









ISCC 2000

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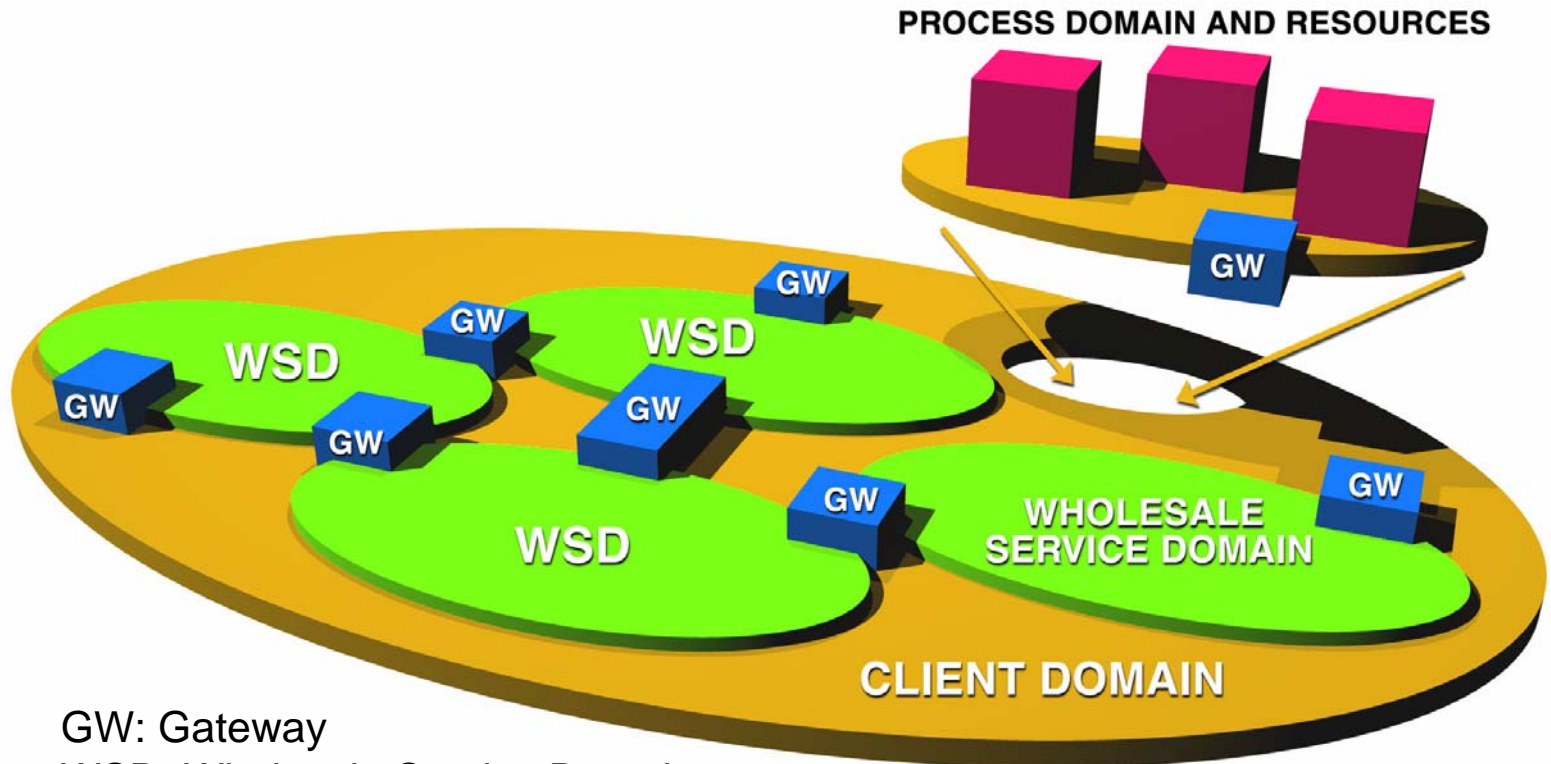
July 5, 2000

