

**8TH**  
Expanded &  
Updated Edition

Newton's by Harry Newton  
**Telecom  
Dictionary**

The Official Dictionary of  
Computer Telephony, Telecommunications,  
Networking, Data Communications,  
Voice Processing and the Internet

# **1** SELLER OVER 100,000 SOLD

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# Newton's Telecom Dictionary

The Official Dictionary of Computer Telephony,  
Telecommunications, Networking, Data  
Communications, Voice Processing and the Internet

## EIGHTH UPDATED AND EXPANDED EDITION

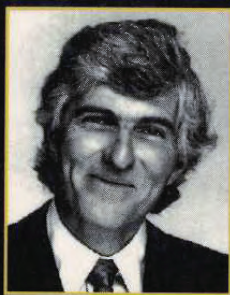
I wrote this book for all of us who are trying to keep up.

It's not a technical book. I explain technical concepts in non-technical terms. I figure anyone ought to be able to understand my definitions.

Some of my definitions are several pages long. They're mini-essays. They explain the term, its benefits and occasionally a checklist on buying and using the item. Sometimes I include warnings. I want my dictionary to make you an informed buyer or an informed seller. I hope you find the dictionary useful.

## HARRY NEWTON

Harry Newton has 25 years in telecommunications. He writes constantly. He is probably the telecom industry's most prolific writer. He is publisher of four monthly magazines - Computer Telephony, Teleconnect, Call Center and Imaging. He also founded LAN Magazine and Telecom Gear. He is promoter of the annual trade conference and exposition, Computer Telephony Conference and



Exposition. He holds an MBA from the Harvard Business School and an Economics undergraduate degree from the University of Sydney, Australia. He is not an engineer, but wishes he were. He is the telecom's most popular speaker. He has spoken before every telecommunications convention and trade show. He appears as an industry expert on national TV.

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# THE "LOGIC" OF MY DICTIONARY

by Harry Newton

I wrote this book for all of us who are trying desperately to keep up.

Telecommunications is now

1. The world's largest industry.
2. The world's fastest-changing industry — from any measure of change you can name — technology, structure, players, applications and users.

In one decade, this industry is going from a totally-closed, government-controlled, highly-regulated, monopolistic, bureaucratic, plodding thing to an exploding free-for-all.

No one has ever written an edition of a 1300-page dictionary every six months. No one. Except me. This 8th edition comes fewer than six months after the seventh edition. I can't keep working until 4:30 AM every morning. My children tell me, "Daddy, get a life!"

Intel called up and bought 120 of these dictionaries by overnight Federal Express. \$480 in Fedex charges! Incredible. Whoever heard of ordering 5lb dictionaries by Fedex? That's the urgency (and madness) of the phenomenon we're now in.

Most technical dictionaries define terms tersely, often in other technical terms. As a result they leave you more confused. This dictionary is different, deliberately so. My definitions tell you what the term is, how it works, how you use it, what its benefits are, what its negatives are. I tell you how it fits into the greater scheme of things, and occasionally some warnings or checklists if you're buying.

This is a dictionary to work every day with. Salespeople tell me they include the definitions in proposals to customers. Novices tell me they love it because it cuts through the clutter. Users explain telecom things to their boss with my definitions. Management uses it to understand telecom technicalities. Lawyers even use it in court. (Often they call me as an "expert" witness. It pays better than being a juror. But it's probably as boring and as abusive. I always decline.)

You can give my dictionary to your users, to your customers, to your boss. You can even give it to your kids to let them understand what you do. Then they'll understand why you, too, have no life.

I don't claim my dictionary is comprehensive. But each edition gets bigger and better. I add, I re-work and I update definitions. I'm always looking for new ones. That's an invitation. Send me your product names, your service descriptions, your in-house glossaries.

The best way to get me is through HARRYNEWTON@MCIMAIL.COM or MCI Mail account 101-5032 or CompuServe 70600,2451.

# NEWTON'S TELECOM DICTIONARY

## HOW TO USE MY DICTIONARY

My definitions are in ASCII code order — NOT alphabetical order. ASCII is almost alphabetical order. In ASCII, capital letters come before lower case letters (who knows why). And ASCII gives some alleged order to hyphens, periods, forward slashes, etc. Here is the order of the more common characters you'll find in this dictionary:

Blank Space	= ASCII 32	6	= ASCII 54
& (Ampersand)	= ASCII 38	7	= ASCII 55
Hyphen -	= ASCII 45	8	= ASCII 56
Period .	= ASCII 46	9	= ASCII 57
/ (Forward slash)	= ASCII 47	:	(colon) = ASCII 58
0 (zero)	= ASCII 48	;	(semi colon) = ASCII 59
1	= ASCII 49	A	(capital A) = ASCII 65
2	= ASCII 50	Capital letters to ASCII 90	
3	= ASCII 51	Lower case letters	
4	= ASCII 52	start with a = ASCII 97	
5	= ASCII 53		

## ON SPELLING

My dictionary conforms to American spelling. In other words, unless I've specifically stated that it's a British term, my spelling is American. To convert American spelling to British and Canadian spelling typically requires adding a second "L" in words like signaling and dialing (they're American) and changing "Z" in words like analyze to analyse. Center in American is Centre. In Britain (and Canada), it's Centre. This dictionary contains more British and European words than my previous editions — a result of several overseas lecture tours and nagging by "English" speakers, like Canadians, Australians and English people.

## ON STYLE

All high-tech industries make up new words by joining words together. They typically start by putting two words next to each other; then, later, they join them with a hyphen. An example: Kinder garten. Kinder-garten. and now Kindergarten. Then, with age and familiarity, the hyphen tends to disappear.

Sometimes it's just a matter of personal choice. Some people spell database as one word. Some as two, i.e. data base. I prefer it as one, since it has acquired its own logic by now. Sometimes it's a matter of how it looks. I prefer T1 (T-one) as T-1, simply because T-1 is easier to recognize on paper. Sometimes it's a matter of being easier to read. I define co-location as co-location. Websters spells it collocation, with two Ls, one more than mine. I think mine is more logical.

There are no rights or wrongs in the spelling business, except that my dictionary is now right, because it's the biggest seller (by far) and because lawyers use it in court. (God help the justice system.)

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