

Long Reach Requirements for Service Providers



Frank Miller

History of Oregon Trail Internet

- Formed in 1996
- Internet Service Provider rural PNW
- 56Kbs dial-in
- DSL services
- 21 POPs
- 14 DSLAMs
- 100 communities.

ISP DSLAM Provisioning Issues

- Functional business model
- ILEC Regulatory issues
- Utilization of unloaded pairs
- Copper quality in the field
- Availability of Technological solutions
- Scalable
- Economically viable

Unfeasible DSL Solutions

Covad, NorthPoint, New Edge –ISP resell model that does not work.

Qwest –Qwest has received a multi-million dollar grant from the state of Oregon in order to afford deployment.

Where is the capital for complex infrastructure?

The Importance of Long Reach

Long reach DSL technologies that can utilize existing copper plants with minimal engineering and provide a scalable broadband future will have the highest margin, and therefore provide the best business model for market acceptance.

4,500 Ft

The proposed solution of a reach of 4,500 Ft does not fit the target market without extensive reengineering of the copper infrastructure.

We need the long loop coverage.

OTI DSL Customer Statistics

- Only 8% of the user base within 5,000 ft.
- Fails to provision 92% of our broadband market
- Requires extensive plant engineering
- Proposed standards do not fit our requirements

Conclusion

Service Providers need a solution that is inexpensive to provision and fits the market and engineering requirements found in the field, especially in long reach requirements.

The solution should provide an optimum engineering and business model.