



# APPLICATION BRIEF



## TELCO BYPASS SOLUTIONS

### Optical Wireless for Telco Bypass: Eliminating Inadequate or Expensive Carrier Fixed-Line Access for Enterprises

#### THE PROBLEM:

Today's Enterprises run corporate local area networks (LANs) that require substantial bandwidth capacity to stay efficient and cost-effective. With network services such as VPN and VoIP becoming standard business requirements for global corporations, 20 percent of Enterprises operate Gigabit Ethernet LANs, according to industry analysts. While Enterprises are migrating to Gigabit Ethernet LANs inside buildings at a measured pace, much of the network connectivity options available through Telcos outside the very same buildings are either too slow or too costly. Copper-based fixed T1/E1 lines dominate many metropolitan city telecommunication carrier networks. These fixed lines, although low-priced, can only provide 2 Mbps of throughput for connecting high-speed LANs that operate at more than 80 to 500 times the bandwidth. For an Enterprise with a Gigabit Ethernet LAN or even a Fast Ethernet LAN, a T1/E1 fixed line between buildings is the equivalent to trying to extinguish a five-alarm blaze with a garden hose. These IT Managers are suddenly faced with the choice between a T1/E1 or a high-speed and high-cost Telco option. A year-long carrier fiber lease, for example, can be \$120,000 or more.

*T1/E1 leased carrier lines do not deliver the level of connectivity throughput for Enterprises operating Gigabit Ethernet LANs or Fast Ethernet LANs. Meanwhile, carrier-leased fiber-optic cable can provide the connectivity throughput for high-speed LANs but carry long-term lease commitments and monthly charges of \$10,000 and more.*

#### THE SOLUTION:

*High-throughput beams of light connect Enterprise corporate LANs operating at Fast Ethernet and Gigabit Ethernet speeds.*

Outdoor wireless solutions from LightPointe. Enterprises worldwide deploy LightPointe point-to-point solutions to eliminate inadequate or costly leases and enjoy ultra-high throughput and return on investment (ROI) that is unrivaled by any carrier fixed-line alternative. Because LightPointe's outdoor wireless solutions use beams of light to provide connectivity, they are license-free, secure to intrusion and immune to radio frequency (RF) interference from competing RF solutions. LightPointe's outdoor wireless solutions match fiber-optic cable throughput but at a fraction of the recurring cost of carrier-leased fiber-optic cable. Moreover, the LightPointe solutions deliver the necessary throughput to support corporate LANs operating at Fast Ethernet or Gigabit Ethernet speeds—something leased T1/E1 lines cannot accomplish.

The solution eliminates:

- Costly recurring lease charges from Telco intermediaries for fiber-optic cable
- T1 and E1 throughput constraints and bottlenecks
- Licensing and spectrum interference issues of RF solutions
- Reliance on Telco intermediaries and lengthy install timelines
- Poor carrier customer service for existing services



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### LIGHTPOINTE LEADERSHIP:

*LightPointe Optical Wireless solutions are the optimal Telco Bypass alternative, replacing insufficient T1/E1 leases or expensive fiber-optic cable leases.*

LightPointe is a pioneer in Optical Wireless solutions. Whether Enterprises are seeking to deploy new connectivity between two or more buildings or replace costly or insufficient carrier fixed-line access, LightPointe provides proven outdoor wireless solutions. The company's Optical Wireless products have enabled Gigabit

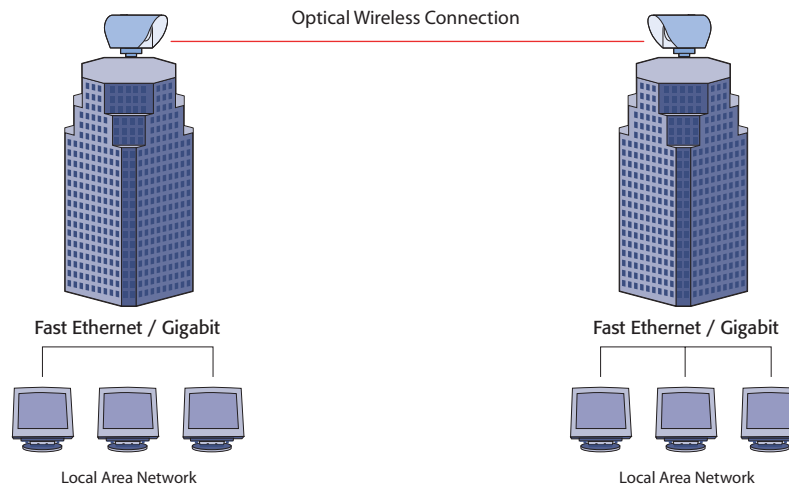
Ethernet LANs and Fast Ethernet LANs in less than 48 hours, eliminating ongoing Telco costs for some of the world's best-known companies and organizations. Designed to meet the bandwidth and availability requirements of the Enterprise, LightPointe seamlessly connects buildings with line-of-sight visibility within approximately 5,000 meters (3 miles):

Additional benefits include:

- Full line speed, bi-directional communication
- No ongoing Telco charges – simply purchase and install
- Not reliant on carrier T1/E1 or fiber-optic line availability
- Secure connections. Cannot be intercepted.
- Immune from interference with existing wireless products
- Can be mounted on building rooftops or behind office windows
- No spectrum licenses
- Works in multiple climates – customer proven in 60 countries around the world
- Multi-beam redundancy available

### CORPORATE HEADQUARTERS

### OPERATIONS & MANUFACTURING



LightPointe extends high-speed telecommunication bypasses between multiple buildings