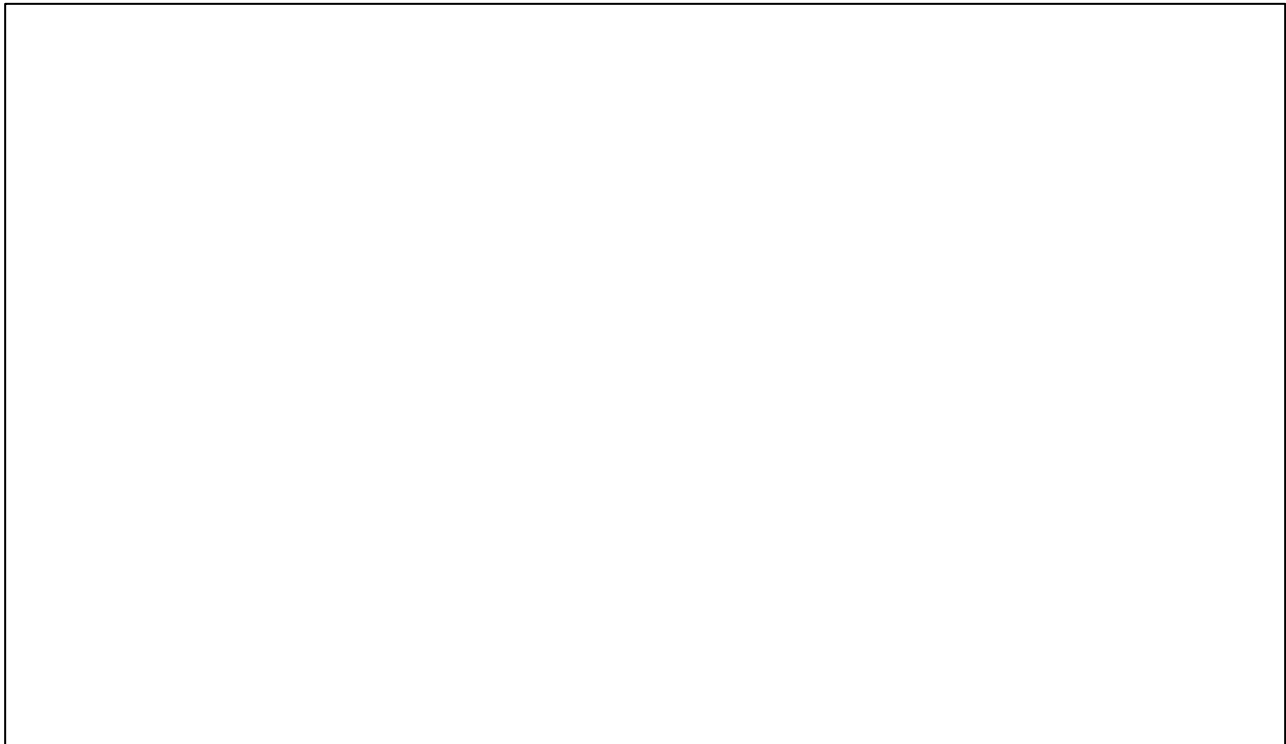


# Broadband Access Technology and Network Architecture

**Edward M. Traub**  
**Director of Marketing**  
**Advanced Switching Communications**

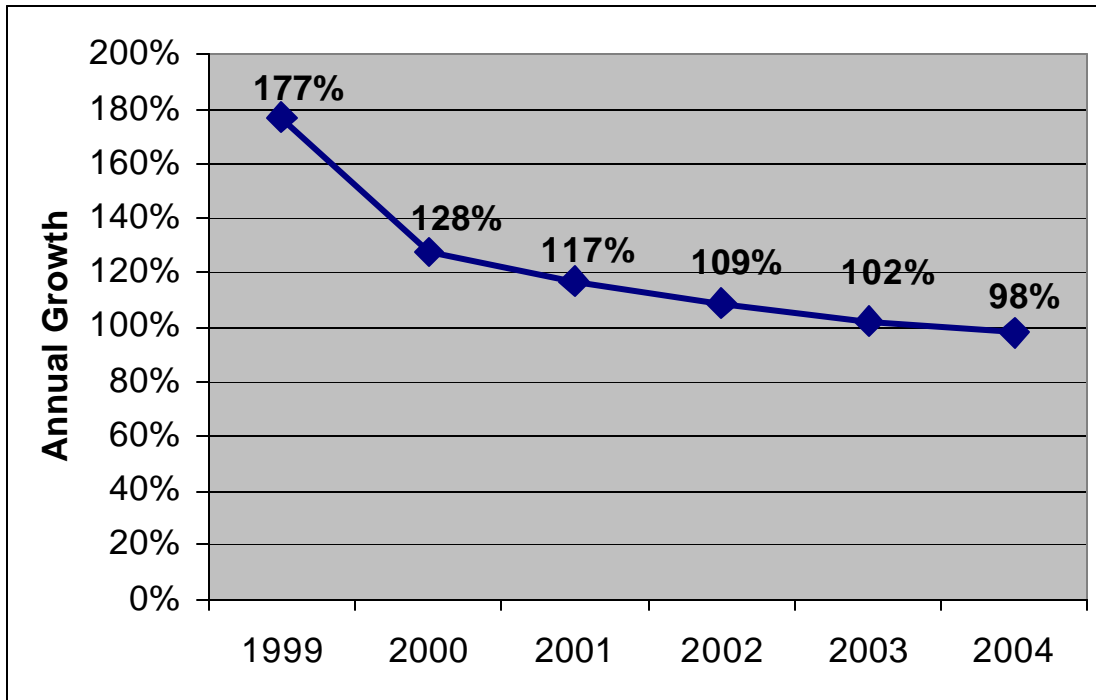




# ***The state of the industry***

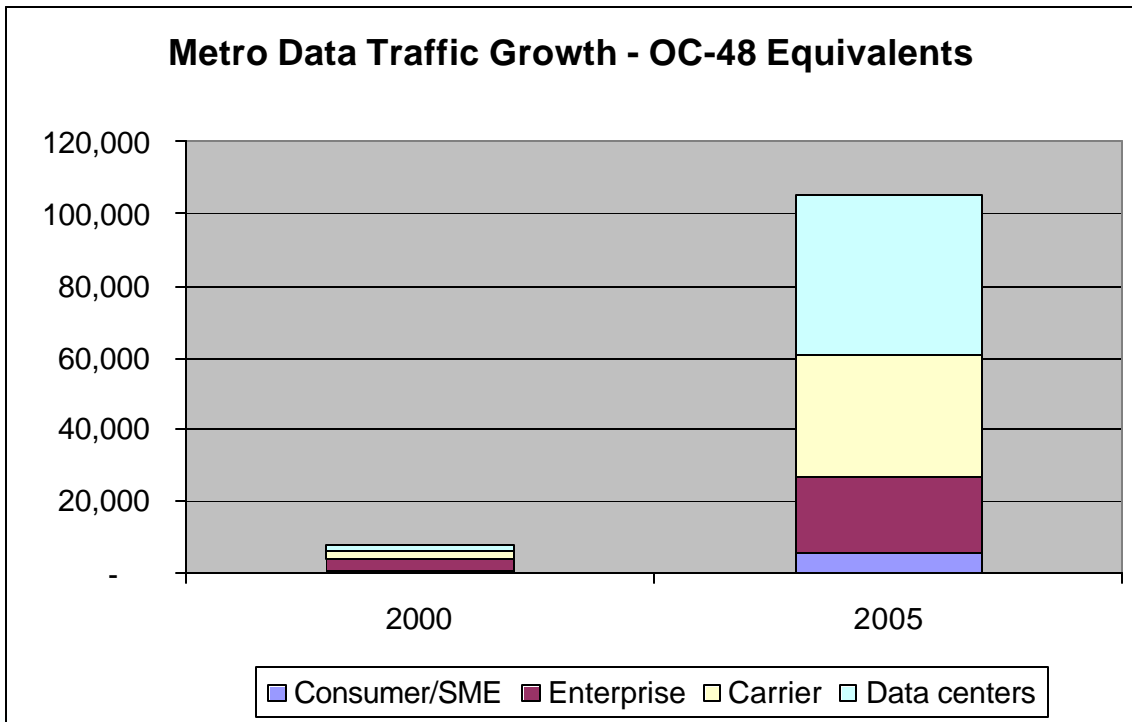


