



## Educational Workshops

WEDNESDAY, October 1, 2008

(approximately 45 minutes)

**9:00 AM**     **Competing Successfully with New Services; IPTV and Carrier Ethernet**

(Room 106)     **Presenter:** Wayne Walters ..... ECI

To deliver IPTV and triple-play services, service providers' networking infrastructure must accommodate higher bandwidth requirements, services flexibility, and QoS guarantees cost-effectively. The key is to control costs by maximizing network performance and capacity, while supporting legacy cash-cow services and migrating over time toward a packet optical architecture in the transport network. This presentation examines strategies for networking solutions for IPTV services while supporting legacy services and leveraging the installed base, building upon next-generation Ethernet and packet-optical alternatives as an effective migration strategy.

Reconfigurable optical add/drop multiplexers (ROADMs) in metro DWDM, together with carrier-grade Ethernet and MPLS transport, improves the flexibility of the optical layer and enables carriers to quickly provision better and faster IPTV services. This presentation examines these developments, with a focus on strategies for a smooth evolution from legacy SONET/SDH systems, accommodating growing traffic levels in the access, metro, and transport segments. Case studies of service providers who have adopted this technology approach will be examined, with an eye toward lessons learned, business models, and strategies for moving forward.

Specific topics to be addressed include:

- Packet optical convergence and its role in providing better, faster IPTV services
- Advances in Carrier Ethernet over next-gen optical topologies for the delivery of IP multimedia services
- Improved management of optical networks and services delivery
- FTTP, in conjunction with DSL and PON, as an end-to-end network proposition

**About ECI Telecom:**

ECI is an access vendor with over one million IPTV subscribers receiving services over its equipment. As such, the company brings innovation, efficiency and customer-focus as a global networking infrastructure vendor. ECI is recognized by prominent industry analysts as a leading innovator for its many industry firsts since 1988, such as the launch of OTN CPE platform in 2006, IPTV mass deployment in 2006, FTTP deployment in Europe in 2005 and MSTP platform in 2002, to name a few. ECI's technological advancements have always been industry needs-driven and

standards-based, with leading density and flexibility for features and interfaces, offering a gradual migration path from existing infrastructure to a new generation network. In doing the company has enabled over 150 carriers and service providers worldwide to address their current and future business challenges with best-of-breed infrastructure solutions.

**Contact Person:**

Daniel R. Coran  
Speaker Coordination Manager  
ECI Telecom  
+1-815-331-6133 (office)  
+1-815-263-3676 (mobile)  
+1-815-981-8177 (fax)  
[dcoran@gmail.com](mailto:dcoran@gmail.com)  
[www.ecitele.com](http://www.ecitele.com)

**10:00 AM CDL and DOT Requirements**

(Room 107) **Presenter:** [Buddy Mauger](#) .....Department of Transportation Consultant

Former Pennsylvania State Trooper Buddy Mauger will conduct a presentation on CDL and DOT requirements, weight limits and safety items.

**11:00 AM Security Vulnerability Assessments for Businesses**

(Room 109) **Presenter:** *Shawn Mell*, PA State Trooper..... PA State Police

Shawn will explain what a Vulnerability Assessment is and how you could request an assessment free of charge at your place of business. This is an excellent service they provide at no cost to companies.