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China Railcom Builds Extensive IP Voice, Video and Data Conferencing Network in China with RADVISION's Network Infrastructure Solutions

Highlights:

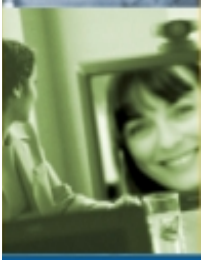
Client:	China Railways Communications Company (China Railcom)
Product:	RADVISION Enhanced Communications Servers (ECS) Chassis-based viaIP-400 Multipoint Conferencing Unit Gateway Data Collaboration Server (DCS).
Number of sites:	Phase 1,200 sites.
Application:	China Railcom is able to offer competitive and compelling voice, video and data conferencing services to its constituents and target the enterprise community with unparalleled IP communications quality.

Why China Railcom Chose RADVISION:

RADVISION's vast experience in IP videoconferencing, the features, high density and scalability of the products and local presence in China.

Introduction:

China Railways Communications Company (China Railcom) is one of the newest telecom operators in China. For over 50 years the company provided communications services as a division of the Ministry of Railways in China, along its extensive train transportation system. In December 2000, China Railcom was formed as an independent entity taking advantage of the deregulation and development of the Chinese telecommunications market.



China Railcom has the second largest fixed communications network in China (after China Telecom) covering over 500 cities and 700 counties with more than 1,100 switching centers. As a new entrant to the market, China Railcom had to differentiate itself from the incumbent carrier and prepare itself for the fierce international competition that will ensue once China enters the World Trade Organization (WTO) and opens its doors to foreign carriers.

To address these challenges and maximize the potential of its existing network, China Railcom has developed high-profile services targeted at enterprise customers with compelling pricing models. These services include local and long distance telephone, high-speed Internet access, video communication, data networking, wireless paging, and additional telecommunication services.

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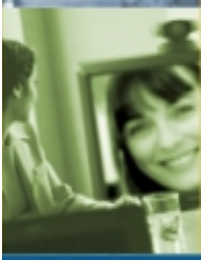
VisionNex Technologies, a Silicon Valley-based IP communications solutions provider, worked closely with China Railcom to design and implement IP voice and video communications services throughout the network - largest H.323 videoconferencing network in China and the nation's first pure IP-based system.

The full IP solution combines the VisionNex Communications Server (VCS, the management platform for videoconference), vPBX (Video PBX, H.323 communication proxy server) with the RADVISION viaIP-400 chassis including multipoint conferencing units, multimedia gateways, and data collaboration servers distributed around the country. In addition, China Railcom chose RADVISION's Enhanced Communication Server (ECS), a network management application with H.323 advanced gatekeeper functionality, to manage and monitor the flow of communications over the network.

Challenge:

Competition among the new carriers is fierce in China and with the anticipated onslaught of foreign players expected to infiltrate when the country joins the WTO, China Railcom had to act intelligently and swiftly to create a compelling service offering that would help it gain a stronghold on the marketplace. China Railcom focused its sights on the corporate subscriber with requirements for high-volume data communication and high-speed videoconferencing.

According to Peng Peng, vice chairman and president of China Railcom, he expects the online videoconferencing market in China to be worth 4.2 billion Yuan (US$500 million) in 2003 and China Railcom is a contender for the majority of that business. China Railcom needed to deploy a sophisticated large-scale videoconferencing network in record time and gain as much of a lead on its competitors as possible.



China Railcom turned to VisionNex to apply their vast experience at architecting and implementing IP communications networks to develop a complete solution for the extensive China Railcom network. As a service provider, China Railcom views every conference as 'mission critical' and their solution had to be unfailing, robust and enticing to new customers.

