

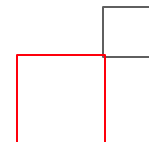


IP Migration – A Giant Leap or Staged Substitution?

Seoul – 4 September, 2003

Tayang Fu

Lead Consulting Engineer, AsiaPac



IP Migration – A Giant Leap or Staged Substitution?

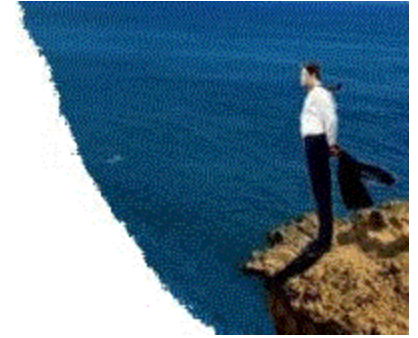


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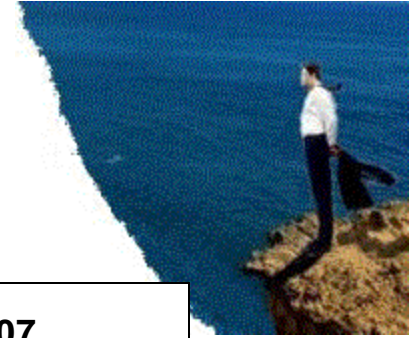
Business Drivers

Do I need to do this?

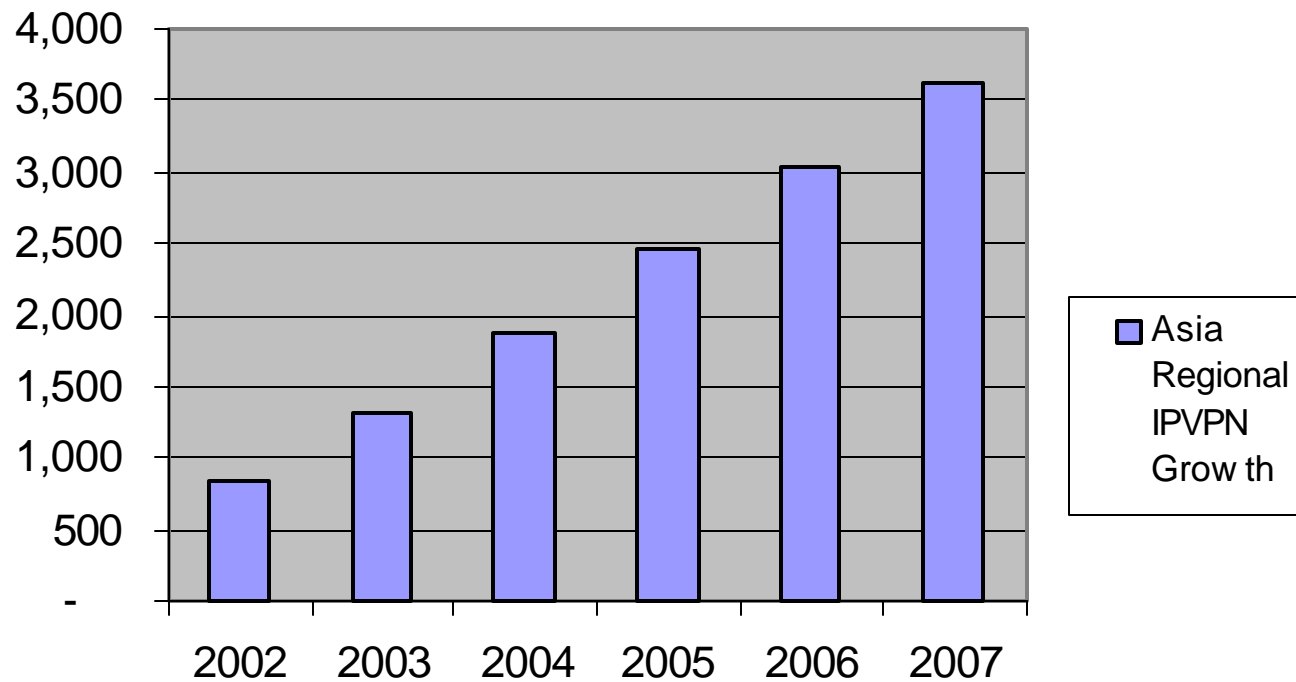
- Productivity
- Cost efficiency
- Network reach, flexibility and scalability
- Redundancy
- Latency



