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Headlines:

[RELIANCE GLOBALCOM BUYS VANCO](#)

- Acquisition set to add \$365 million to annual revenues at Reliance Globalcom;
- Helps drive Reliance Globalcom's vision of becoming one of the top five data communications enterprises in the world;
- Acquisition makes little short-term difference to the global market, but underlines increasing importance of operators from 'emerging' markets.

[SWISSCOM AND VERIZON BUSINESS SIGN STRATEGIC ALLIANCE](#)

- Aiming to provide enhanced global service and support capabilities to Swiss multinational companies and companies with operations in the Swiss market;
- Swisscom has developed a habit of signing strategic deals to protect its revenues from the disproportionate number of MNCs in its domestic market.

[VIRTELA LAUNCHES SECURE VIDEO EXTRANET SERVICE](#)

- Aimed at enabling the connection of video endpoints outside of customers' corporate network perimeters to support videoconferencing services;
- After the demise of Vanco, other virtual network operators need to prove they can differentiate themselves against players with network assets.

[VERIZON BUSINESS LAUNCHES NEW SECURITY DEVICE](#)

- Unified Threat Management from Fortigate added to security portfolio.

[CABLE & WIRELESS LOOKING TO BUY THUS](#)

- Looking to exploit advantages of scale offered by combination, but THUS has, so far, shown little appetite for being acquired;
- UK consolidation is long overdue and the slowing economy may accelerate the process.

[COLT EXTENDS UK NETWORK TO SLOUGH](#)

- Move to follow customers' needs, especially for diverse data centre services, makes sense as COLT looks to grow its directly addressable market.

[BT LAUNCHES WHOLESALE ETHERNET SERVICE](#)

- Carrier-grade Ethernet services to be available from over 100 nodes nationwide at launch, growing to more than 600 by Spring 2009.

[EASYNET ROLLS OUT PARTNER PROGRAMME INTERNATIONALLY](#)

- Having seen UK partner revenues grow by 46%, Easynet moves to roll out partner programme at a global level;
- Targeting partners with technology and vertical sector expertise;
- Easynet has established itself as a successful niche player in the 'marzipan layer' of business customers where others have struggled.

[VERIZON BUSINESS EXPANDS ULH NETWORK TO ASIA PACIFIC](#)

- To deploy 155 kilometres of ULH network in Japan, following deployment in the USA and Europe.

RELIANCE GLOBALCOM BUYS VANCO

Reliance Globalcom, the subsidiary of India's largest integrated telecoms service provider Reliance Communications, has announced the signing of an agreement to acquire the London-headquartered VNO (Virtual Network Operator) Vanco Group. The acquisition of Vanco is set to add \$365 million to the annual revenue of Reliance Globalcom through its base of long-term contracts with enterprise customers.

"The acquisition of Vanco is in line with Reliance Globalcom's vision to create one of the top five global data communications enterprises in the world," said Anil Dhirubhai Ambani, Chairman of Reliance Communications. "The combination of Reliance Globalcom's extensive capabilities and Vanco's unique global experience will create a new breed of integrated services communications powerhouse," he added.

"Vanco managed network services are currently available in over 40,000 locations across 163 countries. 90% of Vanco's revenue is from the developed markets of the UK, the USA, France and Germany.

Under the acquisition agreement, Reliance Globalcom will pay \$76.9 million to acquire 100% of Vanco's equity free of debt. Reliance Globalcom, through this acquisition, will add nine network management centres to its integrated and innovative global service systems and processes. Reliance Globalcom will get a significant advantage through Vanco's relationships with over 700 global, regional and domestic carriers capable of offering services in 230 countries. Reliance Globalcom's highly experienced sales and channel organisation structure will further enhance its customer delivery capabilities in important geographies like the USA, the UK, France, Germany, Benelux, Singapore and Australia."

Punit Garg, President and CEO of Reliance Globalcom, said: "The strong management team of Vanco, led by Mark Thompson along with Wayne Churchill, will effectively enhance the expertise and depth of enterprise customer management at Reliance Globalcom. This will help the technology groups in the company to leverage resources beyond strategic business boundaries."

As predicted in May, Vanco has been acquired ("an aspirant player might look to purchase Vanco to establish an international position") by an emerging global player. The move makes sense for Reliance as it gains access to an established base of blue-chip customers in Western Europe and the USA, as well as inheriting a team with experience in operating in these markets.

