

FORCE 10™

Support for the 10km Objective

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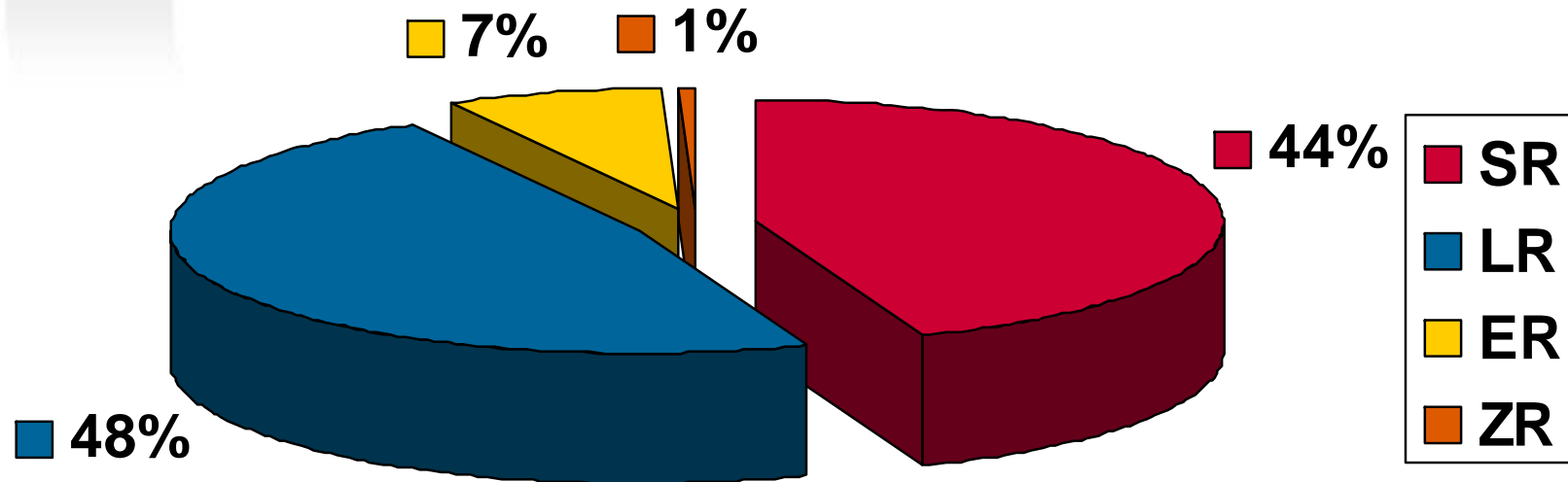


- Brad Booth - AMCC
- Dan Dove – HP
- Frank Chang – Vitesse
- Gourgen Oganessyan – Quellan
- Ted Seely – Sprint
- Steve Swanson – Corning
- Shashi Patel – Foundry Networks

The 10km Objective

- Fits well into the install fiber base for LR
- Support from End-Users
- Follows 10GbE implementations

