

NORDICS CARRIER ETHERNET EVENT

OCTOBER 2, 2014, COPENHAGEN, DENMARK

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Wholesale Access: Benefits of standardization

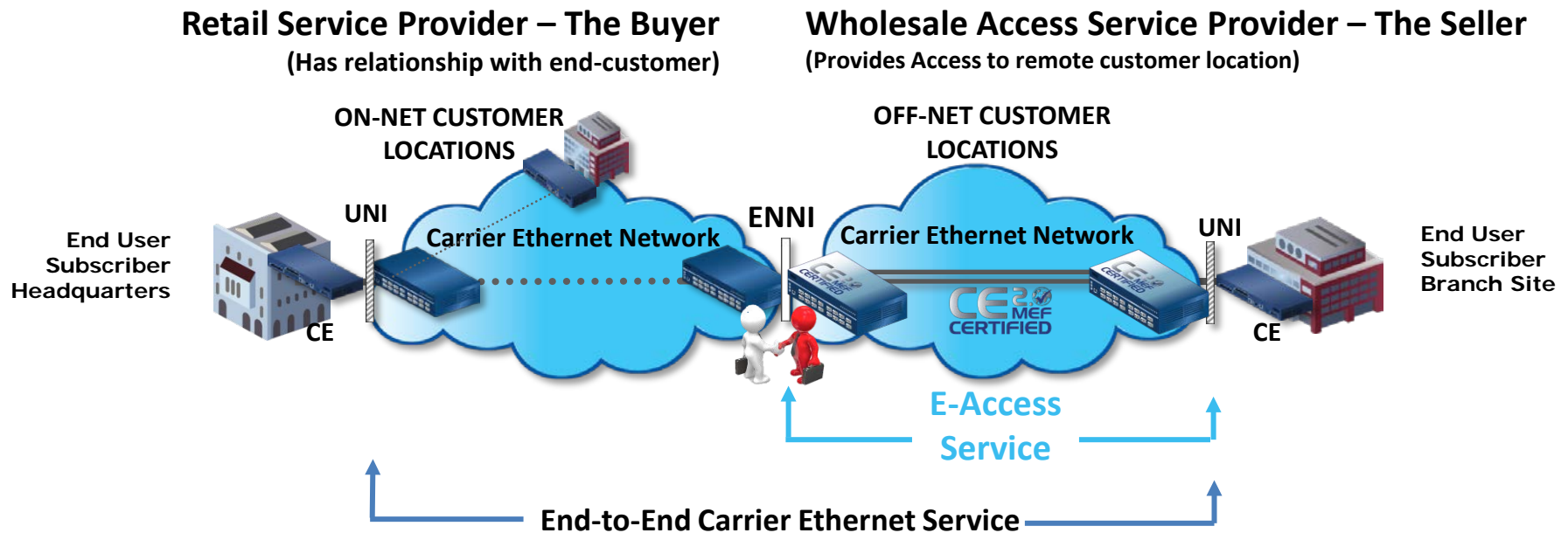
Benefits of provider collaboration in the Nordic region,
EMEA and Globally

Jan Marien , Product Marketing Manager

One Access

What is an MEF E-Access Service?

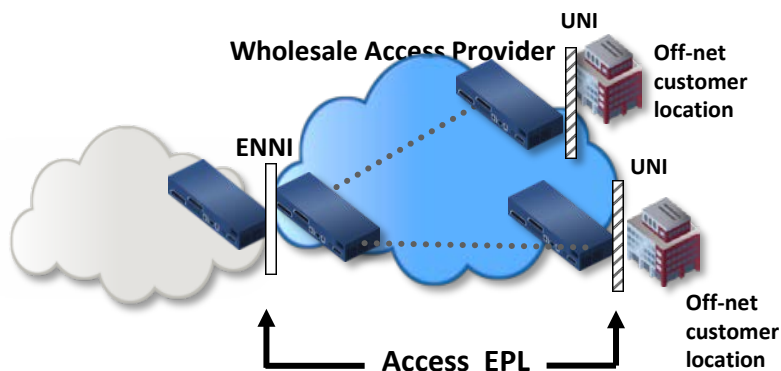
- Retail Service Provider buys E-Access services to reach off-net customer locations
- Wholesale Access Provider sells E-Access services to provide access to locations on its network
- ENNI is point of interconnection between Retail and Wholesale providers