The move will make little difference in the short term to the global market as Vanco was, even at its height, a relative minnow but, in the medium to long term, it underlines the increasing importance of players from the emerging economic powerhouses of India and China to the global telecoms sector. Established Western operators need to consider their positions relative to such players. 'Wait and see' strategies may be complacent, so they should examine acquisition options (often limited due to legislation) or partnership possibilities. The current preferred approach of trying to compete on a level playing field is somewhat undermined by the unlevel legislative playing field which limits access to such markets.

SWISSCOM AND VERIZON BUSINESS SIGN STRATEGIC ALLIANCE

Verizon Business and Swisscom, Switzerland's incumbent telecoms provider, have announced an alliance "that will provide enhanced global service and support capabilities to Swiss multinational companies and companies with operations in the Swiss market."

"Swisscom and Verizon Business have established a preferred partnership which will deliver network and information and communications technology services and solutions to their customers. Swisscom customers with multinational operations will gain seamless access to Verizon Business' expansive global network and solutions. Verizon Business customers with operations in the Swiss market will likewise be able to benefit from Swisscom's extensive local market expertise, dense infrastructure and customer service organization. Customers that are served by both companies will benefit from an enhanced customer experience, with a streamlined service offering around the globe including integrated networks, convergent services, seamless processes and comprehensive customer services.

Under the alliance, a specialist team drawn from both companies will be created to serve joint Swisscom and Verizon Business multinational customers. The new team will offer customers a single point of contact to fulfil both their local and global communications requirements.

Swisscom is an acknowledged leader in the delivery of enterprise communication services within the Swiss market, while Verizon Business is recognised for its extensive global networks and ability to deliver integrated communications and information technology (IT) solutions to large business and government customers worldwide. Additionally, both companies deliver security and IT outsourcing solutions."

"This alliance will significantly enhance our ability to meet the global communications needs of multinational customers based in, or operating in, the Swiss marketplace," said Urs Schaeppi, Head of corporate business at Swisscom. "Simplifying infrastructure management is a key concern for CIOs who are being asked to streamline costs, yet enhance performance. In Verizon Business, we have a partner with the global knowledge, reach and breadth of capabilities perfectly to complement our own deep local experience and close customer relationships. We look forward to bringing both companies' expertise to bear in the service of our joint customers."

Blair Crump, Verizon Business group President for international and premier accounts, added: "The Swiss market is unique in terms of the high proportion of multinational corporations with local headquarters. To ensure operational integrity both locally and with dispersed global sites, these corporations have exceptionally high expectations of both their in-country and global communications infrastructure. This alliance is all about helping our joint customers more effectively to serve their own customers. We will be able to focus each company's operations better to serve their customers' needs."

“Both Swisscom and Verizon Business will continue to operate as usual within the Swiss market and globally to serve their respective customers not affected by this alliance.”

Swisscom has developed a habit of signing strategic alliances – so far, it has penned deals with Vanco (now, presumably defunct), BT Global Services and Unisys, all of which compete with Verizon Business to a greater or lesser extent.

The logic behind such deals for Swisscom is to protect domestic revenues from the disproportionate base on MNCs headquartered in Switzerland and the ‘divide and conquer’ approach may work. More broadly, the move reflects the ‘co-opetitive’ nature of the telecoms sector which is characterised by players both co-operating and competing for customers’ business – the good news being that ultimately it should be the customer that makes the choice of service provider.

VIRTELA LAUNCHES SECURE VIDEO EXTRANET SERVICE

Virtela, the U.S.-based global virtual network company, has introduced Secure Video Extranet, “a service that enables businesses privately to connect to video endpoints outside of their corporate perimeter to support telepresence and other videoconferencing applications with partners worldwide.”

“With this service, Virtela resolves the network quality and security concerns associated with partners on different carriers’ networks needing visually to connect, enhancing their overall experience while creating productivity increases inherent to video communications.

Virtela’s Secure Video Extranet service overcomes the challenges typically associated with videoconferencing between partner communities, where endpoints often reside on different carriers and Internet peering to connect them adds jitter, latency and packet loss that can severely impact video quality. Virtela optimizes video calls between partners via a multi-carrier network that exchanges video traffic between locations while bypassing public and private peering points and their inherent performance issues. Virtela currently provides managed extranet services to many leading multinational corporations and is applying that network and security expertise to video extranet requirements. By setting up and maintaining security policies between partners, for example, Virtela ensures security posture as trusted and untrusted environments become linked.”