An Explosion of Opportunity And the Challenge of Change

-  *Creation of "Information Society" mandates universal broadband access*
-  *Regulatory forces are breaking down barriers to make broadband networks universally available in a competitive environment*
-  *Exploding bandwidth is driven by fiber optic core deployment*
-  Customers are demanding higher quality and customized Services
-  Network technology will not converge, it will diverge
-  No "Worldwide Network" is owned by a single administration and obeys a single technology discipline
-  Emerging service providers need to differentiate their service offering with profitable value-added services
-  Network services have to be provided to the customer in a uniform way no matter how diverse the infrastructure



New Trendium Service Model

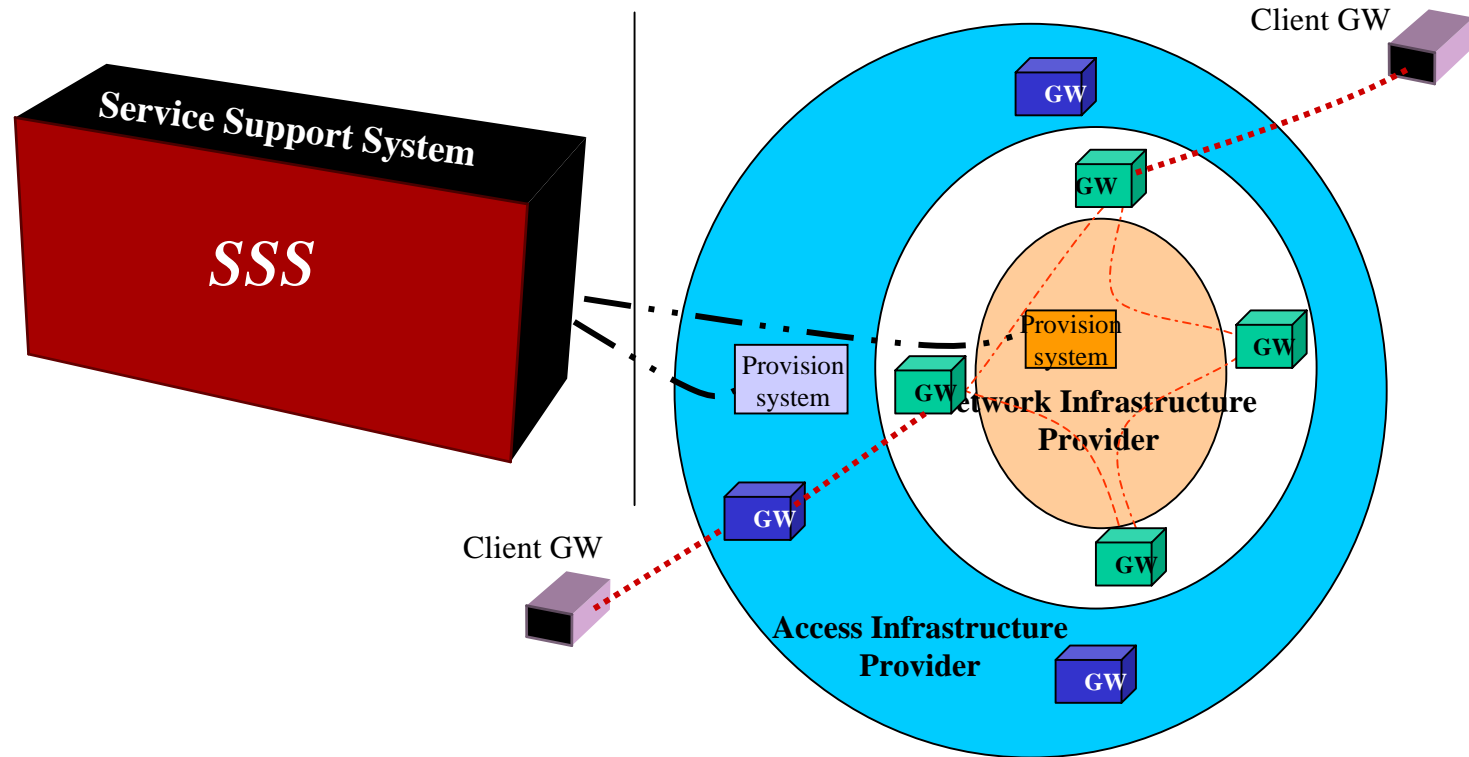


GW: Gateway

WSD: Wholesale Service Domain

- Extends over a wide-range of services and network technology
- Remove the constraints of Network behavior from the service definition

