June Issue:
Letter from the Editor

By *Tim Young, Editor-in-Chief*

*"I wander'd lonely as a cloud
That floats on high o'er vales and hills..."*

~ "Daffodils" by William Wordsworth

More on clouds in a moment. First, I'd like to take the time to thank you for reading Pipeline. This is a special issue for us, as it marks issue 1 of our 7th volume. Before writing this letter, I looked back, across dozens and dozens of issues (which are all still available in our archives, if you're ever curious about Pipeline's roots) and was amazed to see just how far the publication, and the industry, has come since that first issue back in 2004.

In fact, neither of our very first sponsors even exists anymore. Both have been absorbed into larger companies as consolidation goes marching along.

Years later, Pipeline's moving forward, stronger than ever, and looking forward to many more volumes. We have you, the loyal reader, to thank for that. We appreciate you coming back, month after month, and would love to hear your comments about what we're doing. You can reach out to us at **editor@pipelinepub.com** anytime.

And now, back to the clouds.

This issue of Pipeline is focused on clouds, though not the lovely, fluffy things that Wordsworth was emulating lifetimes ago. The clouds we're concerned with are still taking shape, and it's unclear how well-defined or lucrative they'll become. However, we begin to explore just that in this issue.

Our own editorial team takes a look at the cloud in two parts: one dedicated to the cloud in general and how OSS/BSS companies can help CSPs enable the cloud as a revenue-generating measure, and the other dedicated to the possibilities of OSS/BSS firms leveraging the cloud directly, as a tool for delivering solutions to customers.

We have a compelling collection of insights from futurist and industry thought leader Wedge Greene as he ties the cloud to the universe of apps that pervade the communications space. It's worth the full seven-page read. In addition, Comptel unpacks

exactly how CSPs can turn the cloud into a tool of competitive advantage.

Netformx CEO Ittai Bareket provides an excellent overview of the cloud's makeup and possibilities. And, Jack Zubarev from Parallels brings us insight on how essential it is that CSPs don't let the cloud-based opportunity slip away.

We hope you enjoy this issue, and that our entire 7th volume offers you new insight for a changing world.

Wander on,

Tim Young, Editor-in-Chief