IP VPN Uptake



Asia/Pacific IP VPN Services Revenue Forecast, 2002 - 2007
(US\$M)

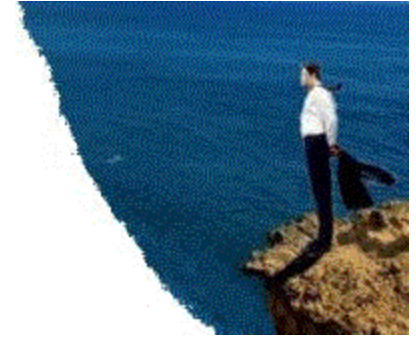


Source: IDC Asia/Pacific Semiannual Fixed Line
Telecom Services Tracker, December 2002



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Reasons for Implementing an IP VPN



Source: IDC "IPVPN Services : A Demand-Side View, 2002", by Steven Harris

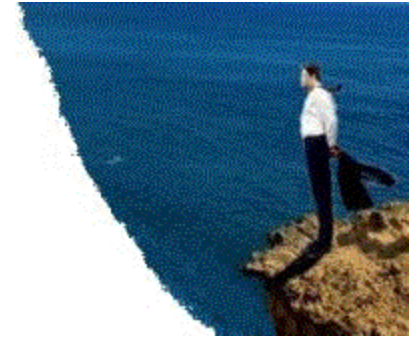


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What's holding you back?

Migration Cost

- Sunk Investment
- Change
- Business Risk
- Legacy

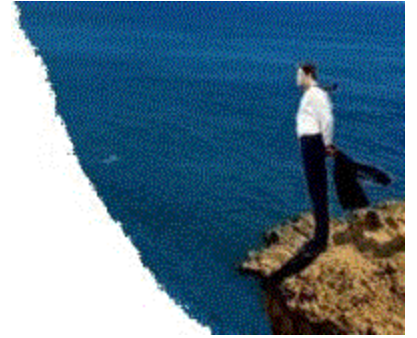


What if...

- Technical solutions could address what's holding you back?
- You don't have to settle for a "one size fits all" solution?
- Alternative models had been developed for safe, simple, individual transition?
- You were not locked into a "big bang" approach?

