FCC also affirmed that its final rules will protect broadcasters and other incumbents from interference, and it invited entities to submit test results indicating that such operations are possible."

## Martin Confirmed for Second FCC Term

The Senate recently confirmed the appointment of FCC Chairman Kevin Martin for another term. The Commissioner stated, "I am deeply honored to have been confirmed by the Senate for a second term as Commissioner and Chairman of the Federal Communications Commission. I thank President Bush and the Congress for the privilege to continue to serve in his Administration and alongside my colleagues on the Commission."

## FCC Classifies Broadband over Power Line

*The Daily Digest*, November 6, 2006, reported that the FCC has issued an Order declaring that broadband over power line (BPL) will increase broadband deployment and provide broadband services to consumers with better services at lower prices. The Order defines the transmission component service as "telecommunications" that will be offered as an information service. "This approach is consistent with the framework that the Commission has established for cable modem service and wireline broadband Internet access service, furthering the Commission's goal of regulating like services in a similar manner." For additional information on this Order, visit the FCC website at [http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/FCC-06-165A1.doc](http://hraunfoss.fcc.gov/edocs_public/attachmatch/FCC-06-165A1.doc).

# FYI

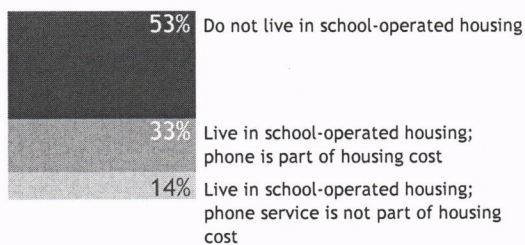
## Useful Information from the Campus

<http://www.studentmonitor.com>

In the spring of 2006, Student Monitor of Ridgewood, NJ, conducted extensive research into how students are using communications technology on campus today. *ACUTA eNews* is pleased once again to feature selected results of that survey. We appreciate Student Monitor's assistance as we strive to provide the most useful and up-to-date information.

If you would like to know more about the survey, contact Eric Weil, managing partner at Student Monitor, at [weil@studentmonitor.com](mailto:weil@studentmonitor.com), or visit their website at <http://www.studentmonitor.com>.

### Residency & School-Provided Telephone Service



### Interest in Using VoIP

	Total %	Male %	Female %
Top 2 Combined	19	24	15
Very Interested	5	6	3
Somewhat Interested	15	18	12
Not Very Interested	19	19	20
Not at All Interested	37	36	37
Already Use VoIP	1	1	1
Don't Know	24	21	27

# Pumping Up PoE

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Recently, the IEEE formed a working group to develop the successor to the Power over Ethernet standard, 802.3af. The new working group has been designated the 802.3at group and referred to as PoE Plus. The idea is to deliver greater electrical power to devices besides the IP phone. Exactly how much power will be delivered is not known, but 30 watts or more appears to be the goal. Besides 10 and 100Mbps, it is expected the new standard will cover 1Gbps and possibly 10Gbps transmission speed. The standard will probably be finished sometime in later 2007. So this is great, right?

So it would seem, but the IT and IP telephony worlds will encounter a number of issues once products are delivered that demand the higher PoE power. The new devices to be powered will be new IP phones with extended capabilities, higher powered dual-mode WLAN access points, RFID sensors, video cameras that can have their motors for scanning controlled over Ethernet, security sensors and readers, environmental controls, lighting controls, and whatever else someone can imagine. There may even be enough PoE power to run the laptops of the future. Once again you will believe you have future-proofed your cabling—and you will be wrong.

So here are the issues to be considered for those in charge of closets and cabling:

1. More power running on Category 5e will probably work, but the older Category 5 cables will be obsolete. You may even have to rewire for Category 6 for the new PoE standard to work.
2. More heat will be generated on the cable. Will the present insulation deteriorate faster?
3. More heat on the connectors may cause them to fail more frequently and deteriorate faster.
4. Will the power requirements change the status of installers and union contracts and raise the cost of installation?
5. The capacity of your conduit and cable fill ratio may have to change to accommodate the heat produced. This will mean less cable per square inch of conduit space or larger conduits.
6. Will the power pairs interfere with the data signal pairs when there are power fluctuations?
7. It may be necessary to use all four wire pairs for carrying the power. Are your cables and connectors wired to support this?
8. If you have patch panels, can they support the increased power?

These issues cover the cabling, but what about the mid-span and LAN switch-based power requirements?

Many IP telephony implementers are adding UPSs to drive the PoE so that in the event of a power failure, the IP phones will still work.

There are real and growing expenses for the power in the closet:

1. As the PoE output increases, so does the power to the PoE power supply. The new power delivery will double, if not triple, the power needed from the LAN switch and/or mid-span power supply. This will significantly increase the utility bill that is already increasing significantly due to higher energy costs.
2. The UPS systems will have to be upgraded or replaced for the new PoE Plus requirements.
3. It will be even more important to have fault-tolerant dual power supply configurations. This will not only increase the power supply costs, but will double the utility power consumption.
4. The air conditioning requirements will double or triple to support the PoE Plus power supplies.

