

Mobile VoIP solutions

Qnective, Inc. specialises in the design, development and distribution of communication software and services, in particular mobile VoIP solutions. Mr. Oswald Ortiz, Qnective CEO, comments: "Our platform brings the GSM and VoIP worlds together. We provide the only hybrid solution around the world."

Qnective is Mr. Ortiz's brainchild. "If you do a Google search for VoIP you get millions of links to VoIP related pages. There are a lot of VoIP services around, but they are typically designed to work in a landline environment, requiring stable bandwidth, a stable IP address and resources like computing power and memory capacity. Mobile VoIP has different requirements. When you're in motion, you don't have a stable bandwidth environment, the network may be either GPRS or UMTS, and in fact may vary from one meter to the next. An additional problem is that mobile phone processors generally are weak, as is the battery power." This inspired Qnective to design a completely new platform for mobile VoIP. "We didn't want to use existing VoIP applications." This, in Mr. Ortiz's view, is why Qnective's service is so different from all the others.

All Qnective products are marketed under the Qtalk trademark. Each Qtalk product is a genuine software solution for totally secure mobile telecommunications using package-oriented networks such as GPRS, UMTS, HSDA, or WiFi for the transmission of voice and data. Mr. Ortiz explains: "We have different flavours. Qtalk is the standard telephony product, Qtalk business is for business products, with a static encryption and a different way of billing, and then we have Qtalk Secure, which is security-wise the highest product." The latest addition to the Qtalk portfolio is Qtalk secureServer, a software solution which allows companies to make eavesdrop-proof phone calls to commercially available

mobile phones. Qtalk secureServer was specifically designed for companies with an enhanced need for security, offering secure mobile telephony technology that can be easily integrated into existing communication environments. A web-based security manager administers the system. The solution offers excellent voice quality and is virtually available everywhere in the world despite the high security standards.

Mr. Ortiz goes on to explain that Qnective markets its products to operators, service providers, internet service providers, and cable operators. Even when the company had its first product in the beta testing phase, talks had already started with some of the biggest operators in the world. Mr. Ortiz: "At that time we were able to win British Telecom as one of our partners for worldwide distribution; we agreed on a three years license agreement. We are now integrating the platform in their network and will start with the distribution in June."

Qnective recently appointed two top specialists to its Advisory Board: Mr. Jose Collazo and Mr. Paul Barry. Mr. Ortiz states: "As previous chairman of BT Global, Mr. Collazo is a very big supporter of mobile VoIP applications. Mr. Barry is a very talented financial engineer, who has a lot of know-how for financial transactions. Since we're a startup, and are still funded, he will also be an asset in helping us expand."

Mr. Ortiz remains confident on the future of Qnective, despite the economic



downturn. "It is our aim to become the preferred supplier for mobile VoIP and hybrid solutions in the next couple of years." Qnective is publicly listed in the US and headquartered in Zurich, Switzerland. ■



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