

Fujitsu Announces FLASHWAVE CDS Packet Optical Networking Platform to Complement 7500 and 9500 in the Metro area, With Strong Density but Without PBT-TE support

Fujitsu has developed strongly competitive interface density, particularly at GbE, and adds 10 GbE interfaces for competitive differentiation. Those advantages, coupled with flexible multiservice options in interface cards, strong support for TDM and Ethernet OAM functionality, TL1 support, cross connect functionality, and NEBS compliance with environmental hardening give Fujitsu a design that appears relatively well targeted toward helping incumbent and alternative operators transition from TDM to Ethernet EPL and EVPLS services while also supporting the backhaul needs of WiMAX.

The CDC offers strong support for Ethernet OAM and carrier class attributes in terms of resilience. The choice of G.8261/G.8262 Synchronous Ethernet and lack of PWE3 support appears to make the targeting of mobile operators less strong with respect to WiMAX backhaul opportunities, which seems consistent with Fujitsu's strengths.

Despite those strengths, the lack of either MPLS or PBT-TE in the specifications for the first release seems to be an important omission. Fujitsu has been supportive of PBT-TE as the direction for its portfolio, and we expect it will add this support in a future release. Not adding PBT-TE now could have been due to time to market considerations, or possibly announcing it may not have seemed like a good idea in the period following news of BT's decreasingly positive stance on PBT-TE and prior to Nortel's announcement of its Verizon win at NxtComm. Further, the multiservice nature of the interface cards may detract somewhat from the strong interface density in practice, depending on an individual operator's mix of service needs - as it may represent a less than ideal mix and may strand some ports over time. However, Fujitsu can continue to develop additional options in interface cards in the future to address that, so it should not be a major concern. We expect it will introduce more "data centric" or "all data" interface card options over time.

The Flashwave CDS would be very competitive with respect to interface flexibility and density if it were in general availability today, although Fujitsu is giving its competitors a lot of advanced notice with which to respond. We

expect the CDS will not attain full General Availability status until early next year, and think it will not achieve its full competitive status until a subsequent release at an unknown date is made to add PBT-TE. So although Fujitsu appears to have a competitive design and basis for development in many respects, the platform will take awhile to become GA and attain its full competitive potential thereafter in a subsequent release - giving rivals plenty of time to respond.

(If you are interested in this topic, you can read the whole analysis on our web site, see the report: "Fujitsu Announces FLASHWAVE CDS Packet Optical Networking Platform")

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