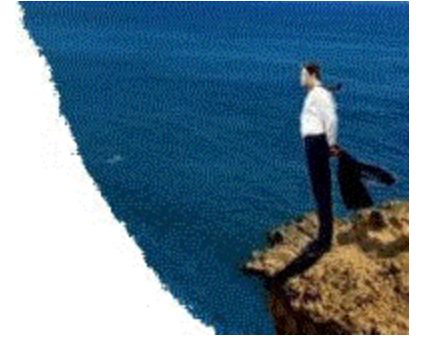


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Sprint's Response

Migration Strategies

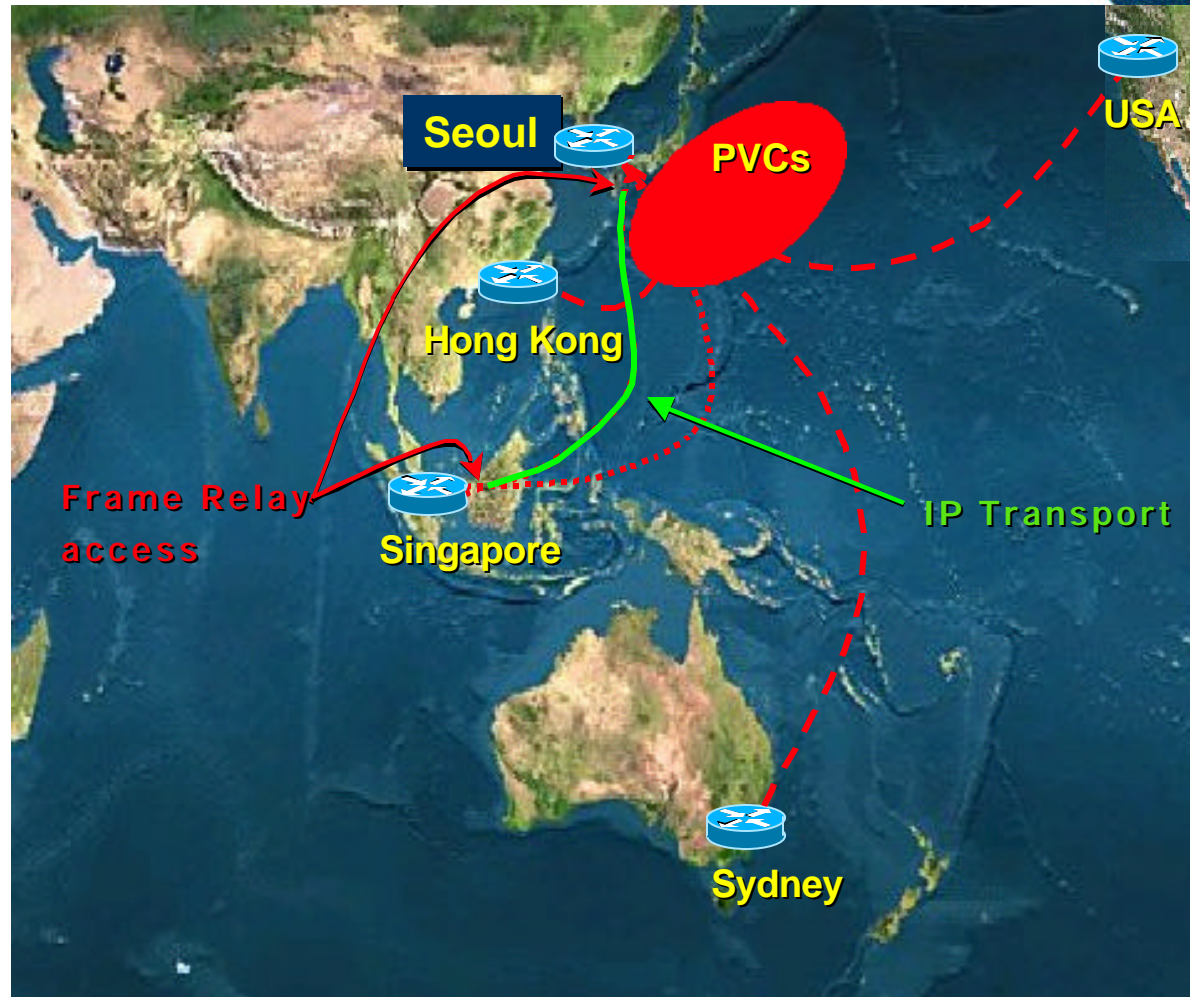
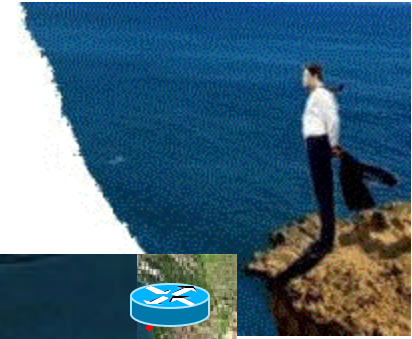


- SprintLink Layer 2 services
 - Based on L2TPv3
 - Sprint's market leading Layer 2 solutions
 - Customer proven migration strategy
 - Co-developed with Cisco
- Network Based (NB) and CPE IP VPNs
 - Differentiated by approach and application



The Real World – Adding a New Site

Layer 2 Services



F R Suitable?

IP Alternative
L2TPV3

- ◆ Frame Relay
- ◆ Packet PrivateLine

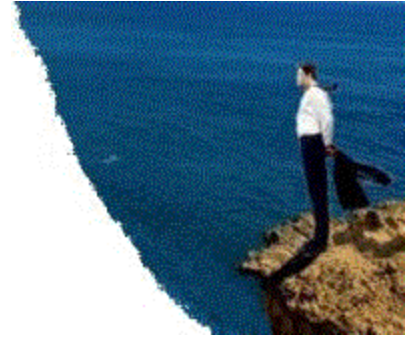


Sprint's Layer 2 Benefits

- Cost-effective
- Pragmatic migration path to IP
- Scalability
- Performance Reliability
- Survivability
- Security