“Virtela has a long history of providing partner extranet services and we recognized the need for companies to connect with business partners through videoconferencing as a natural offshoot of our existing services,” said John Powell, Virtela’s VP of global channels. “Our network was engineered from the start to handle demanding applications and deliver packets in sequence, which further optimizes video communications and enables us to provide stringent end-to-end performance guarantees specific to video traffic.”

“Virtela’s Global Service Fabric (GSF) network is carrier- and vendor-neutral, allowing customers to take advantage of their existing infrastructure and access while implementing new solutions that improve cost savings and performance. The GSF

employs Regional Policy Centers (RPCs) around the world that aggregate and integrate hundreds of networks, leveraging private connectivity between carriers. This architecture is optimal for corporate extranets, ensuring that businesses on disparate networks can connect via secure, high-quality connection points critical to support bandwidth-intensive applications such as High Definition (HD) videoconferencing and telepresence solutions. Companies in merger and acquisition mode that need to assimilate new locations can also leverage Virtela's Secure Video Extranet service to enhance their business processes.

Unlike other solutions, Virtela's network approach is agnostic to the telepresence or HD video endpoint in use. Extranets of all leading vendor types are supported, although there are limitations with video equipment compatibility between telepresence vendors.

In addition, other providers offering similar services typically operate on a much smaller geographic scale, connecting to other network providers at less than a handful of network access points. This can add significant latency to the videoconference, since traffic must get to one of these access points that can be located halfway around the world from where the conference endpoints reside.

Virtela also connects to bridging and gateway partners, providing those capabilities as a network-based service offered on demand for customers."

Following the demise of Vanco, the onus is on remaining VNOs (Virtual Network Operators) to prove that their business models have any differentiation over what established players with networks and deep skill bases can offer customers.

This new service from Virtela does, on the face of it, help MNCs get over come of the challenges of managing international, and inter-company, videoconferencing. However, the approach remains quite easily replicable for larger competitors. The likes of Virtela will have to continue to innovate in this way to keep ahead of their larger competitors.

VERIZON BUSINESS LAUNCHES NEW SECURITY DEVICE

Verizon Business is to offer security monitoring and management services for Fortinet's FortiGate systems, one of the leading unified threat management (UTM) platforms on the market today.

"The new platform - which is immediately available in the United States, as well as many countries in Europe and Asia-Pacific - provides an additional choice for customers seeking all-in-one protection for their extended enterprise. The newest option from Verizon Business brings together firewall, anti-virus, anti-spam, virtual private network (VPN), Web content filtering and intrusion prevention (IPS) protection into a single, high-performance appliance.

The Fortinet platform enables customers cost-effectively to defend against current and emerging network threats without slowing their networks, while providing integrated hardware, software and services to ensure robust security and high performance. The

platform is ideally suited for mid-sized businesses and enterprises with a remote workforce.”

“With the extended enterprise becoming inherent to everyday business, organizations are opening themselves up to more risk,” said Kerry Bailey, VP of Verizon Business Security Solutions. “As a vendor-neutral security solutions provider, Verizon Business is committed to delivering leading-edge technology that best suits specific customers and their unique needs. Expanding our existing UTM offerings to embrace Fortinet demonstrates that commitment.”

“Verizon Business works closely with customers to identify where UTM devices fit into their overall security architecture and which capabilities will best protect their businesses. Customers can elect to have Verizon Business monitor and/or manage their UTM devices. By out-tasking support of these complex devices - which can encompass firewall, virtual private networking and intrusion protection services - enterprises can greatly complement their in-house capabilities.”

“Earlier this year, Verizon Business globally launched its UTM monitoring and management service on two platforms: the Cisco ASA (Adaptive Security Appliances) and the Juniper Networks Secure Services Gateway (SSG) Family. As with other offerings in its robust global security portfolio, Verizon Business’ UTM offering can be fully integrated with other products and solutions, providing customers with a comprehensive view into their security environment.”

This is a pragmatic move by Verizon Business – supplier agnosticism is a sensible approach as, ultimately, the customer has to decide whose technology they want to implement and, with security staying at the top of big business customers’ concerns, it is important to meet their needs.

CABLE & WIRELESS LOOKING TO BUY THUS

Cable & Wireless has confirmed that, on 28th May 2008, it approached the Board of Thus Group in relation to a possible cash offer for the company at a price of 165 pence per share. Thus has since informed Cable & Wireless that it would not be prepared to recommend an offer at this level or enter into discussions.”

