

3Com's open source push

New router modules to support applications from VMware and others. **PAGE 5.**

Is search a waste of time?

Companies are smartening up search tools to make employees more productive. **PAGE 14.**

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Enterprise networking and wireless are key components of the company's comeback plan. **PAGE 15.**

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These VoIP players know the score

BY TIM GREENE
AND PHIL HOCHMUTH

It's a given that with time VoIP will replace traditional voice technology in corporate networks. Sales of IP phone systems have surpassed those of traditional PBXs, and business VoIP will exceed traditional voice by 2010, according to IDC.

In the meantime, companies will need technology to make the transition smoothly and expand VoIP to wireless phones, handhelds, laptops and other devices. And they will expect to benefit from the new capabilities voice has when it is

sent via IP, for example, it can be embedded in applications.

Here is a list of 10 companies that warrant attention as the business environment shifts its voice technology:

**10 VoIP
COMPANIES
TO WATCH**

■ SyncVoice

Founded: 2001

CEO: Stephen Rizzone, former CEO of IP3 Networks, a maker of network-access appliances that was bought by Second Rule LLC.

Headquarters: Costa Mesa, Calif.

Funding: \$4 million Series A funding from Clearstone Venture Partners and Hummer Winblad Venture Partners.

What it offers: VXTracker management software for unifying management, security and performance of hybrid voice networks.

Why company is worth watching: As businesses make the transition to VoIP, they will be faced with multivendor environments in which an overriding management platform can serve as a time- and cost-saving tool.

How it got its start: Through working on voice networks, company founder Kerry Shih found there were no tools to manage voice to IT standards, so he created one.

Who uses the product: Grant Thornton.