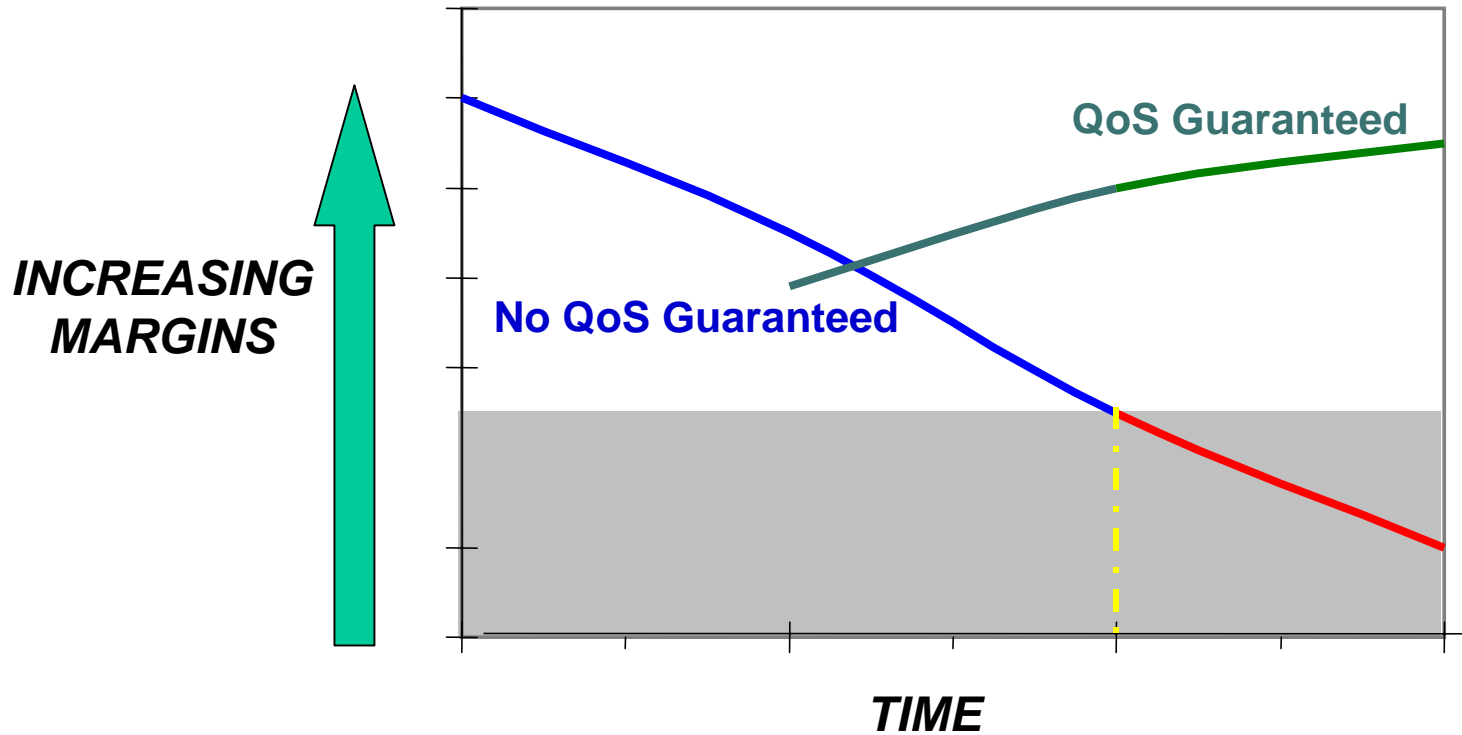
Creation and Management of Services



SSS:

- Implements a flexible concept of service creation based on a logical model of a "service" that is "network independent"
- Breaks the connection between service and network infrastructure
- Enables the creation of revenue generating services

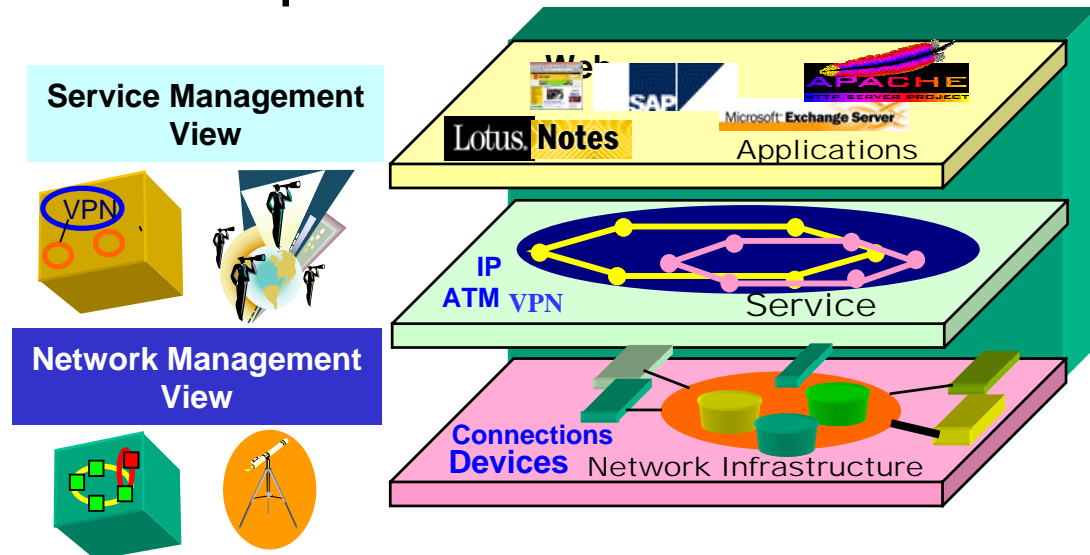
Market Evolution



- 🌐 Competitive pressures drive lower service prices
- 🌐 Enhanced value-added services enable new offering and **higher margins**




Service Quality Management (SQM) Value Proposition to Service Providers

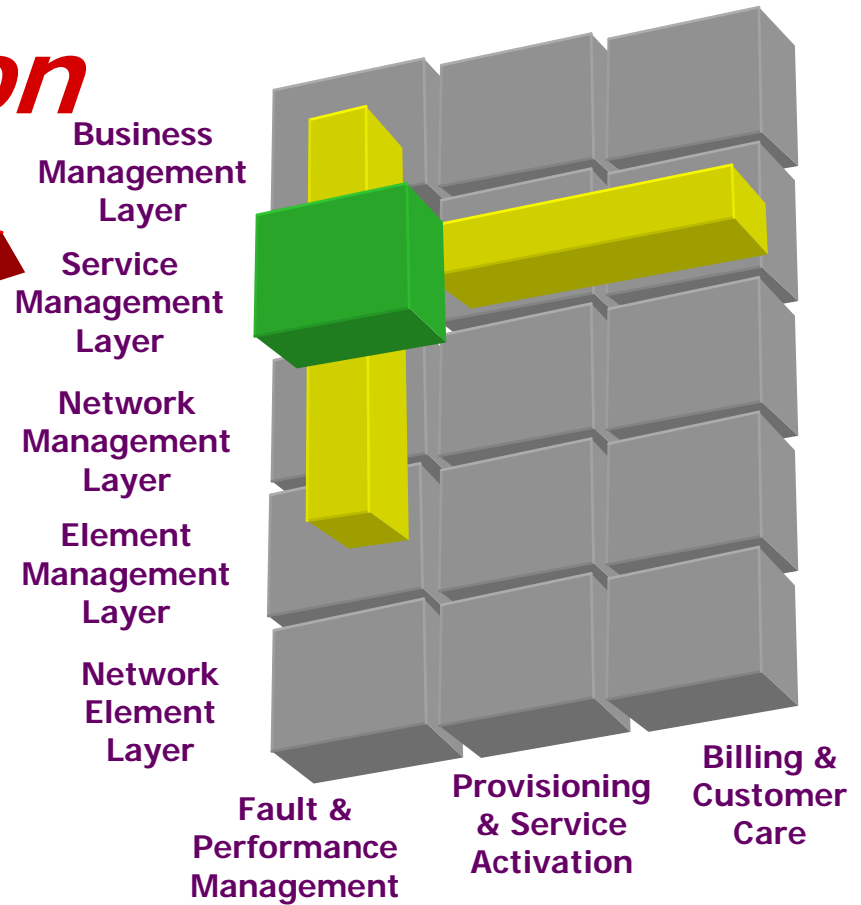
- Enable new Services creating business opportunities for new application services and Tele-computing
- Optimize the use of Network resources
- Differentiation from competition



