Network Mountaineers

Company Mission

- **Enable Service Providers to lower their TCO by 40% to 60%, simplify, eliminate 3 to 7 overlays, increase revenue and profit, and seamless operations and migration with current networks.**
- **Provide Service Providers way to construct end-to-end native Transport Ethernet Networks with superior solution and same functionality as OTN/SONET/MPLS network on Ethernet network.**

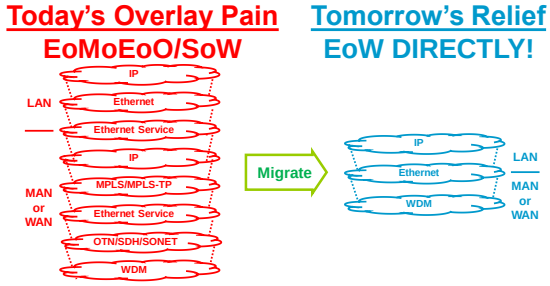
Fast Growing, Big Market, Great Opportunity

Worldwide Ethernet equipment and services businesses are expected to continue to grow at double digit rate. Great opportunity exists to participate in this growth.

Today's Challenge

Ethernet Services are costly, complex, and inefficient to implement. Ethernet Services are transported over several expensive and complicated network technologies which introduce several overlay layers of encapsulation and overhead inefficiencies.

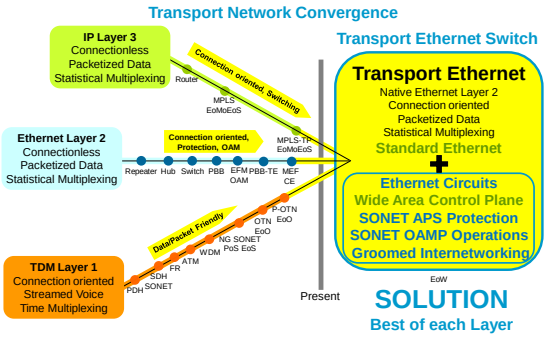
Service Providers are forced to overlay because no one network layer supports all the features they need. Service Providers use OTN/SDH/SONET for its reliability, circuit control, and fault management. MPLS for its scalability, and because it is protocol agnostic on both sides of the layer, with convergence to IP and Ethernet this advantage will be eliminated.



95% of all traffic is Ethernet based. **Service Providers want to migrate to native Ethernet transport network to lower costs and simplify their network but cannot do so because Ethernet is not reliable, scalable, and flexible.**

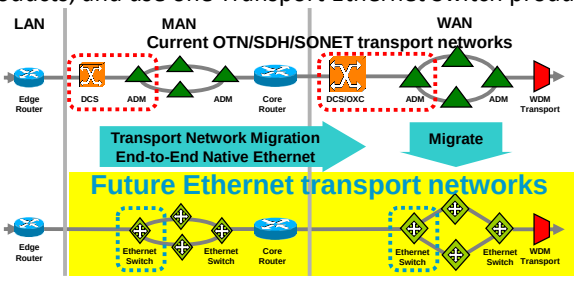
Tomorrow's Solution

Transport Ethernet enhances standard Ethernet to eliminate overlays, simplify network, and lower costs. Transport Ethernet solution lowers TCO by 60%-40% of MPLS, VPLS, and MPLS-TP solutions [Network Strategy Partners business case studies].



Value of 40%-60% over current solutions

Transport Ethernet Switch innovation takes the **best of each overlay network layers** and converges them into standard Ethernet (previous figure). These **simple innovations** eliminate the need to maintain several network layers of costly, complex, and inefficient overlays and technologies. Migrating to **end-to-end native Ethernet network** removes the need for MPLS LSRs, OTN/SDH/SONET XCs, and ADMs products, and use one Transport Ethernet Switch product.



Transport Ethernet innovations provide flexible multilink Ethernet circuits, scalable wide area control plane learning using centralized SDN or distributed Signaling and Routing, scalable event based SONET level APS Protection and style OAMP Operations for improved reliability and fault management, reuse of OTN/SDH/SONET technology, groomed OTN/SDH/SONET internetworking, VLAN registrations, and Multicast pruning, to provide a superior solution compared to existing standard Ethernet, CE/MEF, PBB(-TE), MPLS(-TP), OTN/P-OTN, and SDH/SONET technologies.

Transport Ethernet creates Service Provider value by

- **Lower TCO**
- **Simplify network and operations without overlay networks**
- **Build robust, flexible, scalable end-to-end native Ethernet networks**
- **Seamless operations and migrations with OTN/SONET networks**
- **One technology platform allows to economize on operational staff and training**
- **Preserve operational staff investment by reusing SONET concepts and terms**
- **Use of lower cost, larger pool of Ethernet operational staff**

Rumi S Gonda

Developer of native **Transport Ethernet** Technology. More than twenty years' experience in networking industry, including successful startups **Sycamore** and **Cascade**. **Worked on Ethernet, ATM, and SONET switches. Nine patents granted in Ethernet technology**.

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Powering Transport Networks