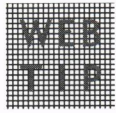
Eventually, PoE Plus will push the IT organization into the same arena as the facilities and plant management staff. They will be providing connections and power just like an electrical utility. Is your organization ready for the new responsibilities?

*Gary Audin is president of Delphi, Inc. He is a frequent contributor to ACUTA publications and a respected speaker at ACUTA events. Reach him at [delphi-inc@att.net](mailto:delphi-inc@att.net).*



Congratulations to The Ohio State University whose website was selected for recognition by ACUTA as our 4th Quarter Site to See. Our topic was Extension to Mobile Devices. Check out their site for yourself at <http://www.osu.edu/mobile>.

For the 1st quarter 2007, our topic will be E-training. If you would like to submit your website or the website of a colleague for recognition, please visit the ACUTA website at <http://www.acuta.org/html/wsrp.cfm>.



Aaron Fuehrer  
ACUTA Information  
Technology Manager  
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## Website Recognition Program

Since late 2000, ACUTA has been recognizing on a quarterly basis college and university websites for their excellence in providing electronic access to information on a wide variety of topics. Topics have included Tech Support/Help Desk, Software Distribution, Online Tools for Communications Technology Service Ordering, and Security Education and Awareness, just to name a few.

The sites chosen for this honor were singled out because they present timely information clearly and precisely, they exhibit a user-friendly philosophy, they eliminate service delays (and probably reduce the workload for IT/Telecom staff!), or in some other way demonstrate "best practice" when it comes to accessing information online.

We recommend this ACUTA resource if you are considering expanding your website to cover a new topic or service. Seeing examples from other schools and learning what has worked for others could save you or someone in your department considerable time and energy!

The archive of past Website Recognition winners can be found at <http://www.acuta.org/html/wsrp.cfm>. Details for the 1st quarter 2007 are also available at this URL. This page also contains the criteria used in evaluating member websites as well as the rewards if your site is chosen for recognition.

If you have questions, please contact me at [afuehrer@acuta.org](mailto:afuehrer@acuta.org).

## Info Links

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Frequently, vendors, associations, governmental bodies, and others provide white papers and other informational documents which are announced through a variety of media sources. While some admittedly have a certain slant or opinion, others are quite objective; however, both often contain valuable information. Below are links to selected documents.

- Social Watch 2006 Report (Access ICT Penetration Rates, etc.):  
<http://www.socialwatch.org/en/press/index.html>
- FCC Master PSAP Registry:  
<http://www.fcc.gov/911/enhanced/reports/MasterPSAPRegistryV2.47.xls>
- Homeland Security Pandemic Preparedness Guide:  
<http://www.fcc.gov/pandemic-flu-guide.pdf>
- FCC OTARD Ruling On Boston's Logan Airport:  
[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/FCC-06-157A1.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/FCC-06-157A1.pdf)
- ESQK (Emergency Services Query Keys) User Guide:  
<http://esqk.com/documents/esqk-user-guide/ESQK%20User%20Guide.pdf>
- European Commission (EC) Study on Roaming:  
[http://europa.eu.int/information\\_society/newsroom/cf/document.cfm?action=display&doc\\_id=181](http://europa.eu.int/information_society/newsroom/cf/document.cfm?action=display&doc_id=181)
- NATOA Report...Local Gov't Views on Telecom Taxation:  
<http://www.natoa.org/>
- Economic Impact of "Missoula Plan" on Intercarrier Compensation:  
[http://www.neca.org/wawatch/wwpdf/110906\\_11.pdf](http://www.neca.org/wawatch/wwpdf/110906_11.pdf)
- Network World Executive Guide on VOIP:  
[http://www.networkworld.com/whitepapers/nww/pdf/1006\\_ExGd\\_VoIP\\_Shortel.pdf](http://www.networkworld.com/whitepapers/nww/pdf/1006_ExGd_VoIP_Shortel.pdf)
- WDR World Strategies for Deployment of Broadband:  
<http://www.regulateonline.org/content/view/844/31/>
- Replicability of Microfinance Approach to Global Telecom Access:  
<http://www.regulateonline.org/content/view/591/31/>
- Book—Stimulating Investment in Global Net Development:  
<http://www.regulateonline.org/content/view/435/31/>



# Thanks to Exhibitors for 2006

ACUTA thanks the following companies for exhibiting at our 2006 national events. In addition to providing attendees with the latest information on products and services, the exhibit hall generates revenue which helps keep registration fees low.

As you choose the companies with which you will do business, we hope you will remember these ACUTA supporters.

