

# **Interconnecting MPLS Carriers**

## **A case study by Equant**

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October 19, MPLS 2004, Washington  
DC



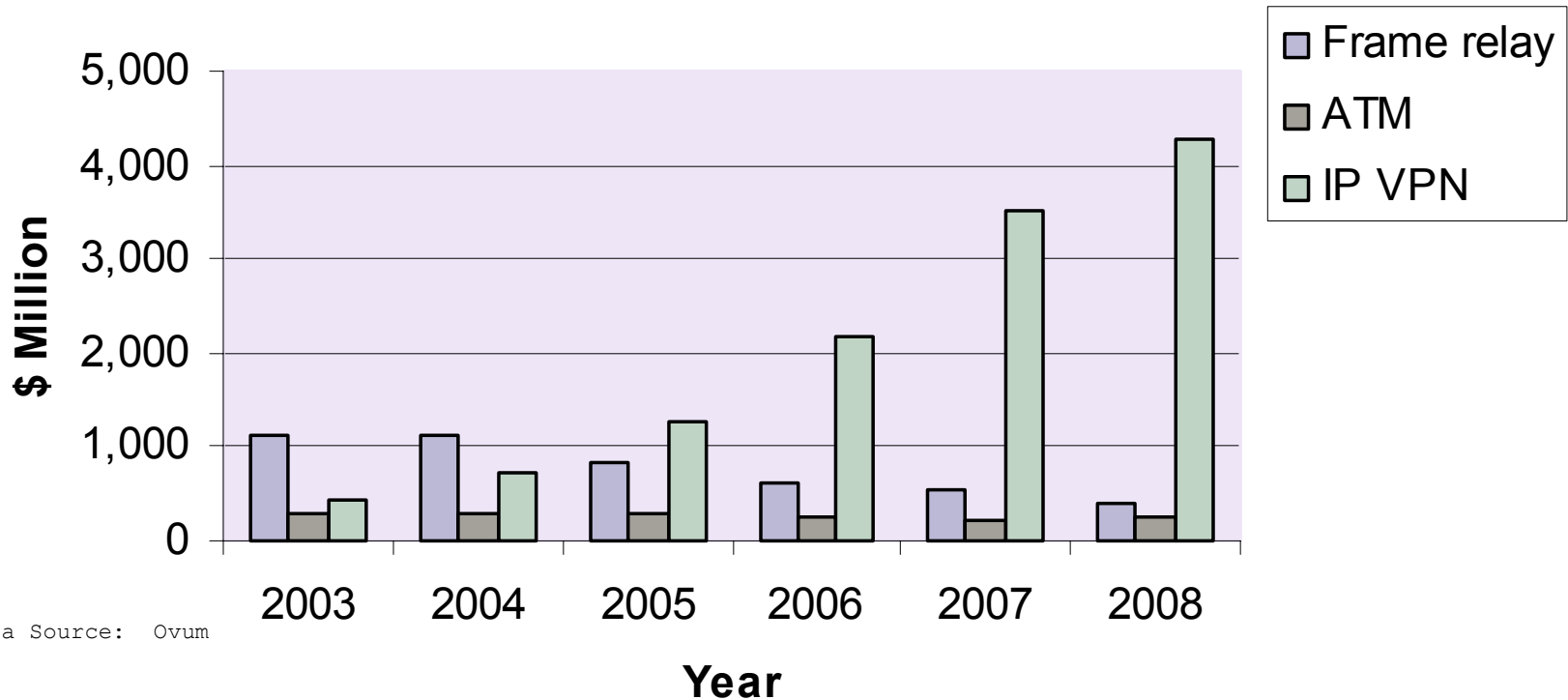
# Agenda

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- Market Snapshot
- Equant IP VPN
- Partnership Challenges
- Case Study