E-Access Services

- New simple global standard for providers to interconnect quickly & deliver Carrier Ethernet services to any location on any network
- Replaces current long, costly non-standard, case-by-case engineering, discovery, negotiations, testing between parties

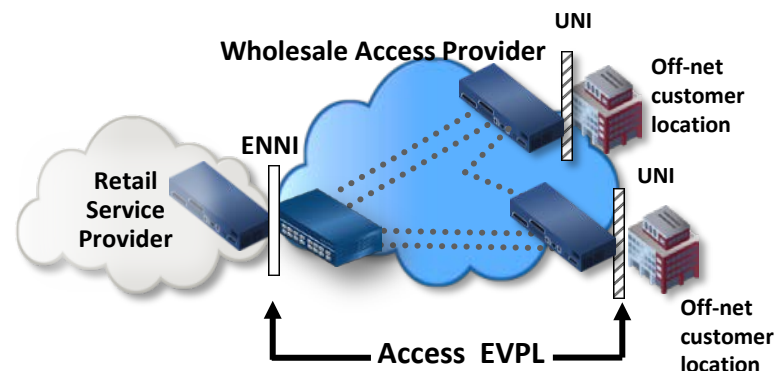
CE 2.0 Access EPL Service



Key Characteristics of Access EPL

- ENNI to UNI point-to-point connectivity
- Dedicated customer UNI

