

Yeager, Scott

From: ATM_Feel_the_Power
To: yeager.scott; hardie.john
Cc: karl; ATM_Feel_the_Power; joe
Subject: MAE East Plus
Date: Wednesday, January 04, 1995 6:54PM

John,

we are going to have Bob Gibson ready to install the FDDI card in our Cisco router during the noon hour on Tuesday. please send the paperwork to sign for the FDDI service.

In San Jose we are testing the 10 mbts connection and do not want to add Chicago in yet. We have a delay on the Ameritech NAP, the Sprint NAP and we are waiting on PACBell to help us turn up the DS-3 into their NAP.

Please send me a service order for the MAE West service ASAP. I want to be sure and have all my ducks in a row. Ordering Cisco is a time consuming thing.

So far I like what I see on the 10Mbps and have questions on the PVC's/trunks/T-1 cross-over net. We are so busy on the weekdays that we need to do our work on these connections on the weekends. The DATANET staff have been great !

Happy New Year 1995...Now the holidays are out of the way, we can really sell! Those phones are still ringing.

Seattle is need ASAP. Other cities where we have T-1 requests are St. Louis and Detroit. Miami is a hot area as well. Anything we can do to speed up a connection is helpful. If the customers don't get an answer from us in approx 3 days, they pretty much sign with MCI or Sprint. You have my skypager, call me anytime.

Joseph Stroup
President
Network 99, Inc.

Date: Monday, January 09, 1995 9:15AM
Priority: High

Steve,

UUNET's demand for bandwidth has finally grown beyond what our Ethernet service can deliver. In DC, they are peaking as high as 9Mbps for sustained periods. They are starting to see heavy loss due to the Ethernet "bottleneck". They want to switch to ATM services with us as soon as possible.

The problem is, how do I price it? No one has been able to figure out a fractional DS-3 ATM price. What I do know is that UUNET will compare our prices with Witel's DS-3 prices before committing to an ATM service. We need to work out an ATM deal with Witel's prices in mind. Since Datanet does heavy volume with Witel, I know that we have access to all the their DS-3 pricing. The problem is that info is guarded very heavily by Jon Russo and company.

How should I proceed? I need to know how we stand relative to the competition.

UUNET is an \$85K per month customer, that should be over a \$100K by the end of this month. Roughly \$80 K of that is at risk with this deal. They don't need 45 Mbps around the country yet. They are co-located with us in most MFS cities. There shouldn't be any way that we can't offer them the best solution.

John

As far as pricing goes, we should be able to still use the model Jon Russo came up with, but the numbers should go up some to compensate for the additional hardware. On the flip side, the numbers should be a little lower since we don't have to accommodate the higher burst speeds anymore.

We left it with UUNET that the next step is to implement a test between DC, SJ and either Boston or New York (depending on which city is better for us). I told them we would provide the test between DC and SJ at no cost, since we could replace the existing point-to-point Ethernet they are paying \$14K for between those cities with the ATM service on a temporary basis. They are open to paying us for the third site.

The testing will help us further align ourselves with UUNET. We are in a position now where we are really working together to solve their needs. This will help us not only seal the near term business, but strengthen our position in UUNET's view as the most technically competent company they deal with.

Here is what has to happen next:

Jon Russo is already working on new pricing that includes the DL boxes.

Brian Roberts and I need to discuss this test and see what kind of time we are talking about to deliver the service. Also, what is the availability of the DL3200?

Anybody else who has questions should feel free to send me a message or call.

JH

Yeager, Scott

Subject: FW: UUNET help needed.
Priority: High

From: Yeager Scott
To: Fenn AI
Cc: Yeager Scott
Subject: FW: UUNET help needed.
Date: Friday, February 24, 1995 2:01PM
Priority: High

Doug is out and we need to give you time to think about this so we can develop a strategy on this. We must figure out how to do 45mbs on our backbone on a burst basis and still make money. Use more DS3's or use OC3 but there is more than this customer that we are going to run into this challenge with. They are looking for a good price relative to Wiltel and they want control but we should be able to figure out a way to do this and we must look at the total package including the Cascade switching and the control of the switches and so on. We may not be able to stop them from the buying the switches but we do want to stop them from buying DS3 backbones.

