

ABSTRACT

Since the liberalization of telecommunications in 1999, the interconnection of telecommunications networks is one of the basic requirements for the competition.

Based on TeleGeography research in 2008 reported that traffic in Voice over IP (VoIP) continues to increase globally, about 2.5 times that of TDM traffic. As one of the wholesale business streams future, Voice Services in the era of IP-based NGN and VoIP Interconnection become one of TELKOM Wholesale business.

VoIP interconnection can be done through the four alternative models based on network management structure, namely End-to-end, Bilateral, Multilateral and Hybrid model. SWOT analysis conducted by the comparison between the four alternative models and found that the Hybrid model is recommended. Implementation Strategy of VoIP Interconnection Hybrid models analyzed by the Internal Factor Evaluation (IFE), External Factor Evaluation (EFE) and Internal External (IE) matrix from which implementation strategies that focus on Market Penetration and Product Development.

Keywords : *VoIP Interconnection, Hybrid, Implementation Strategy*