



100G check point: When rubber meets the road...

Oh BTW-wake up and act on 1T now!

Date: 10/10/2011

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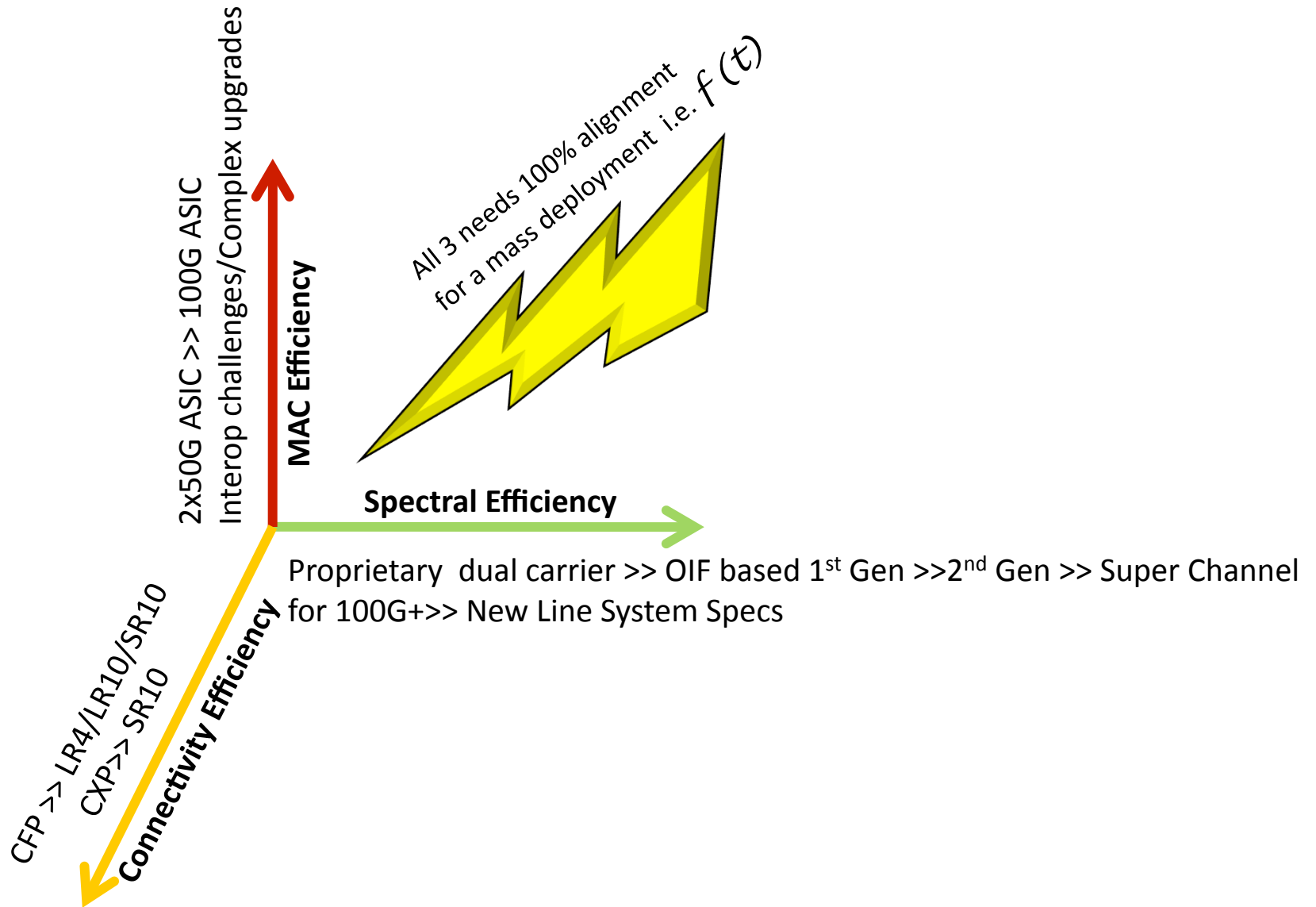
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What does it take to land a technology to an operator?

- ✓ Solid understanding of operators network lifecycle
- ✓ Understanding of the end-to-end use case
- ✓ Sound familiarity with operators current architecture
- ✓ Laundry list of operators architectural constrains
- ✓ Good understanding of cross layer interdependencies
- ✓ No operator expects L0-3 expertise coming from one shop
- ✓ Collaborate with other domain suppliers a be credible
- ✓ Sell a solution; not a box
- ✓ Shorten the gap between “press release” & “deployability”
- ✓ We love interop; doesn’t mean we ignore innovation!

100G- Let it be Four characters; NOT a Four letter ..



Going into 1T needs “non-linear” thinking & new toolsets

- ❖ **Current 100G to 400G is a linear thinking**
- ❖ **The linear approach and current tool sets start to break in 1T architecture**
- ❖ **Need for a better solution in the circuit I/Os ..from all E to E+O..**
- ❖ **We need E2E Power, Space and Cooling budget..Set the TCO goal now**
- ❖ **1T connectivity may not look like Nx25G MLD**
- ❖ **Shannon’s limit in fiber requires deeper look at current network architecture...Super Channel is a temporary fix**
- ❖ **Industry needs a straw man’s E2E BOM for more than one approach in order to create a baseline for 1T and beyond architecture ...**
- ❖ **Who? IEEE, ITU, OIF? Disjoint & piecemeal ownership is unproductive**

For details please refer to my talks/papers at: 2011 OSA Executive forum, LA; 2011 Keynote at Packet Optical Conference , NYC; 2011 OIF Day at Comcast & 2011 Paper at ECOC Market Focus, Geneva.