“Cable & Wireless is disappointed in Thus’ response since it strongly believes that 165 pence, representing a 50 per cent premium to the Thus share price on the day before its approach, is an attractive reflection of the value of Thus’ standalone business and the benefits of the proposed business combination.

Cable & Wireless believes that, in the changing telecoms environment, scale is critical and only operators with significant scale and cost advantage will be able to sustain the investment required to attract higher margin revenues. Accordingly, Cable & Wireless believes that its proposal offers an attractive future for Thus and its customers, as Thus would become part of a larger, stronger group with greater scale, product and service capability and financial strength.

For Cable & Wireless, an acquisition of Thus would allow it further to develop the value of its Europe, Asia & US business (EAUS) within its established strategic

framework and accelerate its growth plans. In particular, the acquisition of Thus would:

- Accelerate EAUS' growing market share of large enterprise and government customers; and
- Produce savings in outpayments, operating costs and capital expenditure.

Cable & Wireless is also comfortable that its existing EAUS business is a strong platform from which to deliver the long-term targets that have been set for the business on a standalone basis. As such, Cable & Wireless views Thus as an incremental opportunity that would be additive to its existing plans for value realisation. However, Cable & Wireless is also keen to ensure that its existing timetable to consider value realisation options in 2008/09 is unaffected by the proposed acquisition.

Against this background, Cable & Wireless considers that it is not in its shareholders' interests to engage in an extended process to try to persuade the Board of Thus to enter into discussions. Cable & Wireless is therefore today announcing a self-imposed deadline of 5:00pm on 30th June 2008 either to announce a firm intention to make an offer for Thus under Rule 2.5 of the City Code on Takeovers and Mergers or to announce that it does not intend to make an offer for Thus, unless the Takeover Panel otherwise agrees.

Cable & Wireless considers that its proposal represents a full and fair offer which unlocks value for Thus shareholders which would not be available to them on a standalone basis. Accordingly, Cable & Wireless hopes that the Board of Thus will reconsider its refusal to discuss the Cable & Wireless proposal.

This announcement does not amount to a firm intention to make an offer and accordingly there can be no certainty that any offer will be made. A further announcement will be made in due course if appropriate."

Whilst this move makes sense because the combined players could realise synergistic savings and the UK market remains oversupplied, there is also an element of personal animosity here. The CEOs have both worked for Cable & Wireless in the past and, when C&W made its bid for Energis, THUS tried to steal Energis from under the nose of C&W with a late counter-offer.

Consolidation between UK service providers is inevitable, but in the meantime both companies' competitors will look to exploit any uncertainties about their future when trying to win business against them. Either way, it looks like this particular issue should be resolved by the end of the month.

COLT EXTENDS UK NETWORK TO SLOUGH

COLT has announced that it has extended its fibre network to Slough in Berkshire as part of its drive "to address the growing telecoms and data centre needs of businesses located in the 'doughnut' around London."

“COLT is now able to offer local businesses high-speed telecoms and business continuity solutions within the Slough area as well as right across Europe using its fibre network that reaches 13 countries and more than 100 cities.”

“For disaster recovery and regulatory compliance reasons, more and more central London-based organisations are opening data centre facilities around the M25 that are geographically separate from their main office,” said Detlef Spang, Managing Director of COLT UK. “We are seeing real demand for high-bandwidth telecoms and data centre services from both London-based organisations and local Thames Valley businesses. Our first Slough customers are already enjoying the high-quality connectivity that we offer and we are going to be extending our fibre network to other locations around London in the next few months.”

“With its new PoP (Point of Presence), COLT will be able to serve the estimated 3,000 businesses in Slough and will also provide connectivity for several other significant commercial areas including Langley Business Park, Langley Business Centre and Poyle Industrial Estate. Slough and the Thames Valley region are renowned in the UK region for the high percentage of high-tech companies, but they also enjoy a significant diversity of business that underlines the region’s reputation as a significant growth area in business.

In a survey conducted last year for COLT, 76% of businesses said they expect a secondary data centre to become a standard requirement for business continuity. COLT opened London 3, its largest facility in Europe, 10 miles north of the M25 in December 2007 specifically to meet demand for third-party data centres.

COLT offers business telecoms services right across the UK using its own fibre network and wholesale agreements with other telecoms providers. In the UK, COLT’s fibre network reaches London, Birmingham, Manchester, Reading, Slough and Bristol, and totals 25,000 kilometres across Europe.”

