

InterOp 2007

QWEST | The Evolution of the “Everything” Enterprise WAN

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Agenda:

- I. The Promise of MPLS
- II. What MPLS is Supposed to Do for Enterprise
- III. The Real Trends of MPLS Migrations
- IV. 2007-9: Now It Really Gets Interesting
- V. The Next Wave of Applications

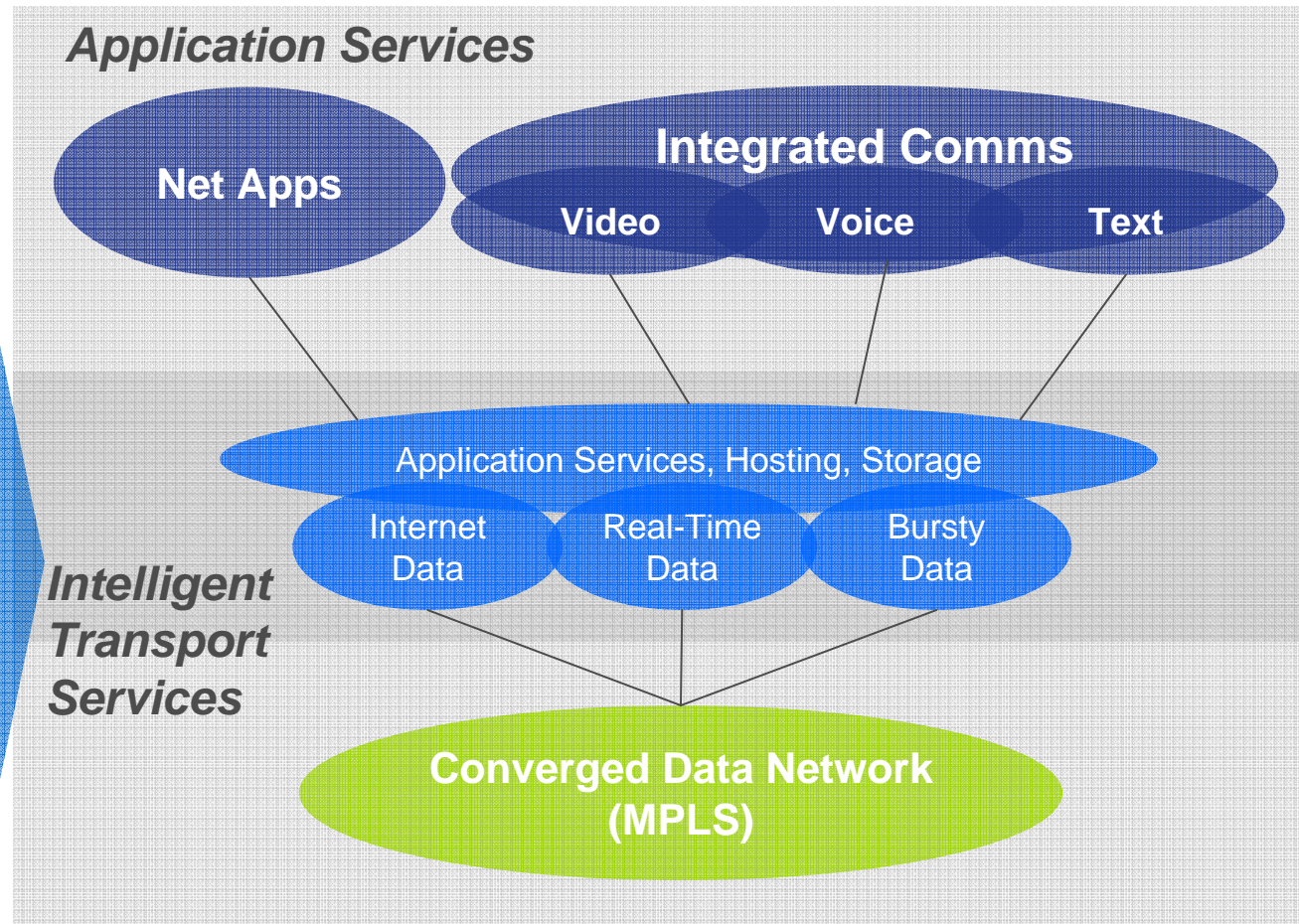
What MPLS is Supposed to Do for Enterprise...