2007 Deployment Trends: 10GE Port Types



- SR: 2m to 300m
- LR: 2m to 10km
- ER: 2m to 40km
- ZR: 80km++

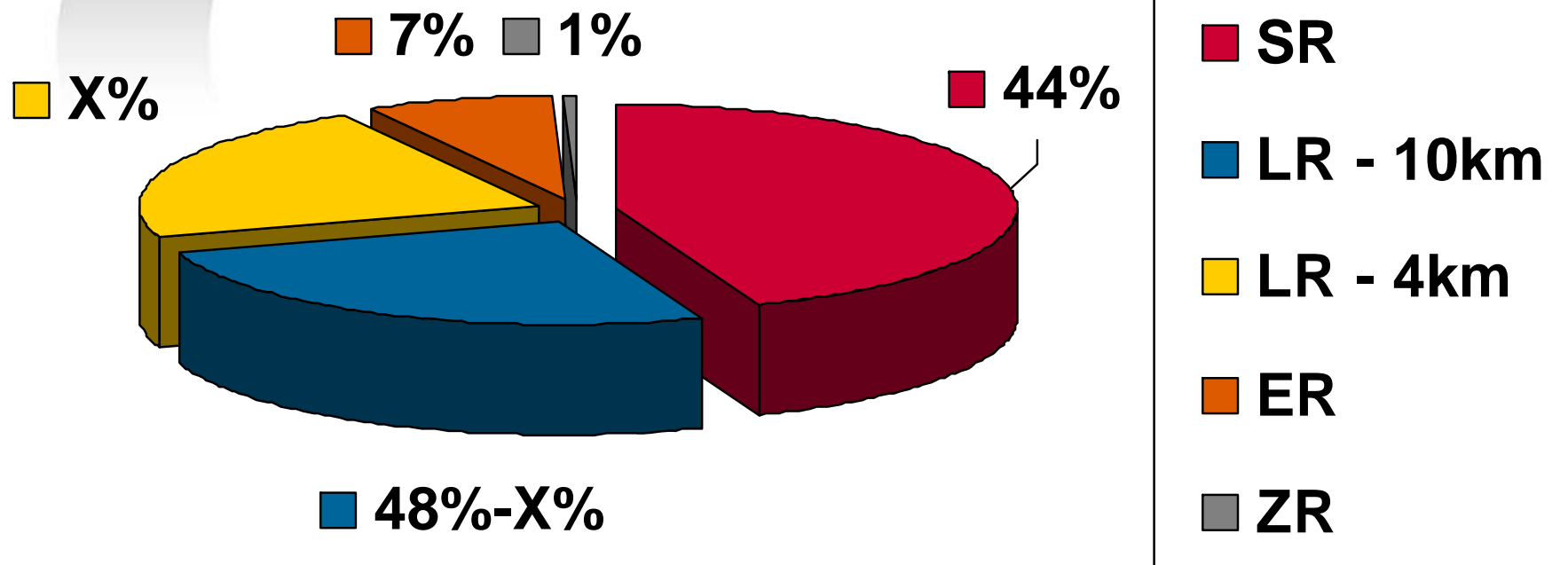
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Percent of Volume

- ... The 10km SMF objective is changed to a 4km objective?
- Good:
 - Information has been presented on some of the technical issues ... seems feasible.
 - Could provide a more cost effective optic solution for less than 4km SMF install base.
- Not So Good:
 - Forces the End-User to deploy 40km optic solutions for distances in the 4km to 10km range.
 - Forces the End-User to make changes to their install fiber base.
- Which drives us to

Collecting Data on the Installed Fiber Base

- Before a decision can be made to change the 10km objective to a shorter distance ...
- ... We need to present data points that support this from an End-User perspective.
 - How does this decision impact legacy installations?
 - Is it a myth the volume application is in the data center so reach can be dropped?

Defining Install base Deployment Trends for 2m to 10km SMF



- SR: 2m to 300m MMF
- LR: 2m to 4km SMF
- LR: 2m to 10km SMF
- ER: 2m to 40km SMF
- ZR: 80km++ SMF

We need to find the missing data point X

- Survey in process is expected to verify the following unpublished data from the Optics Industry on SMF deployed cabling.

| | 2005 | 2006 | 2007 | Totals |
|----------|------|------|------|--------|
| LT 4km | 48% | 47% | 49% | 47% |
| 4km-10km | 41% | 42% | 45% | 43% |
| GT 10km | 11% | 11% | 6% | 10% |

- Suggests that 'X' should be about 26% of the graph.
- Exercise Given a normalized cost of:
 - 4km equivalent to 1x cost.
 - 10km equivalent to 1.25x cost.
 - 40km equivalent to 2.5x cost.
- Then 4km/40km in the 10km space is of value if X is > 83% of the 48% on graph or > 39.8% on the graph. In this exercise, the 10km objective is the better choice.

- Before we can decide on changing the 10km objective, we need to solve for X.
- Consider the option of adding a 4km objective rather than changing the 10km objective.