

MFS DATANET, INC.

MEMORANDUM

To: John Hardie
CC: Ken Holcomb, Brian Roberts, Bill Euske, B.J. Chang
From: Scott Yeager
Subj: UUNET

There are several new opportunities that we need to pursue for UUNET.

The MAE - East or NAP in D.C. is growing and more connections will be sold to more end users in D.C. The usage of a shared 10Mbs backbone is increasing and in three months it could start to choke. We need to determine the most cost effective way of upgrading the shared 10 backbone between the sites. Options include segmenting into two segments and routing or switching between segments or deploy a new ATM infrastructure to all the players and offer Ethernet and FDDI (45Mbs) connections in the D.C. area for a higher cost. UUNET would like a cost proposal for the least cost solution and the optimal solution that includes the FDDI at 45Mbs option.

Rick Adams is willing to start testing the ATM solution equipment once our lab finishes testing and keep the existing TDM solution up as a backup if the ATM version fails.

This could be helpful by allowing Bill and Ken's groups to test the new Fiber Com with a friendly customer. In addition, MFS could have a proven solution in place before the award of the NSF Grant for the NAP.

Bill and Ken will decide these issues. John Hardie should work with B.J. Chang or whoever Bill assigns to create a proposal for Rick Adams that defines the future solution or solutions, the different costs and the time frames we will be able and willing to roll the service out. It should also address our willingness to start testing and the parameters and time frames for the testing if Bill and Ken think testing with "live" traffic is beneficial.

The second issue that John Hardie should investigate and coordinate with Bill Euske and Ken's group is the potential of using frame relay Cascade switches to aggregate traffic into the UUNET backbone or into the ATM backbone and haul traffic back to D.C. where the traffic could be handed off to the UUNET routers in D.C.

Rodney and one of the people at UUNET came up with this idea while working together on the ATM cutover. Rodney and Tommy were going to investigate this and determine the feasibility from an operations perspective. I do not know what happened to this idea but it could generate considerable additional revenues because we would provide all "on net" or "off net" connectivity in each MFS city into the National Backbone for Rick Adams by eliminating their need for channel banks and DSU/DSO's at their Node site in each city.

UUNET is a large customer and could be larger. Let's work as a team to create more revenue.