

Gate City of the South

The “Meet Me” series returns to 56 Marietta.

By Hunter Newby

Editors’ note: Throughout 2004, we used this space to identify the key physical layer carrier interconnection points within the major North American markets. This year the series moves forward to identifying the key service providers with wholesale enterprise-focused offerings within those markets.

Clearly, the key services in the greatest demand by enterprise users today are Ethernet transport and VoIP (voice over Internet protocol). And since most enterprises deploying VoIP only want

56 Marietta St. holds a special place in the major fiber routes of the Southeast – right in the middle of it all. As we have learned from the original *Meet Me* series, where the fiber is determines where the carriers go to get connected. This creates the natural benefits of proximity reducing time and costs to deliver services, and a marketplace is born.

There is a tremendous amount of network development going on in and around Atlanta. Everything from major research and education networks in the city and suburbs to WiMAX (pre-standard) deployments in the rural areas. All of this activity is an effort to improve the underlying layer 2 capabilities so that developing packet-based applications can be supported properly. The existence of these networks actually helps to drive the creation of packet-based applications – for what good is the application if people can’t use it?

Being an inland city, Atlanta doesn’t have the proximity to undersea cables that would make it an obvious international gateway. But, after taking a closer look, it is evident that service providers offering Ethernet transport riding all of those major fiber routes give the city and this location more global access. Global Crossing, Teleglobe and TeliaSonera are located at 56 Marietta and provide international Ethernet transport from the site. These providers make it very easy for any type of VoIP user to build private layer 2 networks to carry voice traffic efficiently and securely, bypassing the public switched telephone network across the pond and beyond.

If those international providers can’t get you where you need to go, there are always options. There are several domestic Ethernet transport providers available with routes to the Atlantic and Pacific gateways, where Ethernet cross connects to major undersea providers are happening every day. Those domestic providers also connect to other major United States cities to support any

to do so over a private native layer 2 network, it’s enterprise VoIP demand that’s driving Ethernet transport demand. So each month the series will focus on the previously featured carrier hotels and their carrier customer bases. The primary objective is to identify which carriers are offering Ethernet transport for enterprise wide area networks and which VoIP carriers enterprise networks can directly connect to at each carrier hotel in order to maximize savings.

wide area network and/or VoIP peering needs. In addition to the international and domestic providers, there are many local Ethernet transport providers to support the last mile origination and termination efforts of VoIP traffic directly to the demarcation point, be it a softswitch, cell tower or IP private branch exchange.

One very interesting transport solution located within 56 Marietta is the Southern Light Rail (SLR), the local transport arm of the National Lambda Rail (NLR), which is a nationwide 10G research network. SLR provides shared and/or dedicated transport to NLR at very aggressive rates with a condition that the buyer’s application has some direct ties to a research or educational project. Currently there are several projects underway, and many involve VoIP and video over IP. Access to the SLR and NLR presents new and uncommon opportunities for possible carrier and enterprise trials of IP services, and as of July 2005 they will be Ethernet enabled.

The VoIP service offerings at this site include domestic and international providers as well. It is evident that some providers still are in the midst of a front-end upgrade, as they have IP-enabled their voice core but have not yet added that functionality at the interface level. This is an interesting trend to watch develop, as it’s a clear indicator of the adoption of VoIP and necessity of local Ethernet connections migrating away from the more costly time division multiplexed switch ports and SONET transport devices.

IP-based local phone service offerings also are available at this site. In addition to the service providers with direct access, 56 Marietta also is a Voice Peering Fabric-enabled facility. Due to its distributed Ethernet nature, all of the service providers on the VPF are accessible from any of its locations. This means that any of the competitive local exchange carriers, multiple system operators and voice over broadband service providers on the Fabric can offer their local phone service to anyone in this site, even though they

Ethernet Service Provider Question Key

- 1 = Is the Ethernet service in use in this metro area today?
- 2 = Is the Ethernet service native layer 2?
- 3 = Is the Ethernet service layer 2 over public layer 3 IP?
- 4 = Is the Ethernet service a flat rate price and zero-mile within the metro footprint?
- 5 = Is the Ethernet service metro as well as long haul?

are not physically there. The VPF adds a whole new dimension to VoIP service offerings and creates domestic and international buy-and-sell opportunities for the local Atlanta market.