Flow Through Automation OSS Integration

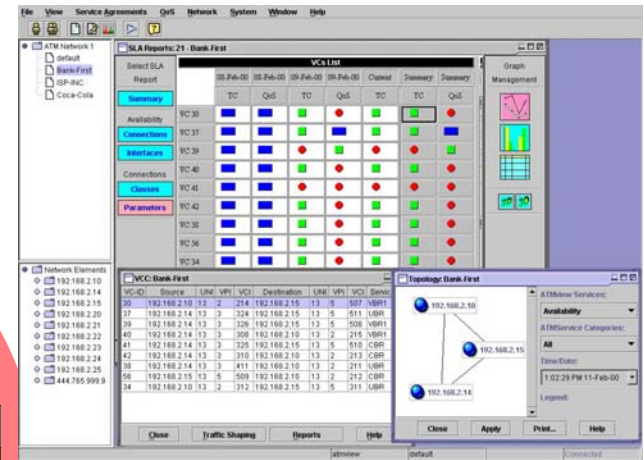
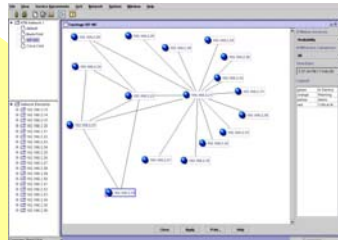


-  Enable Service Management Layer
-  Integration with OSS via API / XML
-  Enable Communication of Performance Analysis and Reporting of SLAs



Browser-Based Client

- Browser Based GUI Client - for operations, product marketing, sales and customers
 - Java and Web-Enabled
 - Multiple Security Access Privileges
 - Customizable
 - Distributable



VCs List	05-Feb-00	05-Feb-00	05-Feb-00	05-Feb-00	05-Feb-00	05-Feb-00
	TC	QoS	TC	QoS	TC	QoS
Availability						
VC 30	■	■	■	■	■	■
VC 37	■	■	■	■	■	■
VC 39	■	■	■	■	■	■
VC 40	■	■	■	■	■	■
VC 41	■	■	■	■	■	■
VC 42	■	■	■	■	■	■
VC 38	■	■	■	■	■	■
VC 36	■	■	■	■	■	■
VC 34	■	■	■	■	■	■

VCID	Source	Link	VPI	VCI	Destination	Link	VPI	VCI	Service
20	192.168.2.10	13	2	214	192.168.2.15	13	5	507	VBRI
37	192.168.2.14	13	3	324	192.168.2.15	13	5	511	VBRI
39	192.168.2.14	13	3	326	192.168.2.15	13	5	508	VBRI
40	192.168.2.14	13	3	308	192.168.2.10	13	2	215	VBRI
41	192.168.2.14	13	3	325	192.168.2.15	13	5	510	VBRI
43	192.168.2.14	13	3	210	192.168.2.10	13	2	213	CBRI
38	192.168.2.14	13	3	411	192.168.2.10	13	2	211	VBRI
36	192.168.2.15	13	5	509	192.168.2.10	13	2	212	CBRI
34	192.168.2.10	13	2	112	192.168.2.15	13	5	211	VBRI



Thank You