AI you and Doug may need to do this without us but we do not have much time. You may have to call me this weekend.

Steve's home is 301-340-9632 if we need to talk to him but this has been brewing for months and now they think they have a plan and we have to change their mind. The Wiltel prices drove them to this.

John Hardie is at 703-698-0909.

My number is 713-980-8736.

From: Luginbill Steve
To: Hickey Doug; Yeager Scott
Cc: Ferris Pete; Hardie John
Subject: FW: UUNET help needed.
Date: Thursday, February 23, 1995 5:01PM
Priority: High

Doug and Scott,

The following document provides an indepth view of the UUNET situation, and is meant to serve as catalyst for mustering the necessary corporate resources required to effectively respond to UUNET's desire to move it's present backbone over to WilTel. As John has outlined, there are numerous variables which need to be considered and discussed so a sound strategy can be designed to retain the maximum amount of "good" business in the account. What we determine over the next several days will certainly effect our long term opportunities with UUNET, but it will also help us bring into focus how we as a company will approach the higher bandwidth requirements our customers and prospects will inevitably need in the not so distant future.

I would like a conference call in which, you and the account team can discuss the intricacies of the situation but I have checked both your schedules and there doesn't seem to be any mutual openings, therefore I suggest we try and talk with Scott tomorrow afternoon so we can get things going as soon as possible.

Steve

From: Ferris Pete
To: Luginbill Steve
Cc: Hardie John
Subject: FW: UUNET help needed.
Date: Thursday, February 23, 1995 3:02PM
Priority: High

Yeager, Scott

From: Chang Betty Jo
To: Hardie John; Luginbill Steve; Ferris Pete; Yeager Scott
Cc: Euske Bill
Subject: RE: Mae East
Date: Thursday, April 28, 1994 1:07PM

Scott

Here are the traffic statistics collected on Mae East. As you can see, the configuration is grossly over utilized. I also assume we are out selling our solution to the other players, perhaps these stats may help turn up the heat on it. Maybe we need to share with specific players, at least privately, the traffic loads we've found on their segments. so they can see just how critical the overloading situation really is.

MAE East News

The dolphin Ethernet analyzer is installed at Boone Blvd. and is currently watching two segments:

· ANS/NSFnet

· UUNET Boone Blvd, Sprintlink

We have also monitored the MCI link. (Check with John Milne for details of where these go.)

The ANS/NSFnet link shows 50-70% average utilization during the day, and the UUNET segment shows 60-80% average utilization. Both show a fair number of errors, such as runt packets or CRC errors, which are to be expected under such heavy load. The MCI link was showing 30-50% average utilization.

Tomorrow we expect to look at the PSI/Netcom/ESnet link.

Right at the moment, the heaviest pairs appear to be ANS<->UUNET-Boone and ANS<->PSI.

The Dolphin turns out not to be the best network analyzer for this purpose, since there's no way to automate statistics gathering. Better would be an RMON/SNMP controllable device which can keep statistics and be periodically polled by a Sun system here.

From: Yeager Scott

To: Chang Betty Jo; Euske Bill; Griebing John; Hardie John; Luginbill Steve; Ferris Pete; Feldman Steve

Subject: RE: Mae East

Date: Thursday, April 28, 1994 12:46PM

I assume we are out selling our solution to this independent of waiting on UUNET or Rick to bless it.

From: Chang Betty Jo

To: Euske Bill; Griebing John; Hardie John; Luginbill Steve; Ferris Pete; Feldman Steve; Yeager Scott

Subject: Mae East

Date: Thursday, April 28, 1994 10:46AM

Priority: High

Here is the additional information I found about SMDS. It's about 4 months old,

Given the traffic loading our testing found on MaeEast, I think we need to move very aggressively in getting these guys off the dime. We'll need a little time to get the FDDI hub and csus ordered and installed, and it's not clear how much longer the current Mae East topology can work at all.....