Traditional Carrier Services

- Private Line Network
- Network Frame Relay Network
- Conference Calling
- Remote Access
- Video Conferencing
- Call Center
- Toll Free
- Security
- CPE
- IPSec Networking
- Managed Services
- Internet Access
- LD Voice Network
- Hosting
- Local Dial Tone

Migrations

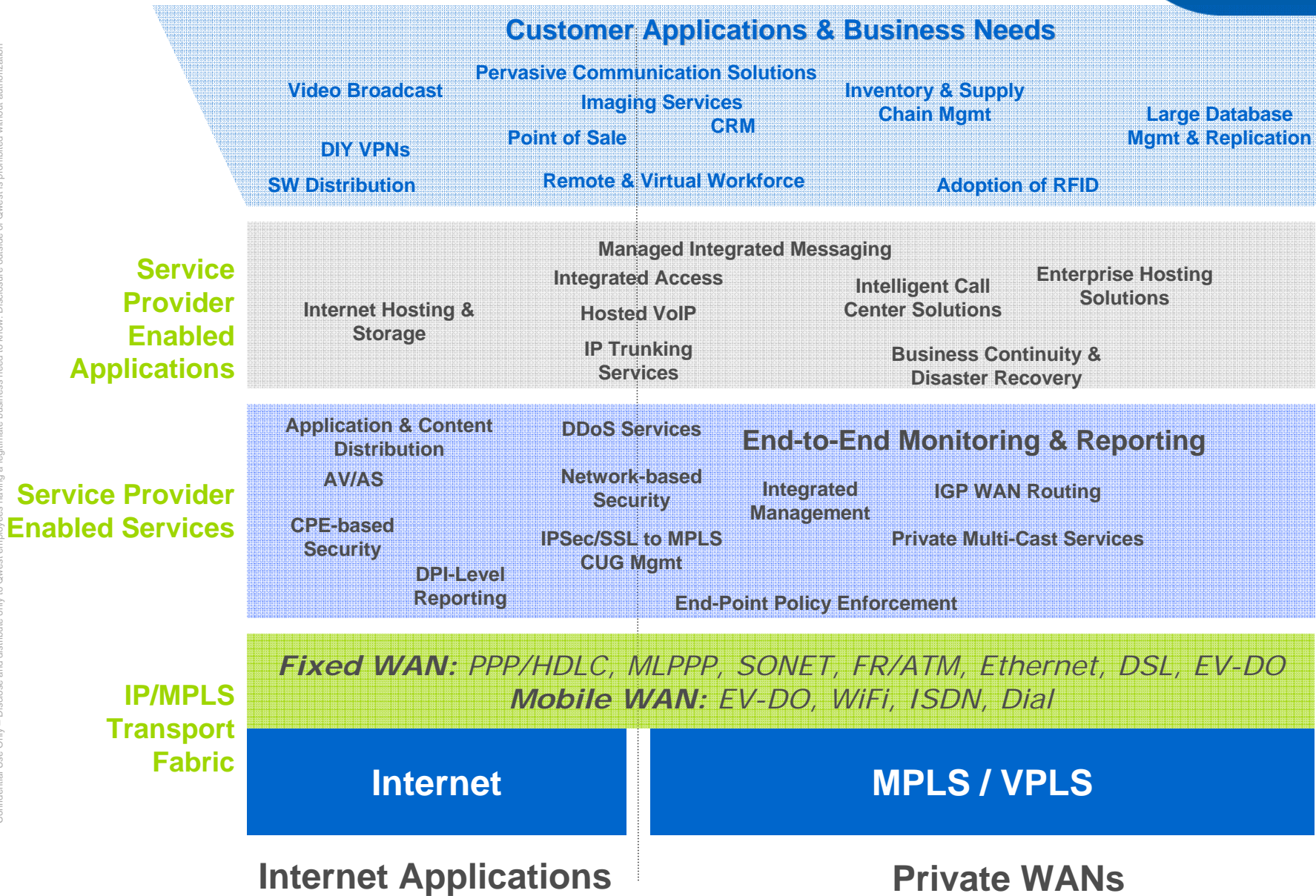
Converged Enterprise Services



GOAL: A Wide Area Environment Able to Remove Bandwidth as a Limitation to Productivity