# Market snapshot

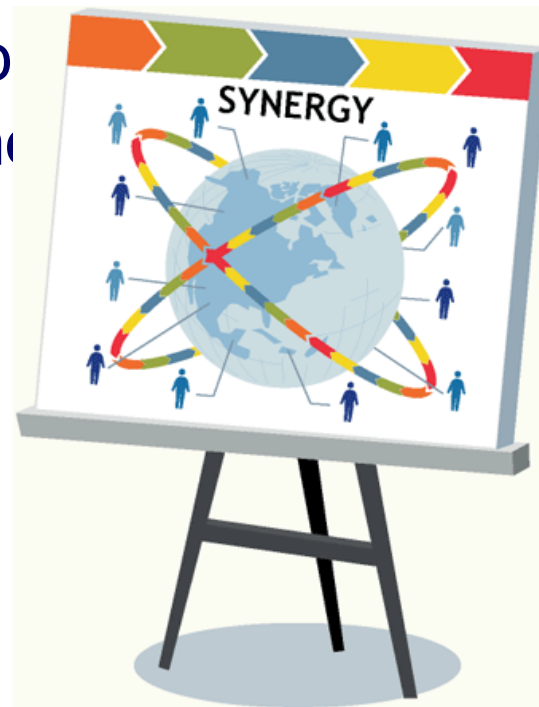
## World Wholesale Data Services Revenue



Data Source: Ovum

# Equant IP VPN

- Equant IP VPN (MPLS)
  - 1st MPLS VPN Global Service Launched 1999
  - 1300+ International Custos
  - 30,000 International Connections (France excluded)
  - Available in 142 Countries



# Equant IP VPN

- Leading the market for retail customers
  - Received several industry awards (WCA, Frost & Sullivan, etc.)
  - Driving convergence of Voice, Video and Data (IPT)
- Now offered to key Equant Partners
  - Addressing partners' business environment and needs



# Equant IP VPN for Partners

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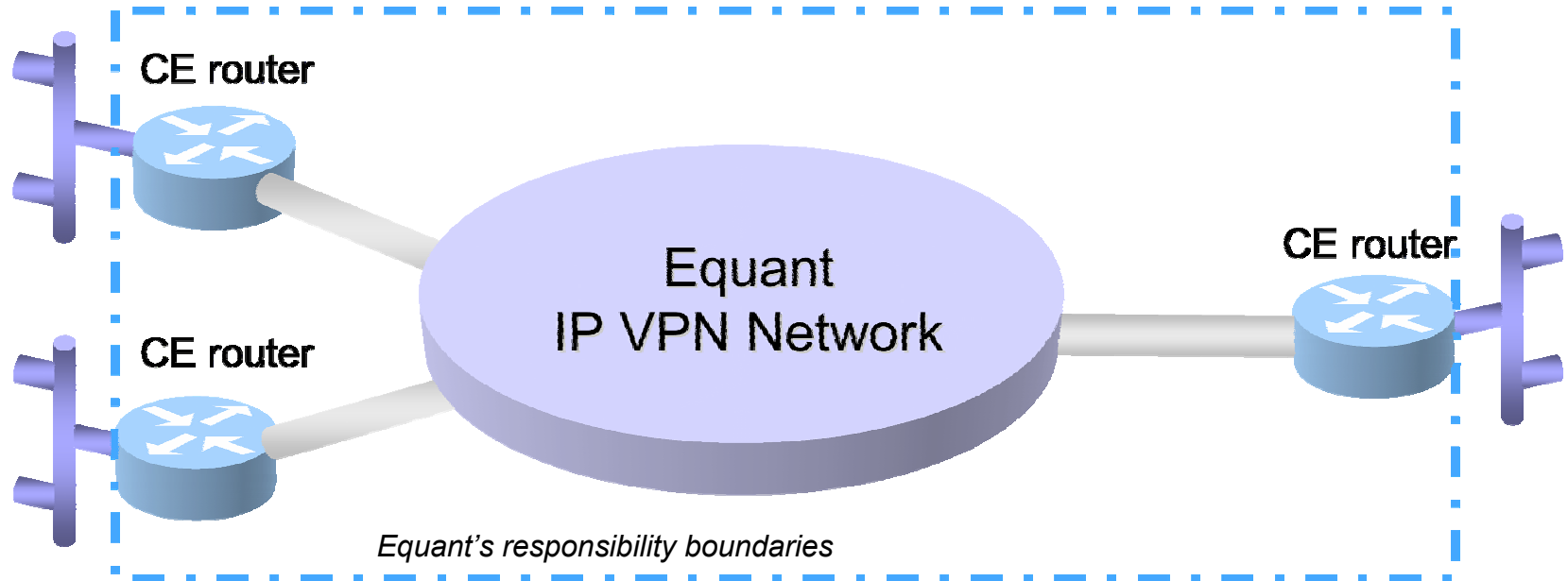
- Carrier-class MPLS based network service offering
  - Customer Connect
    - Pure resale
  - Network Connect FR/ATM Gateway
    - Via Frame/ATM NNI/UNI
  - Network Connect IP Gateway
    - Via an IP Interconnect

