

Telecom company doubles space, expects to hire 15 more employees

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AnyWARE Inc. isn't just any company.

The Austin-based telecommunications integrator has doubled its office space with a move to 3,350 square feet at 1114 Lost Creek Blvd. in West Austin. The company formerly occupied 1,500 square feet at 919 Congress Ave. in downtown Austin.

Carl Condon of Commercial Texas LLC represented AnyWare in the deal. Sam Shannon of Capstone Real Estate represented the landlord.

AnyWARE employs 15 people. That figure is expected to double over the next year, partly because of an influx of new business, says Gary Lubbering, vice president of business development.

The company provides telecom services for companies and organizations that are relocating, expanding or upgrading

converged voice and data networks.

Lubbering says a recent partnership with Shortel Inc., a provider of voice-over-Internet equipment, as well as big projects with the State of Texas and the State of Oklahoma have spurred the company's growth.

Since moving from San Antonio to Austin three years ago, AnyWARE has experienced steady growth, Lubbering says. Among its clients are AT&T Inc., Valero Energy Corp.'s Diamond Shamrock, University of Texas and Texas A&M University.

Converting phone systems to IP PBX systems has been a major area of growth for AnyWARE. IP PBX, short for Internet-protocol private branch exchange, is a group of network phones that use data-packet exchange systems, such as the Internet, to carry calls. IP PBX equipment usually is housed at a user's space rather

than at a telecom vendor's space.

"IP PBX has been identified as a high-growth marketplace," Lubbering says. "There are many people shifting to IPPBX."

Market research firm In-Stat backs up Lubbering's opinion. The firm predicts that between now and 2009, server-based IPPBX shipments will grow from 9.5 million lines to 28.1 million, representing more than 91 percent of total PBX shipments.

In-Stat says the increasing mobility of workers will be a significant factor in the adoption of IP PBX technology.

"IP PBX is revealing itself as more than a simple one-for-one replacement vehicle for digital systems," says Norm Bogen, an In-Stat analyst.

"With closer ties to data, this new vehicle is influencing corporate power structures and will ultimately have even more far reaching effects on how business is done around the globe."