CE 2.0 Access EVPL Service

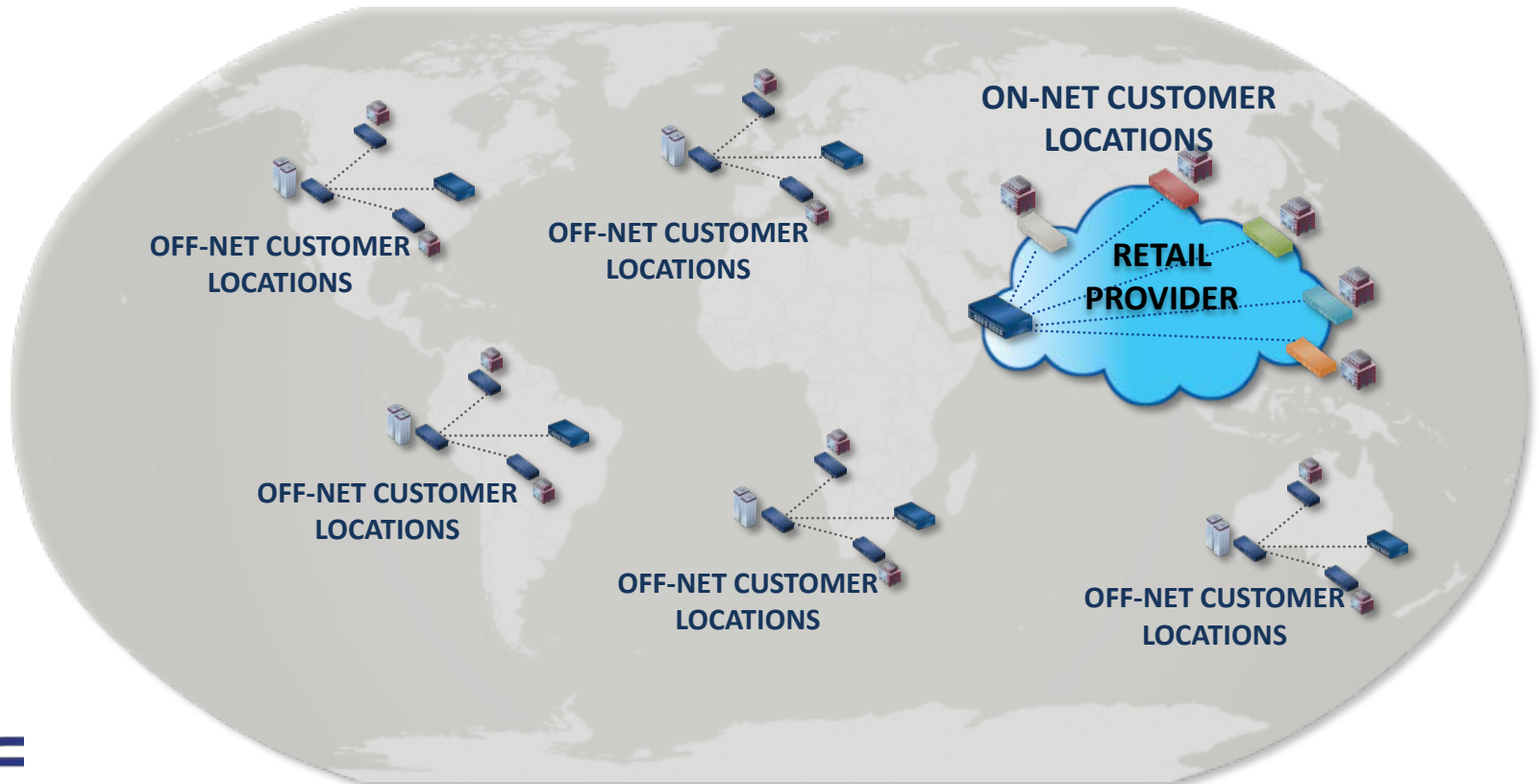


Key Characteristics of Access EVPL

- ENNI to UNI point-to-point connectivity
- Multiple virtual connections at customer UNI

Growing Demand for Off-Net Locations

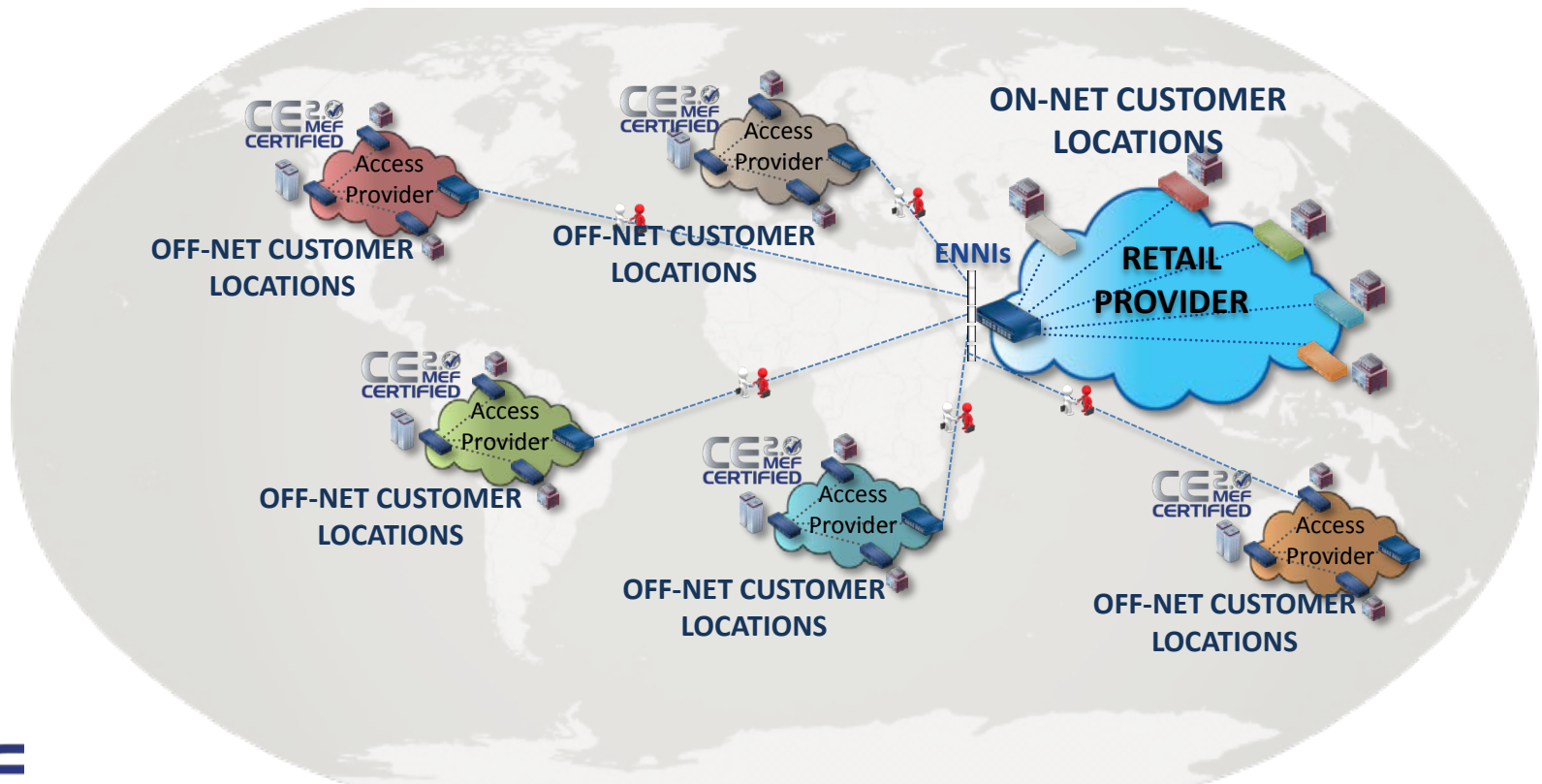
- **Retail Service Provider Objectives:**
 - Deliver Carrier Ethernet services to off-net customer locations
 - Expand service footprint with fast time to market



