

90% SELLING IP TELEPHONY STILL DON'T FULLY APPRECIATE THE SECURITY RISKS

Control Phreak, which prevents toll fraud, now available from Wick Hill with Panasonic voice switch systems.

Woking, Surrey: 3rd December, 2010 - 90% of the channel selling IP telephony still don't fully appreciate the security risks, says Siobhan Gibbs, UK Sales Manager for VAD Wick Hill.

Gibbs was speaking out to highlight the dangers of toll fraud⁽¹⁾, and the current lack of focus on the subject.

"Clients need to protect their VoIP activities every bit as much as they protect their data activities, if they're to prevent toll fraud," said Gibbs. "If resellers are aware of the issues of toll fraud and don't advise clients of the need for security, then when something goes wrong, guess who'll get the blame?!"

Gibbs made these remarks as Wick Hill announced the availability of Panasonic's TDE and NCP voice switch platforms, incorporating Callista's Control Phreak.

Control Phreak runs in real time to prevent dial-through phone fraud.

It works in the background to stop illegal call traffic instantly and allows for user regulation, so problem calls can be blocked, while genuine voice traffic can carry on unimpeded. Its low price makes it suitable for SMEs, as well as enterprises.

"Control Phreak is a big improvement on what was available previously, as that involved monitoring retrospective alerts, effectively closing the stable door after the horse had bolted," commented Gibbs.

Control Phreak is one of a range of solutions available from Wick Hill for securing converged voice/data systems. "Resellers who educate themselves on security for converged solutions," added Gibbs, "will be in a great position to act as trusted advisors and take advantage of the unstoppable growth of convergence."

About Wick Hill

Established in 1976, value added distributor Wick Hill specialises in secure IP infrastructure solutions. The company sources and delivers best-of-breed, easy-to-use solutions through its channel partners, with a portfolio that covers security, performance, access, networking, unified communications and hosted solutions.

Wick Hill is part of the Wick Hill Group, based in Woking, Surrey with sister offices in Hamburg. Wick Hill is particularly focused on providing a wide range of value added support for its channel partners. This includes a strong lead generation and conversion programme, technical and consultancy support for reseller partners in every stage of the sales process, and extensive training facilities.

About Panasonic System Networks Europe (PSNE)

Panasonic System Networks Europe (PSNE), a division of Panasonic, is a leader in the provision of telecommunication, security and imaging products. The company's comprehensive portfolio extends from CCTV and IP cameras, through to DECT telephones, document imaging and electronic point of sale (EPoS) solutions, industrial medical cameras (IMV) and home networking products. In addition to providing fully integrated system networks solutions, services range from consulting and system development right through to operation and maintenance.

ENDS

(1) Toll fraud, also known as ‘phreaking,’ is increasing and is often associated with organised crime. It involves criminals hacking into voice running on an IP network. The phone system is effectively hijacked and huge bills can be run up for unsuspecting end users, who may not discover what is going on until some time after the attack.

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