

The Big Apps

Evolution of the “Meet Me” series

By Hunter Newby

Editors' note: As the interconnection business evolves so to does the “Meet Me” series. 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, both metro and long haul, and voice over Internet protocol (VoIP). And since most enterprises deploying VoIP only want 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. A list of standard questions will be presented to the known Ethernet transport and VoIP service providers separately within each facility. 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.

Going back to where it all began – old New York. If there are any doubts about the success of Ethernet transport and VoIP, the “city that never sleeps” can put them to rest. One look at the staggering growth curve of Ethernet ports wired and connected in 60 Hudson Street's largest physical layer interconnection facility, tel^x, is proof enough.

Being the central point of layer 1 interconnection in one of the world's largest carrier hotels gives a certain perspective that many other core interconnection facilities haven't yet seen. The trends in ordering at tel^x New York are a solid indication of what's to come for network service providers throughout the rest of North America. Observing these trends creates an advantage. Applying the knowledge creates revenue.

In the past 12 months, for example, category 5 Ethernet port deployment by network service providers to the tel^x meet me area has jumped 200 percent, double the increase of fiber and coax and three times the growth of DS-1/E-1. The vast majority of those ports are coming from native layer 2 metro, domestic and international long haul Ethernet transport providers, as well as direct physical network extensions from VoIP carrier switches and gateways.

There are many international VoIP carriers that use the public Internet for backhaul to the far end for call termination. There are others that use the Internet to interconnect to other wholesale carriers and customer switches. These practices will continue, but

there also is a new dynamic beginning to take shape. Interconnection complexity is becoming less of an issue for the carriers at the carrier hotels because their network elements are in a common space with close interconnection proximity. What's more, there is a tremendous amount of Ethernet transport available between these key sites, which house a large section of the known carrier world. Having this access to a carrier marketplace enables service providers to create new services and features that get them to market in ways and at prices never before attainable over private layer 2 networks.

Indeed, having a good resource for potential local and long haul Ethernet partners in key markets can help out-of-region providers get circuits competed quickly and cost effectively. Aside from knowing which carriers are accessible, it is also important to know something about the type of service provided. Similarly, knowing the major VoIP service providers in these markets, what they offer and how it is delivered can assist some service providers in complementing an existing product set or creating an entirely new one based on customers needs.

Here is a look at what is available at the tel^x facility today from these two key groups of service providers. The service providers listed below represent those that responded to the inquiry. As can be expected, a few replied that they do not offer the services being featured, and others chose not to participate.

tel* 60 Hudson St. New York – Ethernet Service Providers

	1	2	3	4	5	Contact	email
AboveNet	Yes	Yes	Yes	Yes	Yes	Brian Sheehan	Bsheehan@above.net
Cogent Communications	Yes	Yes	No	Yes	Yes	Jeff Henriksen	jhenriksen@cogentco.com
Fiber Rail	Yes	Yes	No	Yes	No	Rod Beck	rodbeck@erols.com
FiberNet	Yes	Yes	No	Yes*	No	John Dowd	john.dowd@ftgx.com
Interoute	Yes	Yes	No	No	Yes	Jay Belodoff	jay.belodoff@interoute.com
Keyspan Communications	Yes	Yes^^^	No	No	No	Joe Hilt	jhilt@keysponservices.com
Level 3 Communications	Yes	Yes	No	No	No	Brian Solish	brian.solish@level3.com
Looking Glass Networks	Yes	No	No	Yes	Yes	Steve Daigle	Steve.Daigle@lglass.net
Metcom	Yes	Yes	No	Yes*	Yes	Andy Weitzberg	aw@metcom.com
OnFiber Communications	Yes	Yes	No	Yes	Yes	Brad Cheedle	brad.cheedle@onfiber.com
Open Access	Yes	Yes	No	Yes	No	Joe Corso	jcorso@openaccessinc.com
PPL Telcom	Yes	Yes	No	Yes	Yes	Abraham Nemitz	anemitz@pplweb.com
Progress Telecom	Yes	Yes	No	Yes	Yes	Greg Tennant	gtennant@progresstelecom.com
Qwest Communications	Yes	Yes	No	Yes	No	Shawna Lubner	shawna.lubner@qwest.com
Stealth Communications	Yes	Yes	No	Yes	Yes	Shrihari Pandit	spandit@stealth.net
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 Cable	Yes	Yes	Yes	Yes	Yes	David Durso	david.durso@twcable.com
Time Warner Telecom	Yes	Yes	No	Yes	Yes	David Meyers	David.meyers@twtelecom.com
Verocity	Yes	Yes	Yes^^	No	Yes	Michael Papell	mpapell@verocity.com
WiiTel Communications	Yes**	Yes	No	No	No	Renee Lem	Renee.Lem@wiiTel.com
WV Fiber	Yes**	No***	Yes	Yes	No	Mark Wilson	Mwilson@wvfiber.com
XO Communications	Yes	Yes	No	Yes	Yes	Ruth Li	Ruth.Li@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

** Long haul only, not metro

*** MPLS

^ Intercity only

^^Layer 2 Ethernet over MPLS

^^^ Layer 2 over SONET, offered in either private line mode (no Layer 2 switching in core) or switched mode (either transparent or 802.1 tagged) for multipoint service

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?