Reaching Off-Net Locations with CE 2.0 E-Access

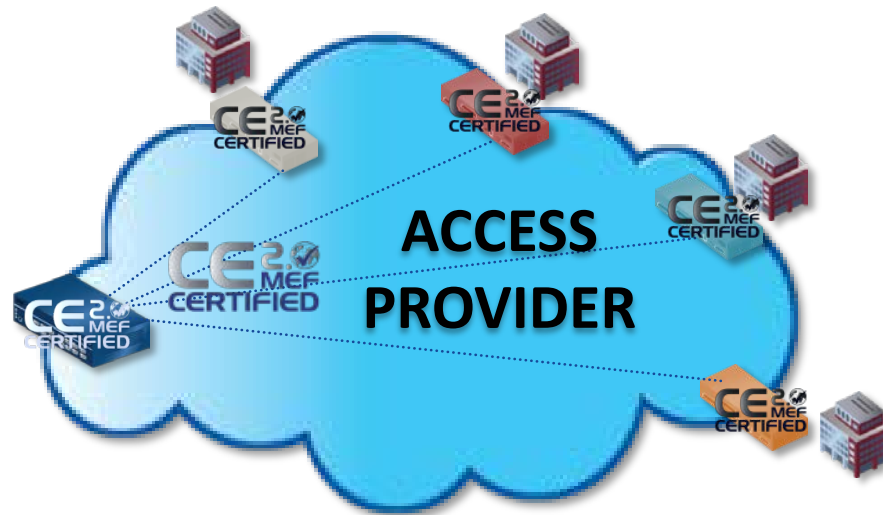
- **Retail Service Provider:**

- Locates CE 2.0 E-Access certified services
- Establishes CE 2.0 ENNIs and CE 2.0 SLS performance objectives
- Delivers end-to-end services to CE 2.0 off-net locations