It is sensible for COLT to expand its network into areas where customers have requirements, rather than relying on leased capacity – it should deliver better margins and better customer service, as well as expand the addressable market – and this is a key concern for a company that has tended to stagnate recently in terms of revenue growth.

BT LAUNCHES WHOLESALE ETHERNET SERVICE

BT has announced the launch of its Wholesale Ethernet service, the latest service to launch on its 21st Century Network (21CN) platform.

“A national next-generation Ethernet service, Wholesale Ethernet from BT, aims to offer the leading capability with the widest available service in the UK by Spring 2009. With Ethernet forecast to be the UK’s fastest growing access technology in terms of spend between now and 2012, today’s launch of Wholesale Ethernet sees the introduction of a truly carrier-grade, competitively priced Ethernet service for UK communications providers.

Wholesale Ethernet offers fixed communications providers a high-bandwidth, cost-effective, flexible networking solution for linking up multiple sites across the UK for their large enterprise and business customers. Wholesale Ethernet also allows mobile operators better to support bandwidth-hungry services based on 3G and HSDPA technology, with a number of customers already confirmed for the service.

The service delivers core bandwidth speeds of up to 1Gbps at launch, with a flexible range of options from 1Mbps to 1Gbps. Access speed ranges will also increase from the current offer of 10Mbps, 100Mbps and 1Gbps to include 10Gbps. At launch, the service will be available from over 100 Ethernet nodes across the UK, progressively rising to more than 600 by Spring 2009.”

Cameron Rejali, Managing Director of Products and Strategy at BT Wholesale, said: “We are building a national Ethernet service that provides our customers with the carrier-grade quality of service, cost efficiencies, bandwidth capacity and service flexibility that no other wholesale provider can offer today. By selecting BT as their partner of choice for the supply of wholesale Ethernet services, communications providers can also begin to reap the benefits of 21CN and start offering new next-generation products and services to their customers.”

“With a Wholesale Ethernet service delivered over 21CN, communications providers benefit from an easy transition to next-generation network technology, to allow for the introduction of new converged applications for customers based on Internet Protocol (IP). For example, the service will support applications such as Voice over IP (VoIP) and videoconferencing. Other benefits of the service include a flexible range of service options, including scalable bandwidth, which provides communications providers with the flexibility to turn their bandwidth up or down depending on requirements.

The service allows communications providers to benefit from the cost efficiencies of Ethernet and the lower costs generated by 21CN, providing a cost-effective networking service to complement or replace the leased lines and traditional data services that are otherwise used by fixed and mobile operators to connect sites.

Communications providers will further benefit from the introduction of a forthcoming customer service portal for BT’s Wholesale Ethernet product that will provide a simple ordering system, together with the flexibility and control to obtain quotes, report faults and monitor their service.

Wholesale Ethernet is also a key service underpinning BT Wholesale’s Managed Customer Network portfolio, whereby major UK operators are choosing to outsource some or all of their network management to BT Wholesale. This allows operators to reduce costs, minimise risk and capital expenditure, and, at the same time, migrate to a next-generation network infrastructure and introduce new innovative products to customers at a faster pace.”

Brian Fitzpatrick, Managing Director of BT Wholesale Markets, said: “Given the scale of our commercial success and signed contracts for the service to date, we feel very confident our solution is the best in the market. More and more communications providers are turning to BT Wholesale to take over the management of their networks,

in a drive to minimise costs and risk, while benefiting from the economies of scale and national reach offered by BT Wholesale. Today's launch of Wholesale Ethernet, which is central to our Managed Customer Network capability, provides a further boost to our position in that market."

This move underlines the growing importance of Ethernet services in the corporate, MNC and wholesale segments, but also underlines BT Wholesale's lack of speed to market when other players have already taken on board this market development. BT needs to show more delivery on 21CN and less spin, especially when it is widely rumoured that the whole 21CN process is falling ever further behind schedule.

EASYNET ROLLS OUT PARTNER PROGRAMME INTERNATIONALLY

Following the success it has claimed for its partner strategy in the UK, Easynet is now rolling out its partner programme at a global level.

"Since the programme's inception in the UK in March 2007, revenue from Easynet's indirect channel in the UK has increased by 46%, with the average order value doubling as partners focus on enterprise opportunities. The channel has become a significant and crucial part of the Easynet business. Now this success is to be reflected beyond the UK, as partners across the world share their individual skills to create a truly international partner 'Ecosystem.'