Ethernet Service Providers

As it is with most of the industry, there simply are too many definitions and service types, which is one of the reasons for this new series. Many of the responses indicated that the Ethernet service was native layer 2, but after further inquiry it has been determined that this may also include Ethernet over SONET, not exactly native Ethernet. The point is to differentiate between those that operate and offer for sale a private, non-public IP transport service and those that offer Ethernet over the Internet, as this, again, is at the center of the issue about voice over the public Internet verses VoIP on a private layer 2 network.

telx 60 Hudson St. New York – VoIP Service Providers

	1	2	3	4	5	Contact	email
3U Telecom	No	Yes	Yes	No	Yes	Jean Gottschalk	gottschalk@3u.net
Aneura Telecommunications	Yes	Yes	Yes	No	Yes	Steve Cespedes	steve@anuera.com
Arbinet	No	No	Yes	No	Yes	Steve Heap	sheap@arbinet.com
AT&T	No^	Yes	Yes	No^	No	Dina Lemmond	lemmond@att.com
Broadsplash	Yes	Yes	Yes	Yes	Yes	Prince Owusu	prince@broad splash.com
Broadview	Yes	Yes	Yes	No	Yes	Jerry Salvi	jsalvi@broadviewnet.com
Calltrade	No	Yes	Yes	No	Yes	James Trinkler	j.trinkler@calltrade.ch
Contactel	No	No	Yes	No	Yes	David Palmer	david.palmer@contactel.cz
Voiceglo	Yes	Yes	Yes	No	Yes	Kelly Ketrow	kketrow@voiceglo.com
Eureka Networks	No	Yes	Yes	Yes	Yes	Jeff Davis	jeff.davis@eurekanetworks.com
Frontline Communications	Yes	Yes	Yes	Yes	Yes	Eric Ramos	er@frontlineusa.com
Gateway Communications	No	No	Yes	No	Yes	Peter Gbedeman	peter@gatewaycomms.com
Go2Call	Yes	Yes	Yes	Yes	No	Bryon Morse	bmorse@go2call.com
IBN	No	No	Yes	No	Yes	Mihail Balasa	mbalasa@ibntel.com
IDT	No	Yes	Yes	No	No	Jose Branco	jbranco@corp.idt.net
InfiniRoute Networks	No	Yes*	Yes*	No	Yes*	Chris Doe	cdoe@infiniroute.com
Instanet	No	Yes	Yes	No	Yes	Rahmat Kamran	rahmat@instatelecom.com
Interoute	No	No	Yes	No	Yes	Jay Belodoff	jay.belodoff@interoute.com
Ipgrade	Yes	Yes	Yes	No	No	Israel Cohen	israel@ipgrade.com
Jaina Systems Network	No	Yes	Yes	No	Yes	Surajit Bose	s.bose@jainasystems.com
Junction Networks	No	No	No	Yes	Yes	Michael Oeth	mike@junctionnetworks.com
Kayote Networks	Yes	No	Yes	No	Yes	Lior Netzer	lior@kayote.com
Long Distance Post	Yes	Yes	Yes	No	No	Alex Filippov	alex@ldpost.com
Moruda	No	No	No	No	No	Maurice Mizrahi	maurice@moruda.com
NetOne International	No	No	Yes	No	Yes	Tareq Tujjar	ttujjar@netoneint.com
Nobel	No	No	Yes	No	Yes	James Siminoff	james.siminoff@nobelworld.com
Passport Telecom	No	No	Yes	No	No	John Brizendine	jbrizendine@passporttele.com
QuaesTel	No	No	Yes	No	Yes	Geoff Bazegian	gbazegian@quaestel.com
Qwest Communications	No	No	Yes	Yes	Yes	Shawna Lubner	shawna.lubner@qwest.com
Reynwood Communications	Yes	Yes	Yes	Yes	Yes	Richard Kelly	rich@reynwood.com
Sprint	No	No	Yes	No	No	Dorene Weiland	dorene.weiland@mail.sprint.com
Teleworks Wholesale	No	Yes	Yes	No	No	Michael Rothchild	mr@teleworkswholesale.com
TeliaSonera	No	No	Yes	No	Yes	Art Kazmierczak	art.kazmierczak@teliasonera.com
The Voice Peering Fabric	Yes*	Yes*	Yes*	Yes*	Yes*	Shrihari Pandit	spandit@stealth.net
T-Systems USA	No	No	Yes	No	Yes	Corinne Haley	corinne.haley@t-systems.com
United Telecom	Yes	Yes	Yes	Yes	Yes	Samy Mahfar	samy@unitedllc.com
VOIPME	No	Yes	Yes	Yes	Yes	Uri Litvinenko	uri@voipme.com
Xyrous Communications	No	No	Yes	No	Yes	David Kovach	d.kovach@xyrous.com

* Available through partners/members

^Plans to offer early this year

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?

VoIP Service Providers

The responses from this group were quite interesting, as the questions and the audience was not limited to the international wholesale minutes aspect of VoIP. Although the major carrier hotels are home to most of the large wholesale minute VoIP service

providers, there is clearly a new breed of hosted VoIP applications coming up in these facilities.

One such application that has been developed into a service is the hosted Asterisk platform. This popular open source IP PBX is now being used to create a new service model that provides direct inward dialing over IP and free inter-company calling across the platform.

Also worth noting is the number of service providers that accept Ethernet connections at the interconnection facility. This puts into perspective the concept that metro and long haul Ethernet transport providers are using the interconnection facility as a destination for their customers. At that point the customers then interconnect to other outsourced, hosted VoIP platforms for low cost, multifunction services, which allow them access to off-net voice termination at wholesale rates.