



### Benefits

- Any-to-any managed services
  - Advanced Ethernet/IP services, such as E-LAN, VLAN, IP-VPN
  - Basic services, such as Ethernet Private Line (EPL, E-Line) and Dedicated Internet Access (DIA)
  - Performance-sensitive multimedia services, such as digital voice (VoIP)
  - Mission-critical services, such as business continuity
- High bandwidth connectivity: 1 Gbps CPE and access, 10Gbps based optical Ethernet transport
- SLAs with QoS requirements for business-grade services
- End-to-end solution—CPE service deliver, hub and headend
- Comprehensive network and service management for fast service creation, operation, and maintenance
  - Physical layer (C/DWDM) to packet layer
- SLA metrics and history monitoring and reporting
- Fast deployment and turn on and remote provisioning of services for lower OpEx
- Secure networking
- Utilization of existing infrastructure (1310nm cable plant)

### Delivering High Return on Investment

C-COR's Solutions for Business Services generates high profit margins at low CapEx and OpEx, thus yielding high ROI and fast payback period.

#### High Profit Margin Revenues

- Increasing ARPU from tens to thousands of dollars by enabling business-grade services

#### Low CapEx

- Low startup cost and incremental expansion (pay as you grow)
- Ability to add advanced services with high ARPU remotely

#### Low OpEx

- End-to-end comprehensive network and service management
- Fast and remote provisioning



## Business Services Product Overview

### PLEXiS™ BXE Multi-Service Managed Access (CPEQ customer premise module and MCLC MFX hub modules)

- Tiered Ethernet Services, 1 Mbps to 1 Gbps
- Modular GigE C/DWDM WAN Transceivers (SFP)
- Double VLAN Tagging, Stacking (IEEE 802.3q)
- QoS, Packet Prioritization, CoS (IEEE 802.3p)
- A single CWDM/DWDM  $\lambda$  for multiple services
- Comprehensive Management (IEEE 802.3ah); Remote Monitoring (SNMP v2 agent); RMON Stats
- T1 Support (future release)
- Compact footprint, wall-mounted version
- Modular Multiple Port Versions: one to four 1 Gbps Ethernet and one to four T1 (future release)



### PLEXiS MFX Modular C/DWDM Optical Transport System

- Plug & Play Building Blocks
- 40 DWDM Channels (ITU Grid), CWDM
- Unidirectional Transmitters and Receivers, Bidirectional Transceivers
- Ethernet Aware, Physical Layer 1 G and 10 G Ethernet
- Protocol Independent Transport, 1, 2, and 10Gbps



## Network Management—Performance, Configuration, Accounting, Fault, and Security Management

### PLEXiS™ CRYSTAL Network Management

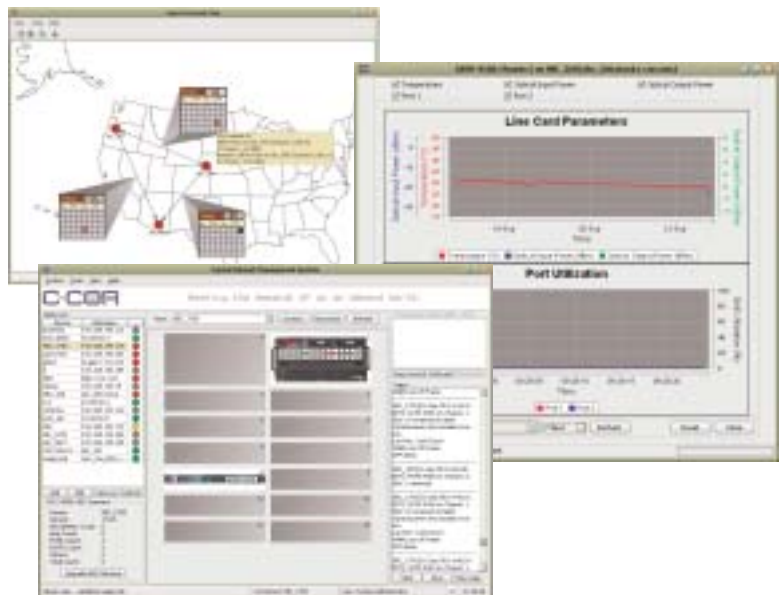
- Wavelength to Ethernet Level Management
- Performance Monitoring—RMON Stats
- Provisioning
- Capacity Utilization, Link Status Event Log Manager
- Trap Management, User Definable Alarms

### Subscriber Fulfillment

- Service Activation Manager (SAM)
- Service Provisioning manager (SPM)
- Policy Service Management (PSM)

### Service Assurance

- Network Service Manager (NSM)



**Generating High Profit Margins at Low CapEx and OpEx**

## Extensive Business Services Applications

- Advanced Ethernet/IP Services
  - E-LAN, Transparent LAN Service (TLS)
  - VLAN
  - IP-VPN
- Basic Ethernet Services
  - E-Line (Ethernet Private Line)
  - Dedicated Internet Access (DIA)
- Performance-Sensitive Services
  - Digital Voice (VoIP)
  - T1 Replacement (future release)
- Mission-Critical Applications
  - Managed Storage Area Networks
  - Business Continuity
- Service bundles with digital voice and Ethernet/IP



## Multiple Service Access Over a Single Wavelength

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