

SubOptic
2007

Enabling Global Communications

Wet Maintenance, What's the Right Model?

Michael Kelly

VSNL International

VSNLINTERNATIONAL™

Presenter Profile

Michael is Sr. Director, Network Strategy with VSNL International responsible for strategy and implementation of undersea programs. Prior roles include Sr. Director, Service Management supporting capacity and colocation customers around the globe. Captain Kelly, a licensed Master Mariner for over twenty years, commanded numerous cables and was Director, Marine Operations for Tyco Telecommunications. His extensive experience includes installation and repair of commercial and government cables.

Michael has a BS in Marine Transportation from Massachusetts Maritime Academy and his MBA from Rutgers University.



Michael Kelly

Sr. Director, Network Strategy

m.kelly@vsnlinternational.com

(732)-888-6715

Wet Maintenance, What's the Right Solution?

Maintenance decision drivers

- Product portfolio and value proposition
- Strength and competitiveness of maintenance supplier market
- Network operators need for autonomy/control
- Network robustness
- Geographic risk
- Component risk

Wet Maintenance, What's the Right Solution?

Maintenance Solution Choices

- Consortium model
- Private model
- Ship of Opportunity
- Dedicated ship

Wet Maintenance, What's the Right Solution?

Maintenance Solutions, Pros and Cons

Type	Pro	Con
Consortium	<ul style="list-style-type: none">-Stable-Cooperative goals	<ul style="list-style-type: none">-Bureaucratic-Cable/Ship dual owner conflicts of interest
Private	<ul style="list-style-type: none">-Customized solutions-Global one stop shop	<ul style="list-style-type: none">-Extreme sensitivity to market influence
Ship of Opportunity	<ul style="list-style-type: none">-Potential cost savings	<ul style="list-style-type: none">-Time to repair-Diverse internal skill sets
Dedicated Ship	<ul style="list-style-type: none">-Control, financial/operational	<ul style="list-style-type: none">-Cost-Base port location

Wet Maintenance, What's the Right Solution?

State of Maintenance Marketplace

- Decline of global cables ship fleet
- Undersea cable installation demand
- Alternative ship/personnel employment
- Vendor diversity and competition

Wet Maintenance, What's the Right Solution?

State of Communications Solutions Marketplace

- Carriers migrate to multiple unprotected circuits
- Mesh restoration coming of age
- Growth of IP networks
- What are the future availability requirements?
- High availability starts before network construction

Wet Maintenance, What's the Right Solution?

So what's the right choice ...

- No one model may be right!
 - hybrid solutions involving multiple models

...and what drives the choice

- Balancing value proposition of network availability vs maintenance solution costs