Applications Mapped to WAN

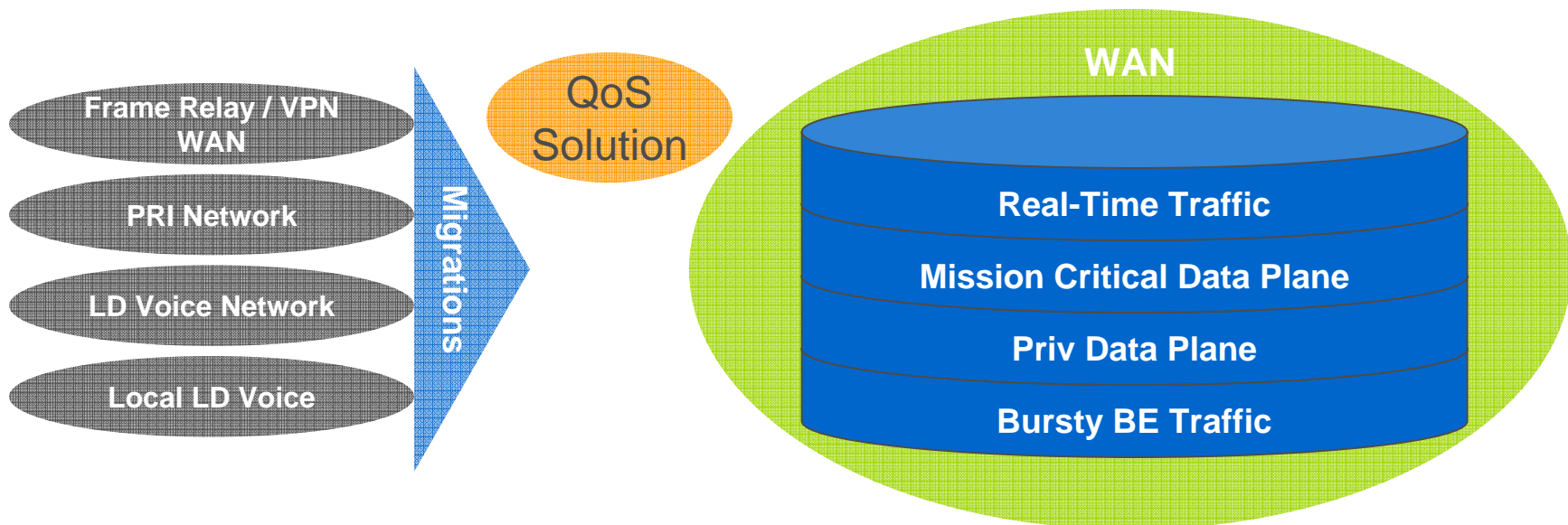
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What is Convergence?