# Customer Connect - overview

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- Scope
  - Pure Resale of Equant IP VPN
- Target Markets
  - Tier 1 Integrators
  - Network Consulting & Outsourcers
  - Regional Integrators & Outsourcers

# Customer connect: Responsibility Boundaries



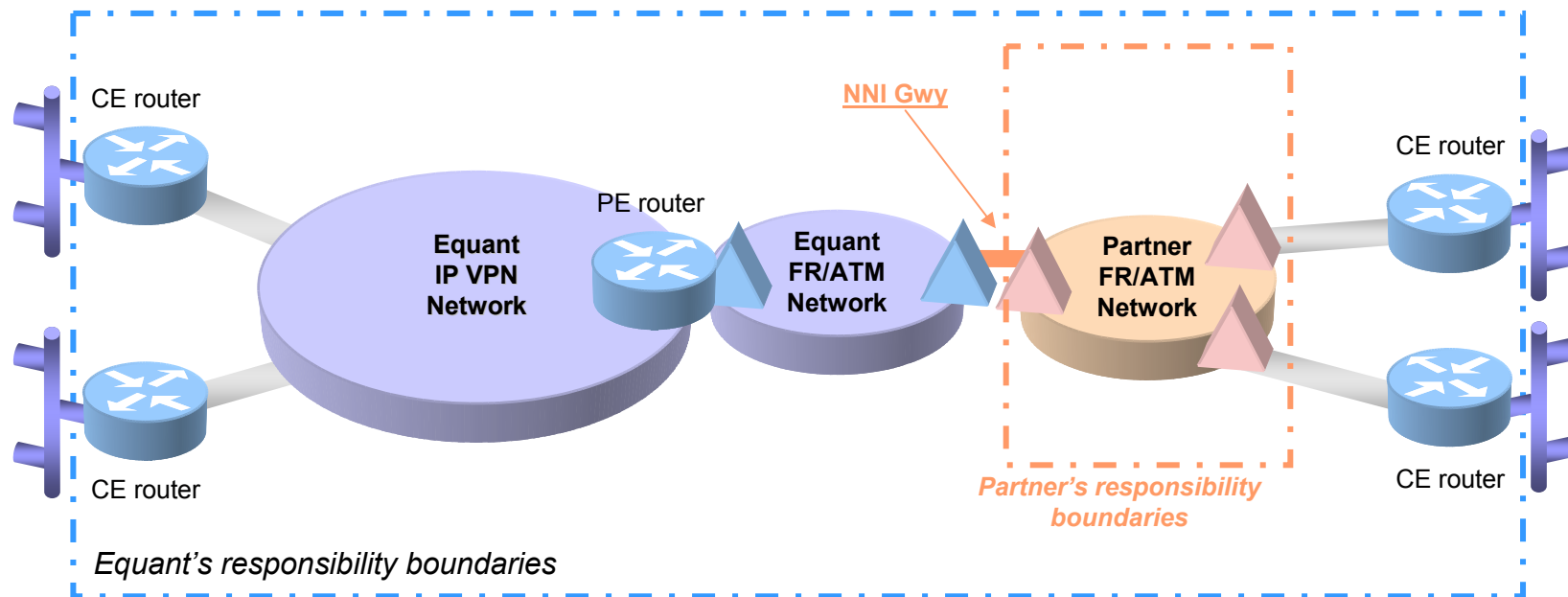


# Network Connect - FR/ATM Gateway

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- Scope
  - Leveraging partners' FR or ATM network to deliver inter-provider VPN connectivity
- Target Market
  - Service Providers without native IP VPN service, but with Layer 2 network (with or without an existing NNI with Equant)