The combination of Ethernet and VoIP is making great strides in localizing voice traffic and creating a secure, economical environment for calls to occur. As the series continues, we're sure to see many new names as well as several new offerings from traditional telcos trying to keep up and get ahead in the changing landscape. **FAT**

56 Marietta St. – Ethernet Service Providers

	1	2	3	4	5	Contact	Email
American Fiber Systems	Yes	Yes	Yes [^]	Yes ^{^^}	No ^{^^^}	Gail Funderburk	gfunderburk@americanfibersystems.com
AboveNet	Yes	Yes	No	Yes	Yes	Brian Sheehan	bsheehan@above.net
Cogent	Yes	Yes	No	Yes	Yes	Jeff Henriksen	jhenriksen@cogentco.com
Broadwing	Yes ^{**}	Yes	No	Yes	No	Jamey Heinze	jamey.heinze@broadwing.com
Global Crossing	Yes	Yes	No	Yes	Yes	Thomas Topalian	thomas.topalian@globalcrossing.com
Looking Glass Networks	Yes	No	No	Yes	No	Steve Daigle	steve.daigle@lglass.net
Level (3)	Yes	No ^{**^}	No	Yes	No	Ketan Patel	ketan.patel@level3.com
OnFiber Communications	Yes	Yes	No	Yes	Yes	Brad Cheedle	brad.cheedle@onfiber.com
Progress Telecom	Yes	Yes	No	Yes	Yes	Paul Aiello	paiello@progresstelecom.com
Qwest Communications	Yes	Yes	No	Yes	No	Shawna Lubner	shawna.lubner@qwest.com
Southern Light Rail	No ^{^^*}	Yes	No	No	Yes	Brian Savory	brian.savory@oit.gatech.edu
Teleglobe	Yes	Yes	No	No	No	David Barnes	david.barnes@teleglobe.com
TelCove	Yes	Yes	Yes	Yes	Yes	Jay Martin	jay.martin@telcove.com
TeliaSonera	Yes	Yes	No	Yes [*]	Yes	Art Kazmierczak	art.kazmierczak@teliasonera.com
Time Warner Telecom	Yes	Yes	No	Yes ^{*^}	Yes	Bob Meldrum	bob.meldrum@twtelecom.com
Wiltel Communications	Yes ^{**}	Yes	No	No	No	Renee Lem	renee.lem@wiltel.com
WV Fiber	Yes ^{**}	No ^{***}	No	Yes	No	Mark Wilson	mwilson@wvfiber.com
XO Communications	Yes	Yes	No	Yes	Yes	Joe Patton	joe.patton@xo.com
Yipes	Yes	Yes	No	Yes [*]	Yes	Stephen McConnell	smcconnell@yipes.com
[*] Gig E and, or off-net buildings may not be flat rate				^{^^^} Metro only			
^{**} Long haul only - not metro				^{*^} Extended metro Ethernet (inter-city service offering) is priced in bands			
^{***} MPLS				^{^^*} Ethernet over SONET, or waves			
[^] Layer 2 and layer 3 VPN's supported				^{^^*} July 2005 launch for Ethernet			
^{^^} On-net only							

56 Marietta St. – VoIP Service Providers

	1	2	3	4	5	Contact	Email
AT&T	No	Yes	Yes	No	No	Dina Lemmond	lemmond@att.com
Global Crossing	Yes	No	Yes	No	Yes	Thomas Topalian	thomas.topalian@globalcrossing.com
Level 3 Communications	Yes	No	Yes	No	Yes	Jackson Markley	jackson.markley@level3.com
Primus Telecommunications	No	No	Yes	No	No	Mike Magill	mmagill@primustel.com
Sprint	No	No	Yes	No	No	Dorene Weiland	dorene.weiland@mail.sprint.com
The Voice Peering Fabric	Yes [*]	Yes [*]	Yes [*]	Yes [*]	Yes [*]	Shrihari Pandit	spandit@stealth.net
Qwest Communications	No	No	Yes	Yes	Yes	Darryl Caprio	darryl.caprio@qwest.com
TeliaSonera	No	No	Yes	No	Yes	Art Kazmierczak	art.kazmierczak@teliasonera.com
Teleglobe	No	No	Yes	No	No	David Barnes	david.barnes@teleglobe.com
[*] Available through partners							

VoIP Service Provider Question Key

- 1 = Does the provider have an IP-based local direct inward dialing service offering accessible via the carrier hotel?
- 2 = Does the provider have a flat rate pricing plan for domestic call termination?
- 3 = Does the provider have an international call termination offering?
- 4 = Does the provider offer a hosted IP PBX service?
- 5 = Does the provider accept layer 2 category 5 cross connects at the carrier hotel?