Telseon:
Delivering Gigabit Ethernet Services by Breaking the Metropolitan Broadband Bottleneck

Telseon is a metro-area managed optical network provider. The Denver-based company provides a Gigabit Ethernet optical network that is being deployed in the major cities throughout the U.S. today and globally in the future. The innovative structure and features of this network effectively break the metropolitan bandwidth bottleneck that threatens the growth of the Internet economy.

Telseon enables its customers, service providers, internet data centers, and enterprise businesses to control their network bandwidth provisioning and to dynamically reshape their network in minutes. Telseon is using Riverstone Networks' RS Switch Routers to provide customers with connections at variable data rates up to 1 Gbps via a standard Ethernet interface, eliminating the need for costly MAN-specific interfaces and associated support staff. By using Riverstone's fiber optic and gigabit Ethernet technologies, Telseon provides network services that can be scaled as demand changes – and Telseon customers pay only for the bandwidth they use.

Breaking the Metropolitan Bandwidth Bottleneck

"The flood of data traffic generated by the new Web-based economy is overwhelming the existing voice-optimized infrastructure within the metropolitan area," says Mick Seaman, Founder and Chief Technical Officer of Telseon. "Traditional metropolitan services designed for voice traffic make the provisioning for data services cumbersome, lengthy, and expensive to operate."

Telseon's Gigabit Ethernet-based services are breaking the metropolitan bandwidth bottleneck, bringing high-speed connectivity that is helping to transform the metropolitan network landscape. Innovative metro services facilitate new Internet data centers where Application Service Providers (ASPs), Content Service Providers (CSPs), and E-commerce solution providers can colocate. Multi-Tenant Unit (MTU) providers and Building Local Exchange Carriers (BLECs) are also recognizing the revenue generating opportunities provided by high-speed metro networks that deliver controllable bandwidth to their customers.

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"We selected Riverstone for our new broadband metropolitan service because of the service enabling features of their products, such as wire speed Level 2 and 3 functionality, scalability, and QoS features," says Mick Seaman, Founder and CTO of Telseon. "Another major consideration was Riverstone's engineering support from a pre-sales and post-sales standpoint, as well as their ability to implement critical features in a timely fashion."

Real-time Provisioning Puts the Customer in Control

Telseon is the first Metro Service Provider to put the customer in control of his or her own provisioning and bandwidth services, redefining the cost and availability models for gigabit IP services in the Metropolitan Area Network. "Telseon's IP provisioning system interfaces directly to the service control features of the RS Switch Router, allowing customers to dynamically change their service requirements," says Seaman.

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"For example, a Telseon customer may want to create a new connection to a business partner, or change the level of bandwidth for new applications, offices, or connections. To change the bandwidth, the customer uses the provisioning system to enter a request, and within seconds the bandwidth is changed on the RS Switch Router that controls the customer's access to the network." Ensuring that customers have more direct and immediate control over their bandwidth helps to increase customer satisfaction and to reduce customer churn in an ever more competitive marketplace.

Riverstone's metro access and aggregation solutions combine versatile connectivity with flexible IP service enablers such as bandwidth carving, hardware-based accounting, traffic shaping, and QoS. The Telseon provisioning system leverages the RS Switch Router's hardware-based data capture, advanced routing software intelligence, and reliable accounting data collection features. The provisioning system enables Telseon customers to penetrate new markets quickly, build solid revenue streams, and establish a competitive advantage by adding new connections and increasing bandwidth as needed.

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Real-time Provisioning Puts the Customer in Control

From network installation to provisioning, to growth and expansion, Telseon delivers high-performance reliable bandwidth on demand to their customers. They offer aggressive SLAs to guarantee that 100 percent bandwidth will be available when customers need it – with options that can increase your network availability up to 99.999 percent of the time.

The ability to offer an aggressive SLA is supported by Riverstone's hardware architecture that, combined with its RapidOS software interfaces, enables real-time network monitoring capabilities. Using the RapidOS interface to their network management platform, Telseon network administrators can immediately learn about any unusual application behavior so that they can act before customer services are interrupted or impacted.

"Riverstone's solution helps Telseon deliver the most reliable network infrastructure for metro area services today, with latency and packet loss guarantees that far surpass those of traditional Internet providers," says Seaman. "We are confident that Riverstone's metro solutions will be able to support our aggressive future deployment plans and will give our customers the self-provisioned services they need."

e.nabling Service Provider Infrastructure

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