# Network Connect (FR/ATM): Responsibility Boundaries



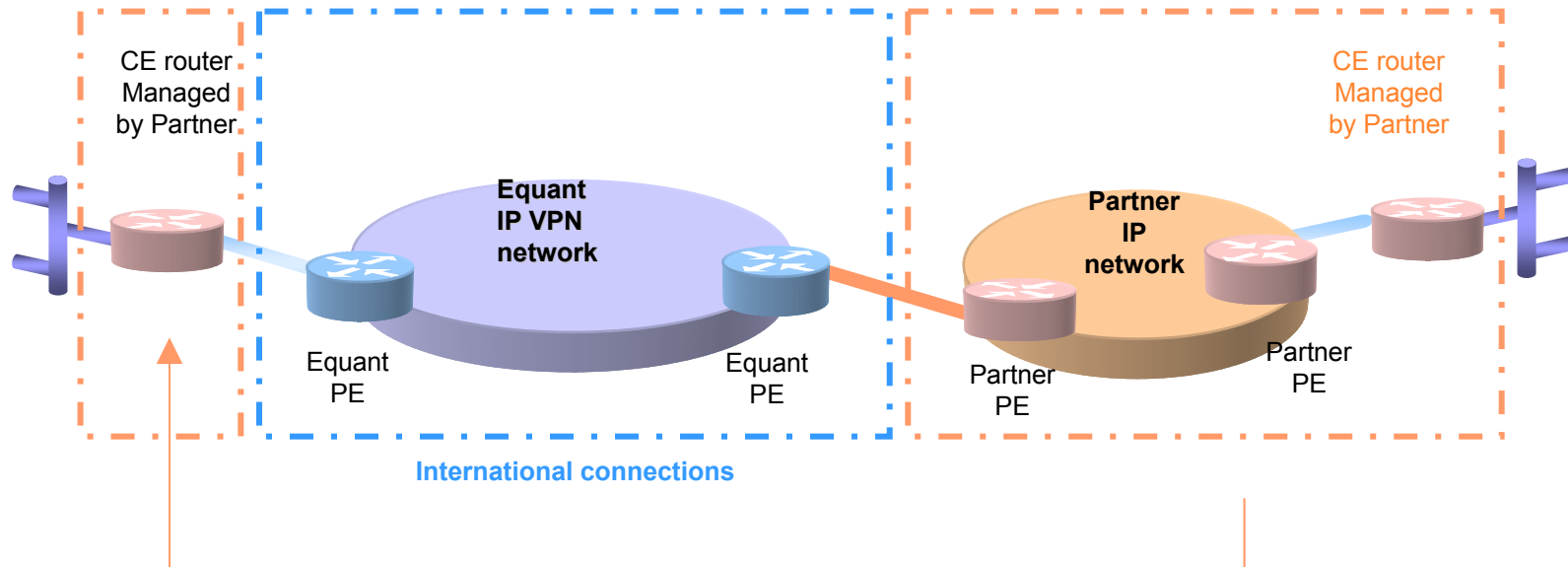
# Network Connect - IP Gateway

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- Scope
  - Leveraging partners' IP network to deliver inter-provider VPN connectivity at MPLS level
- Target Market
  - Domestic/Regional Service Providers who wish to enter the international market

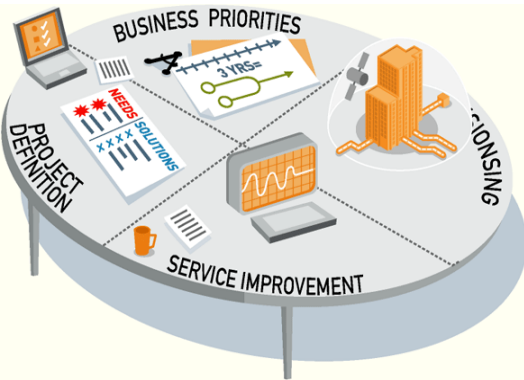
# Network Connect (IP): Responsibility Boundaries

## ➔ In-country connections



# Partnership Challenges

- Key points to address for IP VPN partnerships
  - Service Definition alignment
  - Classes of Service implementation between providers
  - Seamless gateway management
  - Set-up of Sales to Cash and Fault Management processes
  - Roles and responsibilities, contact names and communication media
  - Set-out distributions rights and obligations
  - Partners' trainings and certifications (including Sales)