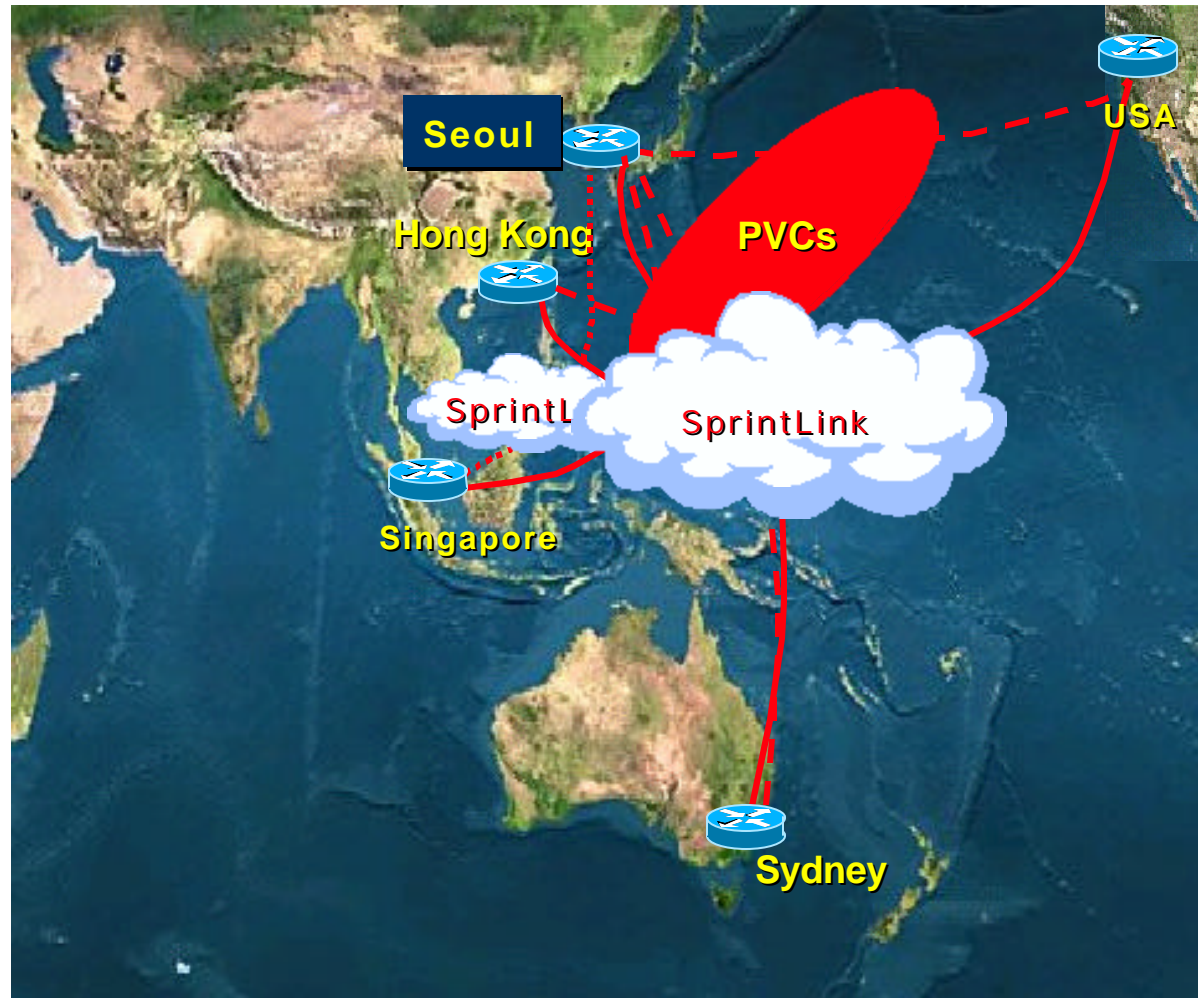
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The Real World – Using NB IPVPN