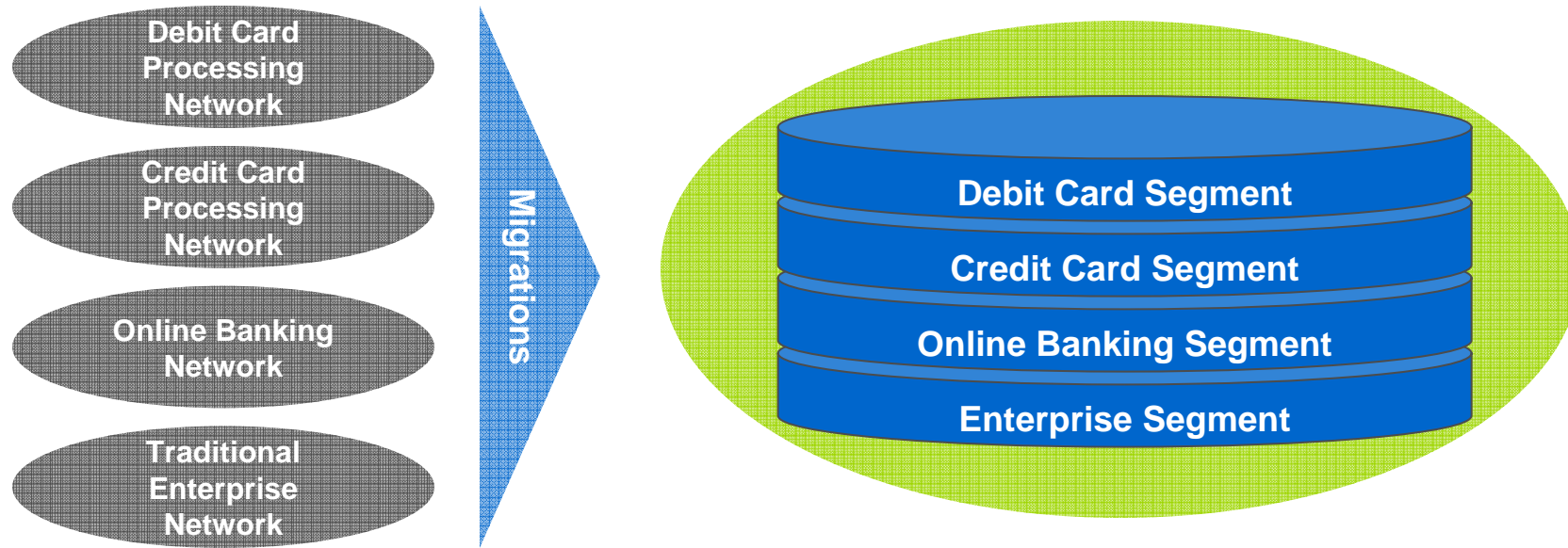
Convergence = Video + Voice + Data

Today's Typical MPLS Network is Trying to Solve for Carry-Over Issues from Legacy WAN Challenges Driven by legacy-centric Applications