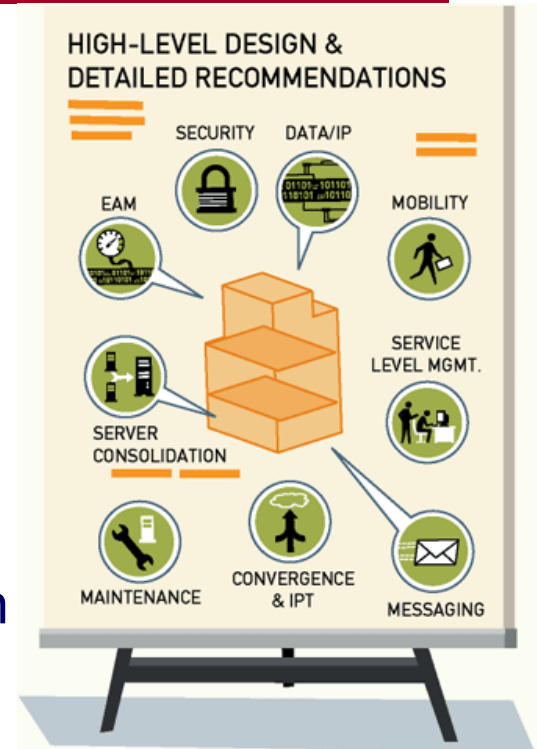
# Equant Case Study – Working Together

SPARKLE: Telecom Italia



# Equant Case Study – Working Together

- Telecom Italia Sparkle, a wholly owned subsidiary of Telecom Italia SpA
- Telecom Italia Sparkle is an international service provider, offering a complete range of wholesale and retail solutions spanning voice services, IP, bandwidth and managed data services for fixed-line and mobile operators, ISPs and, in synergy with Telecom Italia, for Italian multinational corporations



# Equant Case Study – Working Together

- 1000 employees work for TI Sparkle, out of Telecom Italia's 101,000
- Headquartered in Rome
- Operating primarily in Italy, Europe, Mediterranean Basin and Latin America





# Equant Case Study – Partner Objectives

- A partner for complementing and extending the proprietary coverage of the TIS IP VPN solution
  - Homogenous configuration of th
  - Class of Service
  - Management of CPE
- A partner to jointly manage speci  
top customer opportunities
- A partnership with complementar  
strengths able to create win-win  
market approach



# Equant Case Study – The Solution

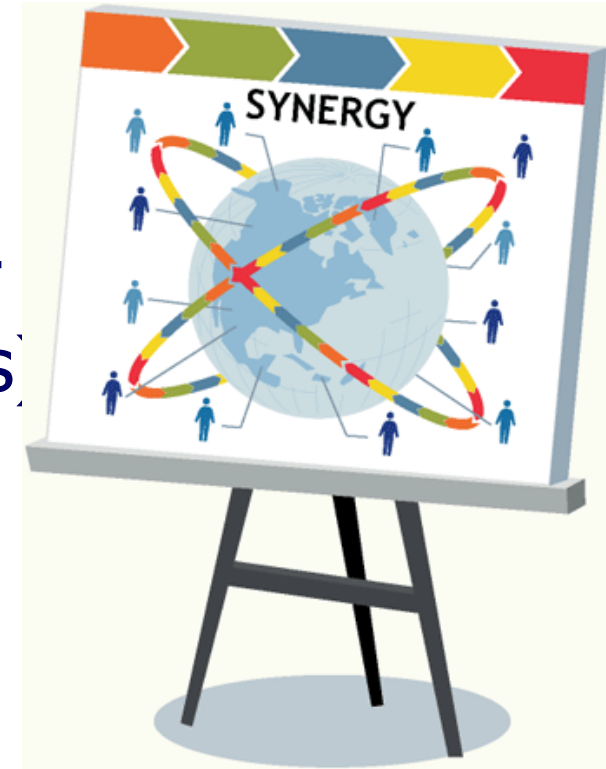
- MPLS network-to-MPLS network interconnectivity via an IP gateway
  - Partner Managed Routers
  - Classes of Service mapping (2+1 : 3+2)
  - Standard Equant access speeds and access methods
  - Service Level Agreements (SLAs) and Performance reporting
  - Availability in 141 countries with over 1000 PoPs
- Professional Services and Integrated Services
  - Pre-sales
  - Consulting
  - Field and Deployment services



