

# Delivering Next Generation Access

## Delivery of Next Generation Access products

- ▶ What does NGA mean to Griffin?
- ▶ Opportunities
- ▶ Challenges

## What does NGA mean to Griffin?

- ◆ All IP
- ◆ QoS
- ◆ More varied service offerings
- ◆ Reduced costs for Partners
- ◆ Growth in capacity requirements

## What does NGA mean to Griffin?

*The future is here. It's just not widely distributed yet.*  
William Gibson (1948 - )

## What does NGA mean to Griffin?

- Coverage
  - WBC roll out continues
  - FTTC
  - FTTP/H

## Opportunities

*Prediction is very difficult, especially about the future.*  
Niels Bohr (1885 - 1962)

## Opportunities

- ◆ The chance for BT to win back some of the Virgin Media customers
- ◆ Ethernet based Internet access
- ◆ Leased line throughput levels of services with the rapid deployment of DSL
- ◆ Assured rate services on FTTC

## Opportunities

- ▶ Video Conferencing
- ▶ Hosted Applications
- ▶ Hosted Desktop

## Challenges

- ❖ Capacity
  - Hardware
  - Network
- ❖ DPI
- ❖ Fair usage

# Questions