Network world 11/93

SMDS T1 SNI requires \$4000 SMDS CSU/DSU as well as a fast router with an RS422 interface. Access SMDS via T3 SNI requires a \$5000 HSSI card for the router and a \$10,000 to \$12000 SMDS CSU/DSU.

Bell Atlantic has a loaner program in which users get equipment free for 3 months in exchange for paying for 3 months of SMDS service. They also have a trade in program that lets users swap out low speed access equipment for higher speed equipment by paying the difference between the old and new equipment.

SMDS charges generally consist of installation fee plus a flat monthly rate for a given port speed. Installation fees are \$375 to \$1000 per T1, and \$2000 to \$3500 per T3. Monthly costs run \$400 to \$709 per T1 link

join to do business IN THAT VERTICAL MARKET OR GEOGRAPHIC MARKET.

THIS IS NOW A PROVEN CONCEPT AND BY LETTING THE KEY PLAYERS CONTROL AND DEFINE THE RULES YOU GET LEADERSHIP FROM THEM AND THEY SELL IT TO THE OTHERS WHILE WE STAY NEUTRAL. WE STAY IN THE BACKGROUND IN MOST INSTANCES EXCEPT TO DEFINE THE REALISTIC PERFORMANCE AND NETWORKING PARAMETERS AND THE COSTS AND THE FUNCTIONALITY PER PRICE POINT WHILE THEY DEFINE WHO JOINS WHAT THE RULES ARE FOR JOINING AND WHY YOU WANT TO JOINING OR BUY A CONNECTION INTO THIS THING.

I will forward the drawings on the MAE concept which is similar in what it offers but uses different technology for the way it allows the enterprises to interconnect when Hardie sends it to me.

We want some input from BJ and Hardie and the NCC's on what version we want to push or if it does not matter then we may just let the customer see both versions and then decide. The big advantage of the NAP approach is that it uses ATM in core and it has more options for physical interfaces and more options for speeds to connect and but we may not feel comfortable pushing it right now. BJ should make that call via product engineering. The advantage of MAE is it works and is proven but it may not be the way we want to go in the future because it is not ATM and has no longterm viability but it is easy to talk about and explain and it has a lot of press coverage. I think we may want to just let the application define how we approach it but the NAP architecture is so flexible we may just want to package it.

GET WITH YOUR SALES PEOPLE AS YOU REVIEW THEIR DEALS AND WHEN THEY SAY THEY HAVE A BIG METRO OR OPPORTUNITY FOR THE SCHOOLS OR HOSPITALS BUT IT REQUIRES CONSENSUS FROM MULTIPLE INSTITUTIONS OR ENTERPRISES TO MAKE IT HAPPEN THEN PROBE AND LETS SEE IF THIS CONCEPT MAKES SENSE.

From: Chang Betty Jo
To: Griebing John; Hardie John; Yeager Scott
Cc: Montblanc Pat; Ganley, Tim
Subject: RE: NAP and MAE East Info
Date: Wednesday, April 12, 1995 1:18PM

ok << File Attachment: FXMAST.DOC >>

note that the proposal still talks about nededge as the EAS8000, and some of the architecture has obviously changed with reference to Gigaswitch, and the pricing is also probably old news. Wait I removed was the NSF budget proposal for the grant.

From: Hardie John
To: Griebing John; Yeager Scott
Cc: Chang Betty Jo; Montblanc Pat; Ganley, Tim
Subject: RE: NAP and MAE East Info
Date: Wednesday, April 12, 1995 12:56PM

Scott,

who do you want me to send this info to?

BJ, could you send a soft copy of the NAP proposal?

Thanks,

JH

From: Yeager Scott
To: Griebing John; Hardie John
Cc: Chang Betty Jo; Montblanc Pat; Ganley, Tim
Subject: NAP and MAE East Info
Date: Wednesday, April 12, 1995 12:51PM

Please email a copy of the NAP proposal with the sensitive info pulled out as well as the drawings and pricing for the MAE EAST & MAE WEST. They are going to use this info to create some MIX type solutions for a few vertical markets in a couple of their cities.