"China Railcom chose RADVISION's viaIP technology for the network because it is the most optimal hardware for pure IP videoconferencing, it offers the best gatekeeper on the market and its interoperability with VisionNex's videoconferencing management system is second to none." said Wei Chen, Vice President of Software Development of VisionNex,

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Recognizing RADVISION's leadership in IP voice, video and data communications, VisionNex and China Railcom examined and tested the RADVISION network infrastructure products and determined that they were the most advantageous solutions available. With innovative multipoint conferencing features, such as cascading and high port density, and exemplary service and support from RADVISION's local presence in China and the home office in Israel, the combination of technical expertise and business support made RADVISION's solutions stand out.

China Railcom chose RADVISION's innovative ECS to manage and monitor the enormous network. A hierarchical management system with gatekeeper functionality, the ECS could simplify the administration of the network by allowing a master gatekeeper to provide updates and provisions to all of the other gatekeepers managing remote zones of the network.

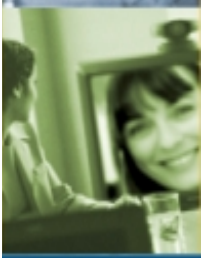
RADVISION's chassis-based viaIP multi-service platform provides gateway functionality for IP and ISDN connectivity and multipoint conferencing units (MCU) for up to 400 simultaneous conference participants. The Data Collaboration Server (DCS) from RADVISION complements the viaIP MCU by adding application sharing capabilities to any conference.

Results:

"Our partnerships with RADVISION and VisionNex have made it possible for China Railcom to achieve its goal of building the country's first all IP videoconferencing network, " said Wei Zhao of China Railcom. "We believe that China's medium and large businesses, governmental and educational institutions will benefit greatly from our videoconferencing offering."

China Railcom now has a significant lead on its closest competitors and is offering cutting-edge services by global standards. The company has also prepared itself to effectively compete with new entrants and provide its current subscribers with valuable services at unmatched price points.

China Railcom's total telephone service capacity is 20 million subscriber lines. With the videoconferencing infrastructure in place, and a scaleable solution that can grow with network demand, China Railcom is poised to overcome the challenges it will face with competition through its dynamic and robust service offerings and strong installed base of customers.



Enhanced Communication Server (ECS) – The RADVISION ECS is an advanced management application with H.323 gatekeeper functionality that is essential for the management of IP telephony and multimedia communication networks. The ECS can set policies and control network resources, such as bandwidth usage and traffic direction, to ensure optimal performance.

viaIP Multipoint Conferencing Unit - Chosen by China Railcom for its high-density, unlimited scalability, and its proven performance, the viaIP MCU bridges conferences for voice, video and data between three or more endpoints.

Data Collaboration Server – The DCS is a dynamic and scalable solution for data collaboration enhancing conference capabilities by enabling application sharing based on the T.120 standard.

viaIP Gateway –The RADVISION viaIP Gateway provides connectivity between IP and ISDN networks. The Gateway allows organizations with legacy ISDN-based videoconferencing systems to communicate with IP-based systems for voice, video or data communications.

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The company plans to invest 14 billion Yuan ($1.7 billion) in 2002 primarily for additional network development and service expansion throughout China. Projected revenue for China Railcom for 2002 is Six billion Yuan ($723 million) with a notable portion expected to result form rich-media conferencing services.

About RADVISION

RADVISION (Nasdaq: RVSN) is the industry's leading provider of high quality, scalable and easy-to-use products and technologies for videoconferencing, video telephony, and the development of converged voice, video and data over IP and 3G networks. RADVISION has two distinct business units. RADVISION's Networking Business Unit (NBU) offers one of the broadest and most complete set of videoconferencing network solutions for IP- and ISDN-based networks, supporting all end points in the industry. The company also provide businesses and service providers with integrated solutions that deliver converged IP-based video telephony applications to employee computer desktops and residential broadband homes worldwide. The Company's Technology Business Unit (TBU) provides protocol development tools and platforms, enabling equipment vendors and service providers to develop and deploy new converged networks, services, and technologies. For more information please visit our website at www.radvision.com.

For more information on China Railcom please visit http://www.crc.net.cn/english/index.htm.
For more information on VisionNex Technologies, please visit http://www.visionnex.com

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