## Four Events

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1Call, A Division of AMTELCO  
3Com Corporation  
5G Wireless Communications  
Anixter  
Belden  
Compco  
Interactive Intelligence, Inc.  
PAETEC Communications  
Professional Computing Resources  
Qwest Communications  
T-Metrics  
Verizon Business  
WTC

## Three Events

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ACE\*COMM  
AVST: Applied Voice & Speech  
Technologies  
CommuniTech Services, Inc.  
DuPont  
IP Unity  
MiCTA Service Corporation  
MobileSphere  
Parlance Corp.  
Siemens  
SYSTEMAX Solutions  
Windstream Supply

## Two Events

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Amcom Software  
Apogee  
Bradford Networks  
Campus TeleVideo  
GAI-Tronics Corporation  
Mapcom Systems  
Meru Networks  
Mutare Software  
NextG Networks  
The Northridge Group  
PlanNet Consulting  
ProCurve Networking By HP  
Public Telephone  
RADirect  
SS8 Networks  
Telecom Technology Resellers LLC  
Teltronics

## One Event

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Aastra Intecom  
Accu-Tech Corporation  
Acentech-Compass Consulting Div.  
Active Voice, LLC  
ADC  
AirWave Wireless  
Allied Telesis  
Altura Communication Solutions  
Applied Global Technologies  
Aruba Networks  
Ascendent Systems  
Asurion Managed Wireless  
AT&T  
BellSouth Business Systems  
Bitek International  
Black Box Resale Services  
C.E. Communication  
Carousel Industries  
Cedar Point Communications  
CEEEO  
Cingular Wireless  
Circa Telecom  
Citel  
Classic Networking  
Code Blue Corporation  
Colubris Networks  
Communications Supply Corp/Tyco  
Electronics

Compel  
Consilient  
Conveyant Systems  
Cooper B-Line  
Corning Cable Systems  
Cortelco  
Cost Control Associates  
Coyote Point Systems  
Dockside.net  
Ericsson Inc.  
Fluke Networks  
Geist Manufacturing  
Graybar  
HellermannTyton  
Hubbell Wiring Systems  
Interstar Technologies  
JumpStart Wireless Corporation  
Leviton Voice & Data  
Matsch Systems  
MaxCell Group  
Minuteman UPS/Para Systems  
Mohawk  
NEC Unified Solutions  
Nortel  
Nuance Communications  
Overland Storage  
PB Exchange  
PenCell Plastics

Phoneware Ltd.  
PowerDsine  
PWR, LLC  
RAMTEL  
Rave Wireless  
Retrotel  
SDC Solutions  
Snake Tray  
SoTel Systems  
Sprint-Nextel  
Superior Essex  
Tadiran America  
Talk-A-Phone Co.  
Talkswitch  
TeleMatrix  
Telesource Services, LLC  
TeleSphere Software  
Tier Technologies  
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Institutional Members

Wisconsin Indianhead Technical College, Shell Lake, WI. T2
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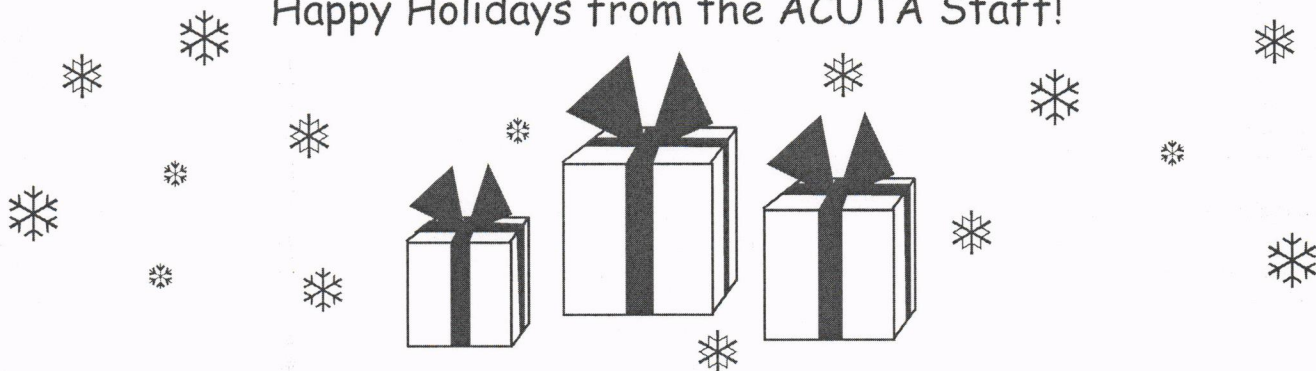
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outsourcers, and resellers. Our nationwide footprint enables DecisionOne to provide local,
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Happy Holidays from the ACUTA Staff!



Jeri, Kellie, Amy, Aaron, Donna, Trish, Margaret, Pat, Lisa