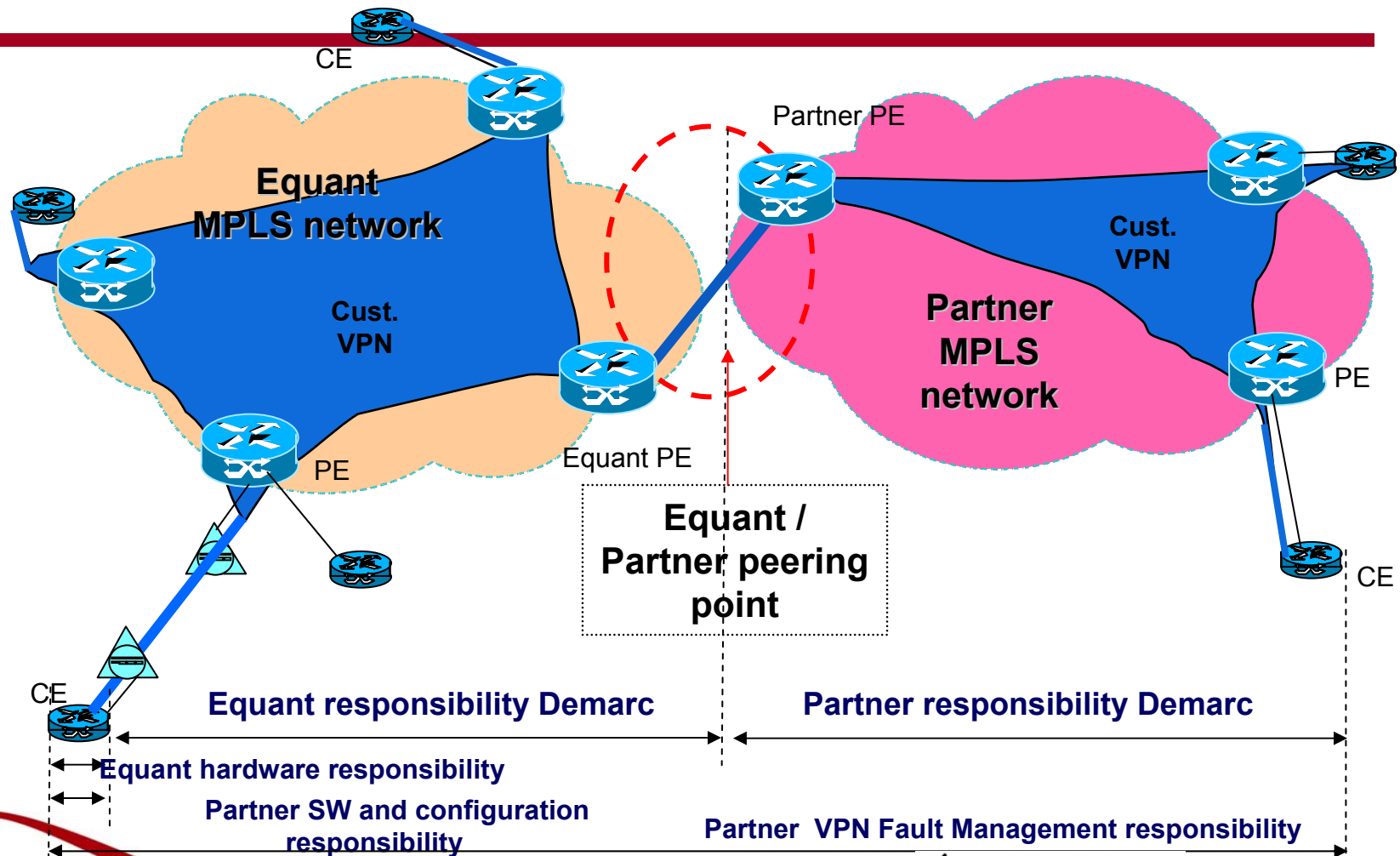
# Equant Case Study – The Solution

## ■ Competitors

- Existing Frame Relay Partners under financial pressure
- International IP Service Provider (competitive solution to Equant's)



# Equant Case Study – The Result





**Creating answers together.**