As customers' business requirements become increasingly complex, it is now more important than ever to create a strategic 'Ecosystem,' sharing talents and skills across borders. Easynet's global programme addresses this. The programme has exactly the same framework across all countries to ensure quality and consistency, but is tailored to each country. This approach ensures partners benefit from Easynet's local expertise as well as its global experience. Already Easynet's partners have delivered solutions for customers as far afield as the Cayman Islands, Vancouver, Dubai and Shanghai.

Within Easynet's global partner programme, there are two categories: Alliance Partners and Enterprise Solution Partners. Alliance Partners are those who provide global technology expertise, Enterprise Solution Partners are specialists in certain vertical sectors or have specific technical competencies to complement the core Easynet service."

Michael Carter, Managing Director of Netpremacy and an Easynet Partner, commented on the programme: "Within the Enterprise Solution Partner category, there is a formal accreditation process where partners are rewarded for working more closely with Easynet and other Eco Partners. This means access to MDF funding, as well as the high-touch vertical specialists, subsidised sales training and visibility of the future product roadmap to facilitate long-term planning. It is a well thought-out programme and we are looking forward to being part of it."

Alan Ryan, Easynet's Global Alliances Director, said: "It's important to reward the investments made by our partners, their accreditations and on-going commitment to the Easynet Ecosystem philosophy. We see this as a relationship that is more than just pure orders and revenue. It's a shared vision and a shared approach, and shared

risk and reward in a long-term relationship, not a short-term deal cycle. Rolling this programme out on a global basis puts us in an incredibly strong position, creating a true global 'Ecosystem' of skills to deliver an outstanding, seamless experience to international enterprises.”

Easynet continues to outperform expectations and appears also to have established a successful third-party channel to market in the UK, which is now being rolled out across Europe. Whilst not a major competitor for the biggest accounts, Easynet has established itself as a strong niche player in the 'marzipan layer' of business customers where others (for example, Viatel) have struggled.

VERIZON BUSINESS EXPANDS ULH NETWORK TO ASIA PACIFIC

Verizon Business is expanding its ultra long haul (ULH) network to enhance communication services for companies doing business in the fast-growing Asia-Pacific region.

“The company will deploy 155 kilometres (96.3 miles) of ULH network between Tokyo and Maruyama in Japan. The latest ULH expansion, part of Verizon Business’ planned 2008 investment to advance the company’s industry-leading global network capabilities, complements Verizon Business’ pioneering deployments of the high-capacity optical technology in the United States and Europe. ULH transports information (data, video, voice) over long distances more reliably and quickly because it requires fewer signal regenerators.”

“Expansion of our ULH network reflects Verizon Business’ commitment to meet the evolving needs of our business and government customers worldwide,” said Joe Cook, VP of global network engineering and planning for Verizon Business. “We’re constantly improving on our already exceptional network reliability and speed.”

“The company has already deployed and activated more than 51,500 kilometres (32,000 miles) of ULH in the USA and plans to add 6,437 kilometres (4,000 miles) by year-end.

In Europe, Verizon Business completed 3,100 kilometres (1,926 miles) of ULH network in late 2007 on the core backbone network and turned up service in April of this year. Main network hubs are located in London, Amsterdam, Frankfurt, Paris and Brussels.

When completed, the ULH network will extend 80,467 kilometres (50,000 miles). ULH enhances delivery of high-bandwidth applications such as video, wireless, high-speed Internet, multimedia content distribution, real-time imaging, storage networking and Web services. With its ability to transmit signals up to 2,000 kilometres (approximately four times farther than traditional technology) without regeneration, ULH allows elimination of thousands of pieces of equipment and physical connections among network elements. This improves network performance and efficiency while also allowing quicker network restoration and provisioning.

Capable of delivering both 10Gbps and 40Gbps signals, the Verizon Business ULH system enables delivery of next-generation services such as MPLS, SONET and

synchronous digital hierarchy (SDH), as well as IP. As the company deploys 40Gbps on selected routes, customers benefit from enhanced overall performance and responsiveness on those routes.”

This move underlines the continued importance of growth offered by markets in the Asia Pacific region at a time when the U.S. economy is verging on recession and when European markets are at a stage of slower growth – as multinational corporations hedge against regional variations in growth by spreading their risk across many countries, so telecoms service providers can do also.