# Continued Growth in Internet Traffic



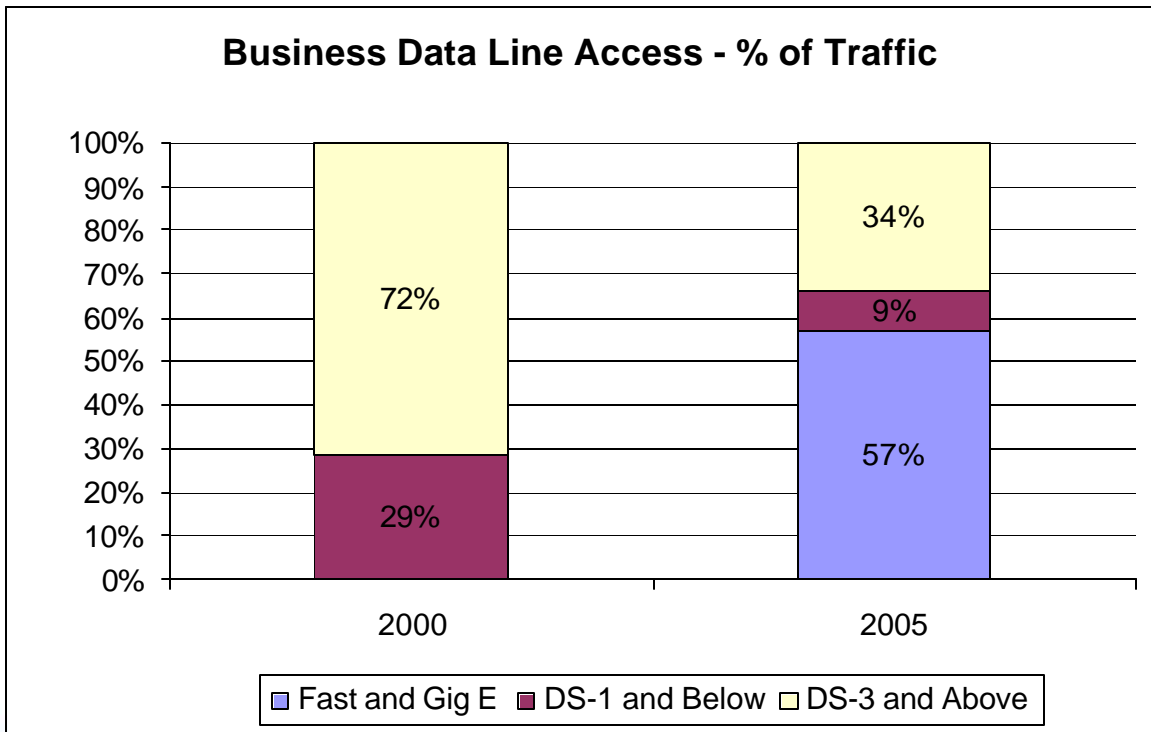
Source: RHK

# Metro Bandwidth Demand



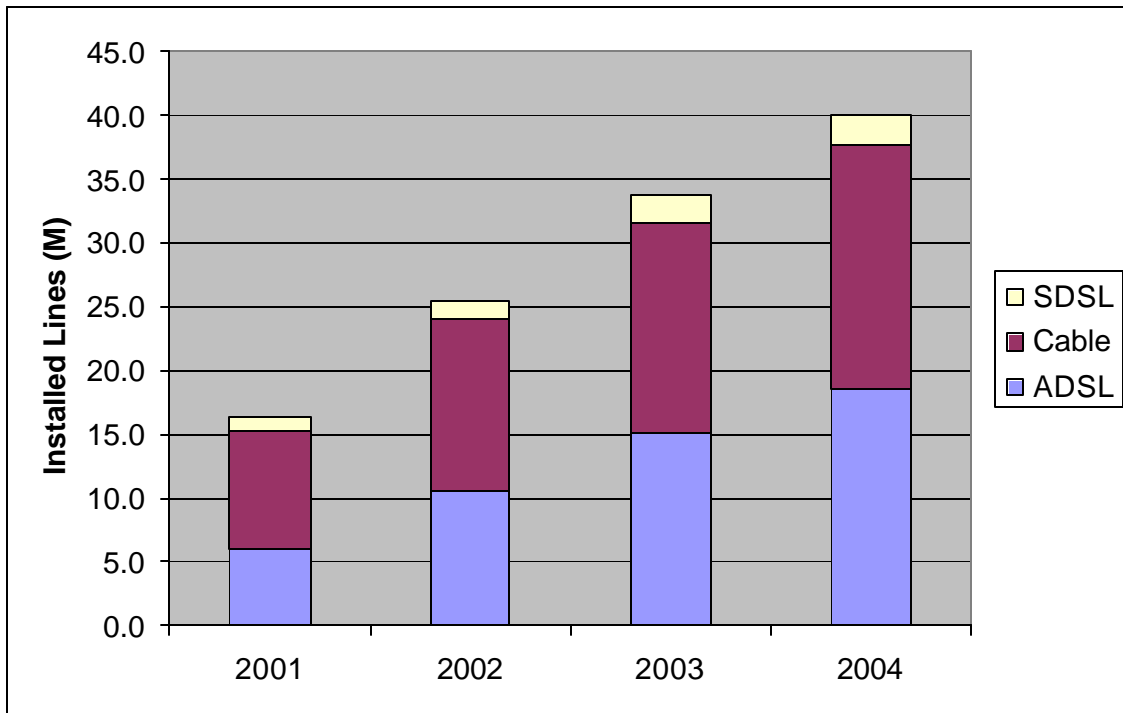
Source: Lehman Brothers & McKinsey

# Gigabit Ethernet Services



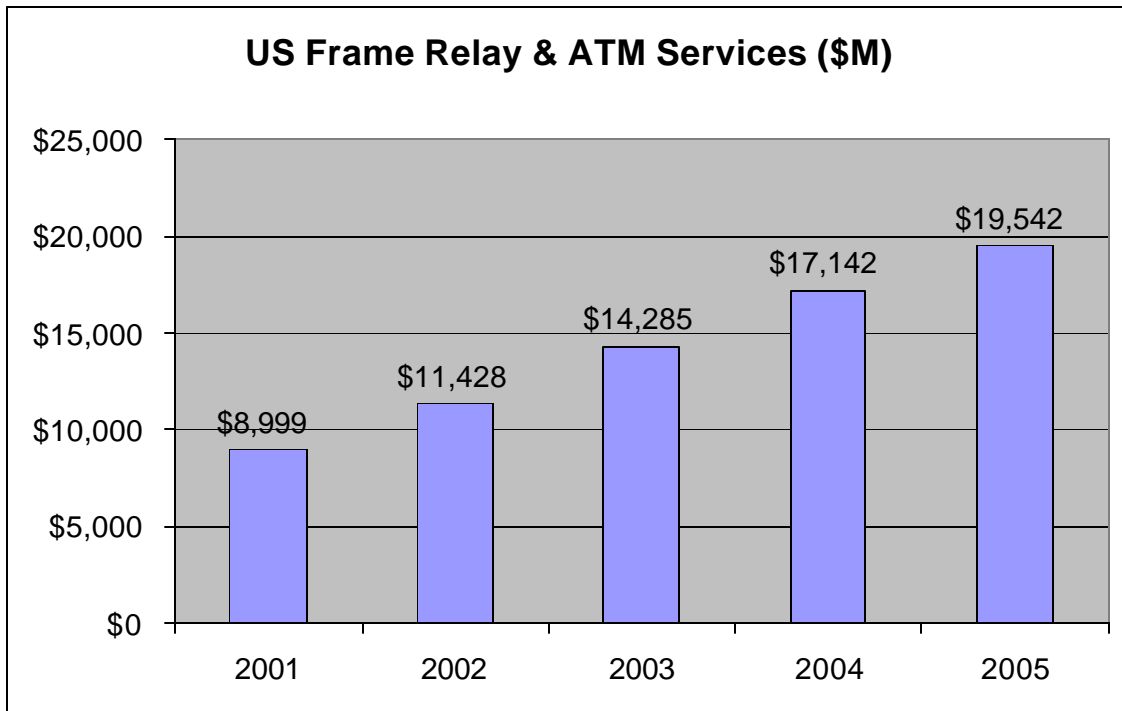