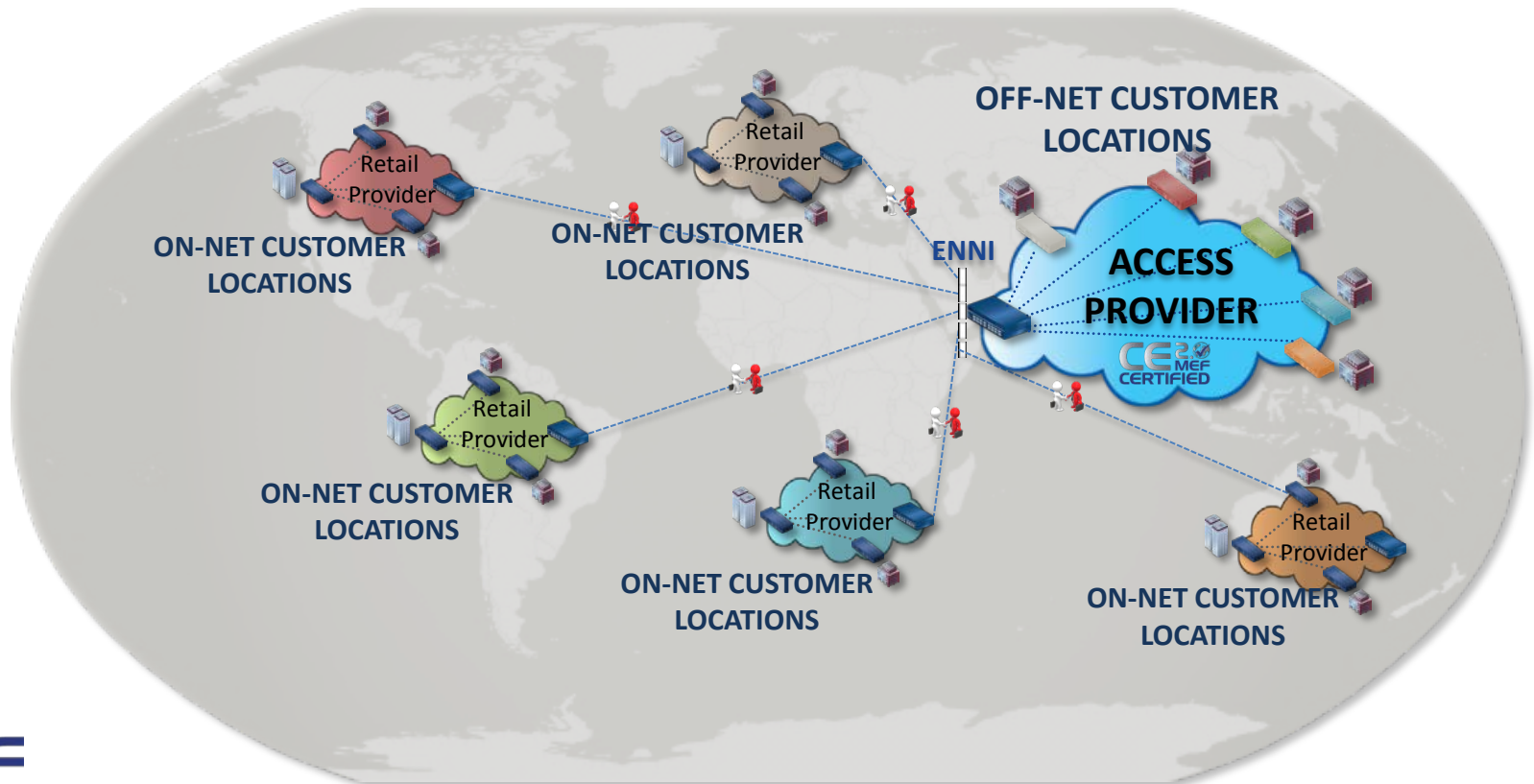
Implementing CE 2.0 E-Access Services

- **Wholesale Access Provider:**
 - Deploys CE 2.0 E-Access certified equipment
 - Implements and certifies CE 2.0 E-Access services



Delivering CE 2.0 E-Access Services

- **Wholesale Access Provider:**
 - Establishes CE 2.0 ENNIs and CE 2.0 Service Level Specifications with service providers
 - Delivers E-Access services to any service provider worldwide



New MEF Wholesale Survey (9/14)

99 MEF-CECPs employed by 44 service providers in 24 countries participated in the survey

- Top 3 wholesale Ethernet services market growth drivers in the past year were:
 1. Performance-price advantages of Ethernet
 2. Expanded Ethernet service coverage
 3. Customer migration from TDM leased lines / legacy services to Ethernet

Contact: Stan Hubbard, Director of Communications & Research, MEF, stan@metroethernetforum.org

Key Survey Findings - II

- Most important factors defining the future of the wholesale Ethernet services market :
 1. Continued growth in bandwidth demand
 2. Dynamic connectivity, bandwidth-on-demand, and/or performance-on-demand services
 3. Cloud services / cloud access.
- 78% of respondents said they currently offer or plan to offer MEF certified or compliant CE 2.0 E-Access services within the next 2 years.
- 88% of respondents said they currently offer or plan to offer MEF certified or compliant CE 2.0 connectivity services (E-Line, E-LAN, or E-Tree) within the next 2 years.

E-Access Summary

- Powerful drivers for E-Access:
 - Mobility everywhere
 - Cloud
 - Ethernet anywhere — on net and off net — for service providers customers
- MEF Wholesale Access Services address a large-scale, costly, and time-consuming challenge to the expansion of carrier Ethernet services
- E-Access makes it much easier for new providers to enter the market
- Majority of retail providers will mandate MEF CE 2.0 Certification in RFPs
- E-Access differentiators are growing
- Strong past, strong future for Ethernet services and E-Access