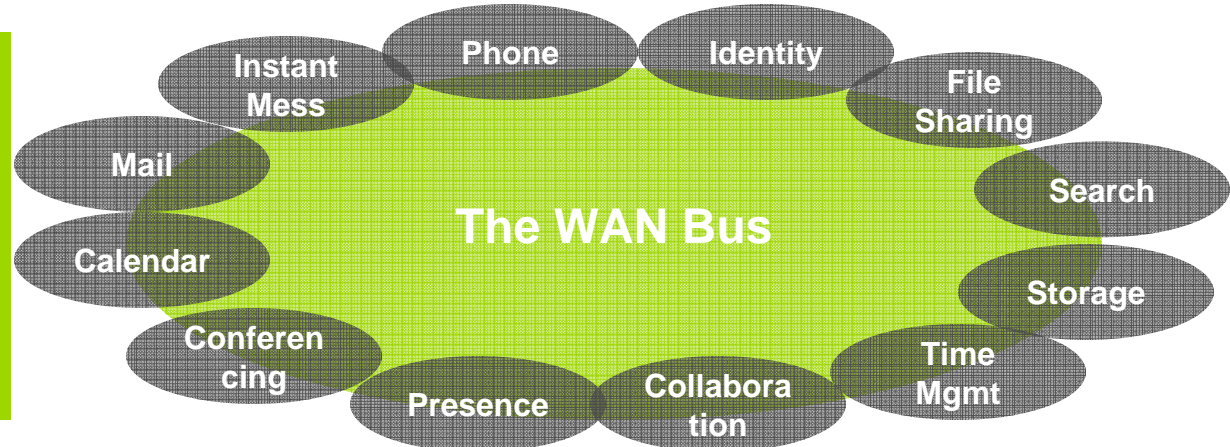
Multiple Levels of Convergence

Convergence = Consolidating Redundant Networks

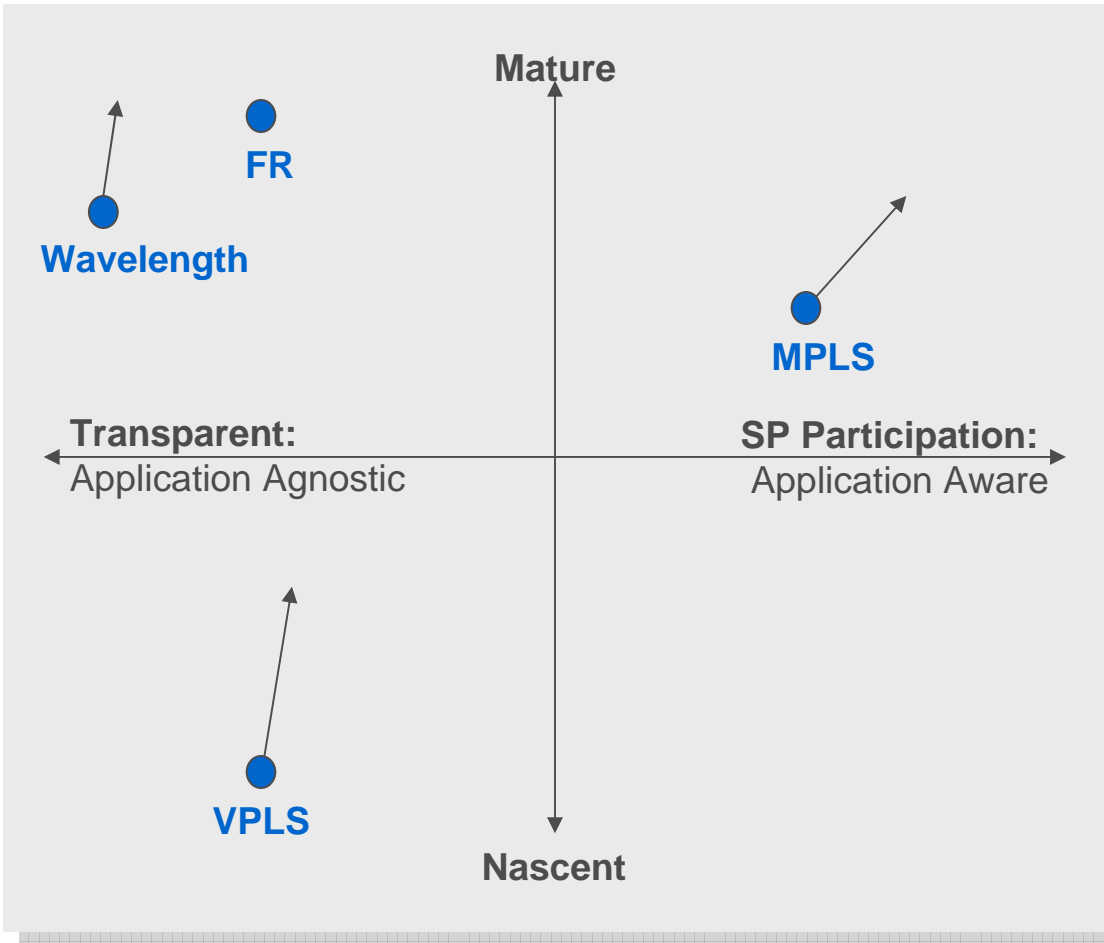


Convergence = Consolidating Applications

Awaiting a New set of Applications Designed to Take Advantage of the New WAN Fabric



Decisions: Control vs. Service Provider Trust & Dependency



- What applications do you need to enable?
- When do you need this functionality
- What will it cost to “Insource” vs Outsource?
- Are the cost justified by the approach?
- Do you have a roadmap to have to realize and measure the benefits

Network, Application, Security Convergence Are Driving Need for Network Segmentation – What Approach is Best

Summary: Next Steps in WAN Networking

2007 - 2011

- IP Voice Just Now Beginning in Earnest
- Convergence of Many Networks into 1 Network Driving Segmentation / Virtual Separation
- Security is a Key Concern
- Implementation of Layer 2/3 Hybrid Networking
- Significant Uptick in Complex Routing Protocols
- Application Development that Realizes the Benefits of the New Network Fabric

The End