Source: Lehman Brothers & McKinsey

# DSL and Cable Broadband Access



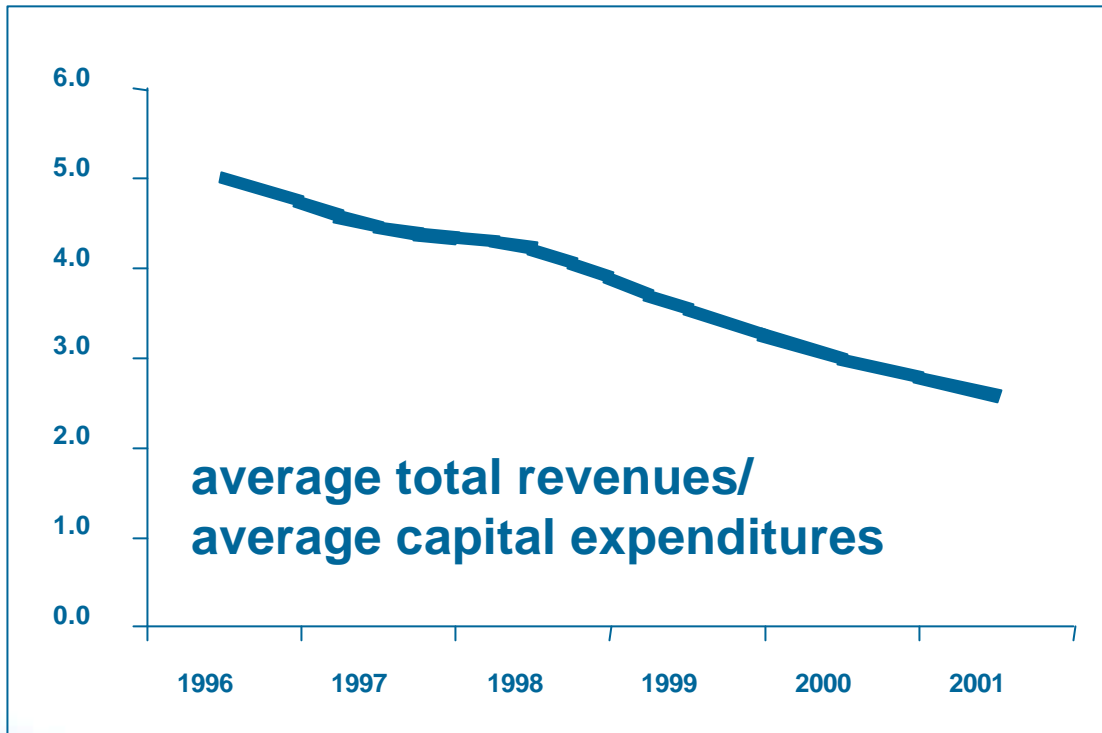
Source: RHK

# Frame Relay and ATM Services



Source: Yankee Group

## However, Declining Revenue per Capital Expenditure

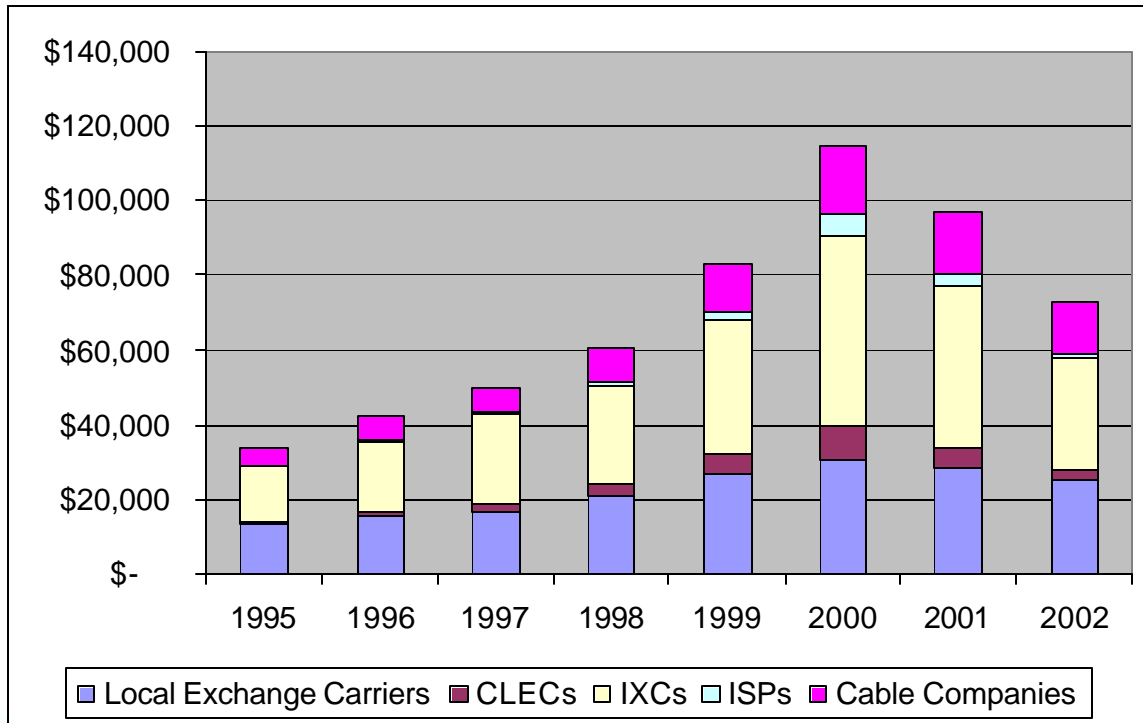


**average total revenues/  
average capital expenditures**



Source: RHK

# Capital Spending



Source: Credit Suisse/First Boston

## So what do we do?

- Larry Kraft, VP of Marketing, Advanced Switching Communications
  - Broadband deployment issues
- Stuart Elby, Executive Director, Next Generation Network Architecture, Verizon Labs
  - Integrating Gigabit Ethernet in Existing Networks
- Ahmar Abbas, Director, Product Marketing ONI Systems
  - The challenges of deploying DWDM in metropolitan networks
- Chris Rice, Senior Vice President, Network Planning and Engineering
  - VoDSL implementation issues
- Mark Abrams, Senior Manager, Product Line Management, Advanced Fibre Communications
  - Extending DSL reach to create broadband service areas
- Robin Hearn, Regional Director, Ovum
  - The future of 3G