IP Alternative

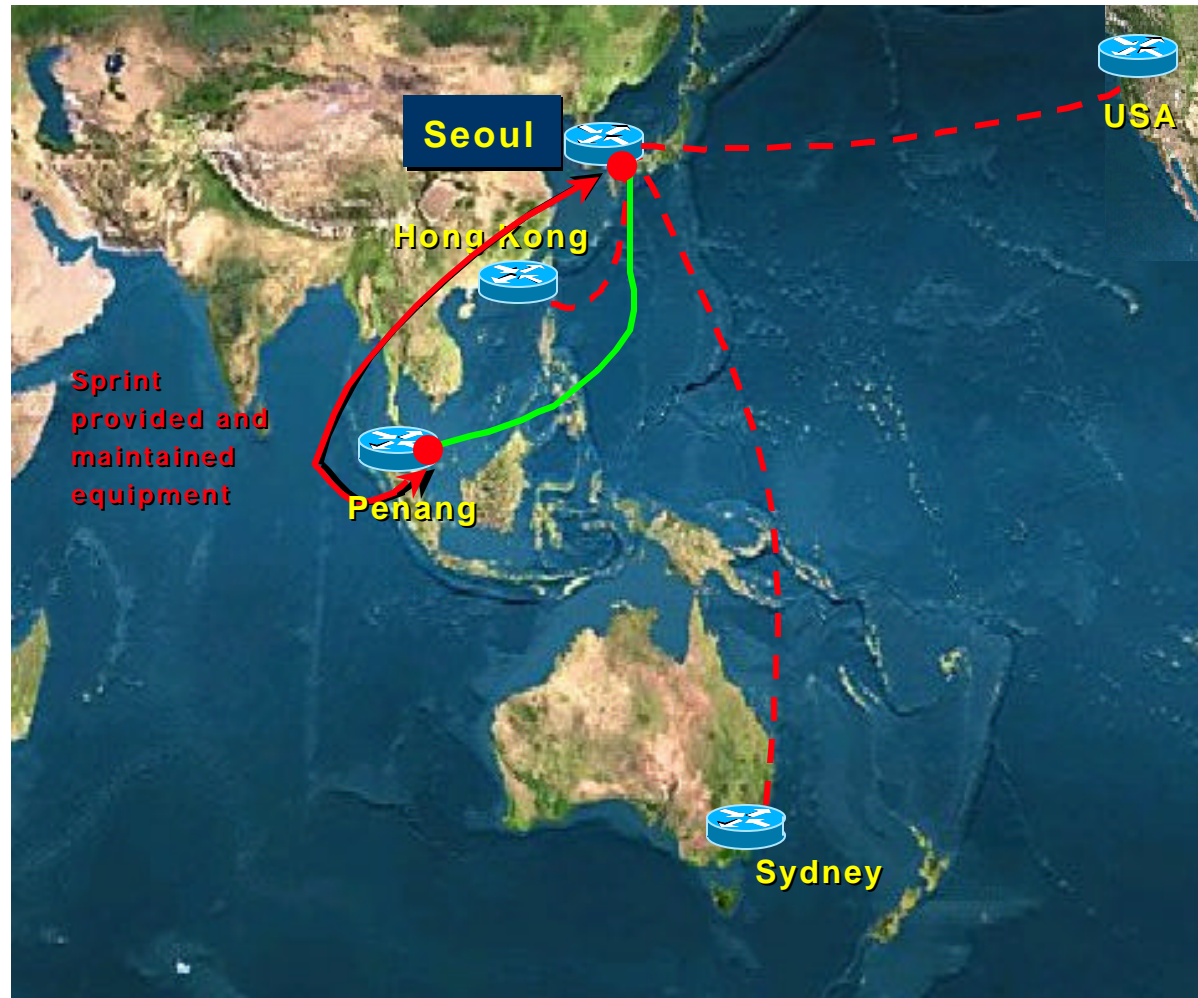
- ATM
- FR
- Ethernet



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The Real World – CPE IPVPN

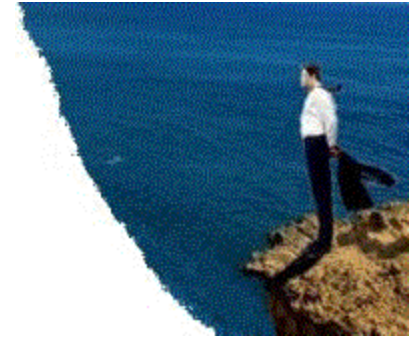
Almost unlimited coverage



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A New Perspective

- Benefits
- Not all public Internet
- Existing equipment
- Guarantees



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Giant Leap or Staged Substitution?



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