



# Reseller Channel Training

Presentation by

Interprise powered by Internet Solutions

9th June 2009





# Reseller Channel Training

## AGENDA

- This and Future Training Sessions
  - Business ADSL
- Order Forms and Docs Required
  - Cheat Sheet
- Reseller rebates
  - Questions





# This and Future Training Sessions

- Welcome to First Training Session in JHB
  - Future Sessions every 45 days
  - Interprise and IS Partnership
  - Why Interprise?

Touch, Delivery, We understand your business





# Reseller Channel Training – Business DSL

Presentation by

**Jason Dworkin**  
Product Manager

9th June 2009





# Business ADSL

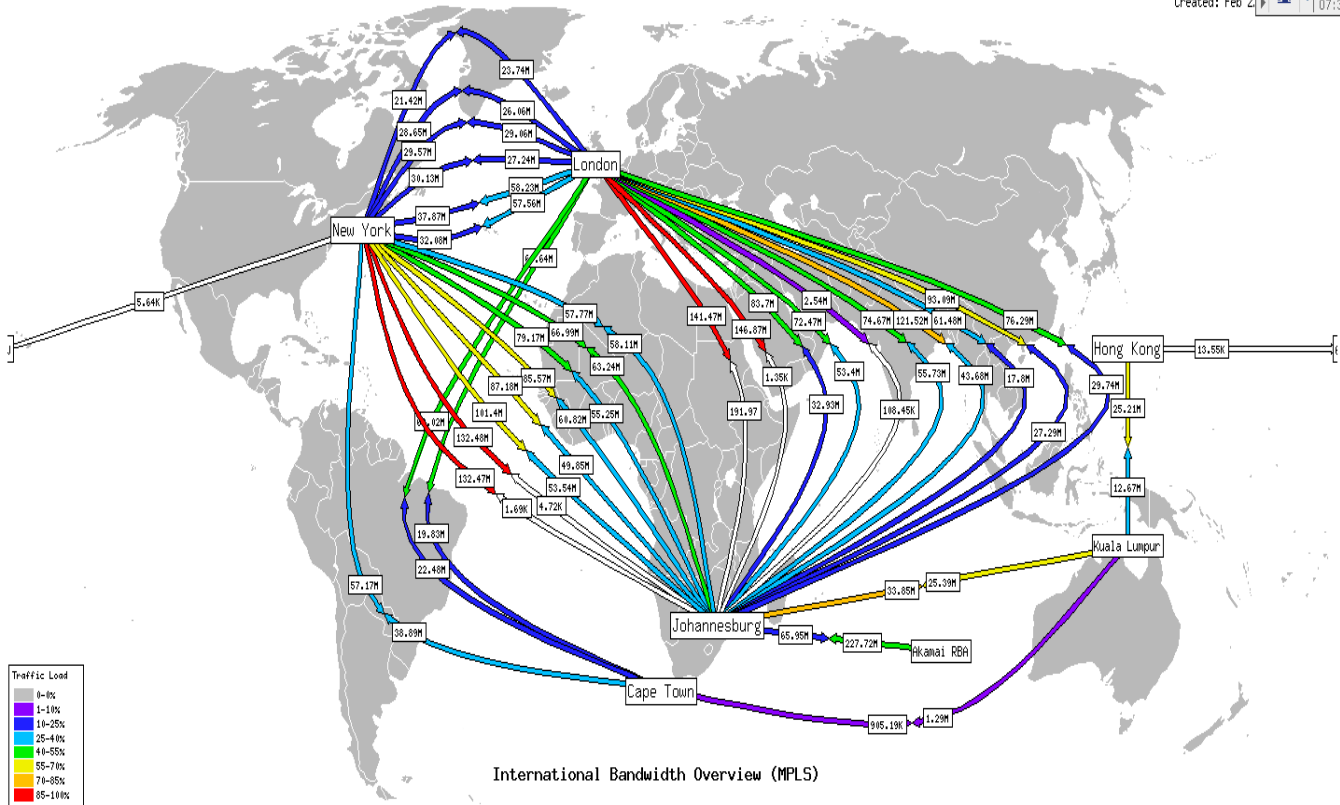
## Agenda

- IS International Backbone
- Business ADSL Product Suite and Costs
  - Business ADSL Abuse / usage stats
- Business ADSL Future Products / Enhancements
  - Important Facts
    - Questions



# International Bandwidth

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# Business ADSL Matrix



Service	Product	Medium	Router	Static IP	Rate Limited	List Price	Notes
B.ADSL	5GB	Fiber	✓	✓	✓	R 520.00	Telkom Line Speed Agnostic
	10GB	Fiber	✓	✓	✓	R 830.00	Telkom Line Speed Agnostic
	30GB	Fiber	✓	✓	✓	R 1670.00	Telkom Line Speed Agnostic
	50GB	Fiber	✓	✓	✓	R 2610.00	Telkom Line Speed Agnostic
	100GB	Sat	✓	✓	✓	R 4830.00	Telkom Line Speed Agnostic
	100GB	Fiber	✓	✓	✓	R 5740.00	Telkom Line Speed Agnostic
	150GB	Fiber	✓	✓	✓	R 8360.00	Telkom Line Speed Agnostic
	200GB	Fiber	✓	✓	✓	R 10970.00	Telkom Line Speed Agnostic
	300GB	Fiber	✓	✓	✓	R 15150.00	Telkom Line Speed Agnostic
	512Kbps	Sat	✓	✓		R 1450.00	Telkom Line Speed Agnostic
	512Kbps	Fiber	✓	✓		R 1870.00	Telkom Line Speed Agnostic
	1024Kbps	Sat	✓	✓		R 2900.00	Telkom Line Speed Agnostic
	1024Kbps	Fiber	✓	✓		R 3440.00	Telkom Line Speed Agnostic



# Business ADSL Express Matrix

Service	Product	Medium	GB per 10 days	Rate Limited	List Price	Notes
Express	384K	Satellite	5	192K	R940.00	Telkom line speed agnostic
	512K	Satellite	10	256K	R1290.00	Telkom line speed agnostic
	1024K	Satellite	20	512K	R2470.00	Telkom line speed agnostic
Express Plus	384K	Fiber	5	192K	R1050.00	Telkom line speed agnostic
	512K	Fiber	10	256K	R1490.00	Telkom line speed agnostic
	1024K	Fiber	20	512K	R2800.00	Telkom line speed agnostic
	120GB	Fiber	40	512K	R5750.00	Telkom line speed agnostic
	180GB	Fiber	60	512K	R8600.00	Telkom line speed agnostic
	240GB	Fiber	80	512K	R11400.00	Telkom line speed agnostic
	300GB	Fiber	100	512K	R14300.00	Telkom line speed agnostic

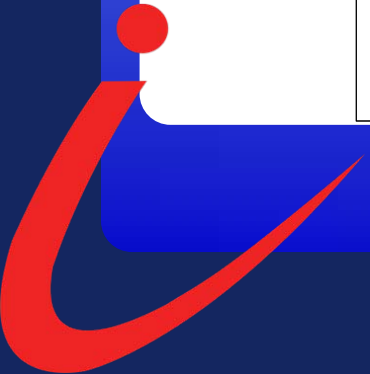
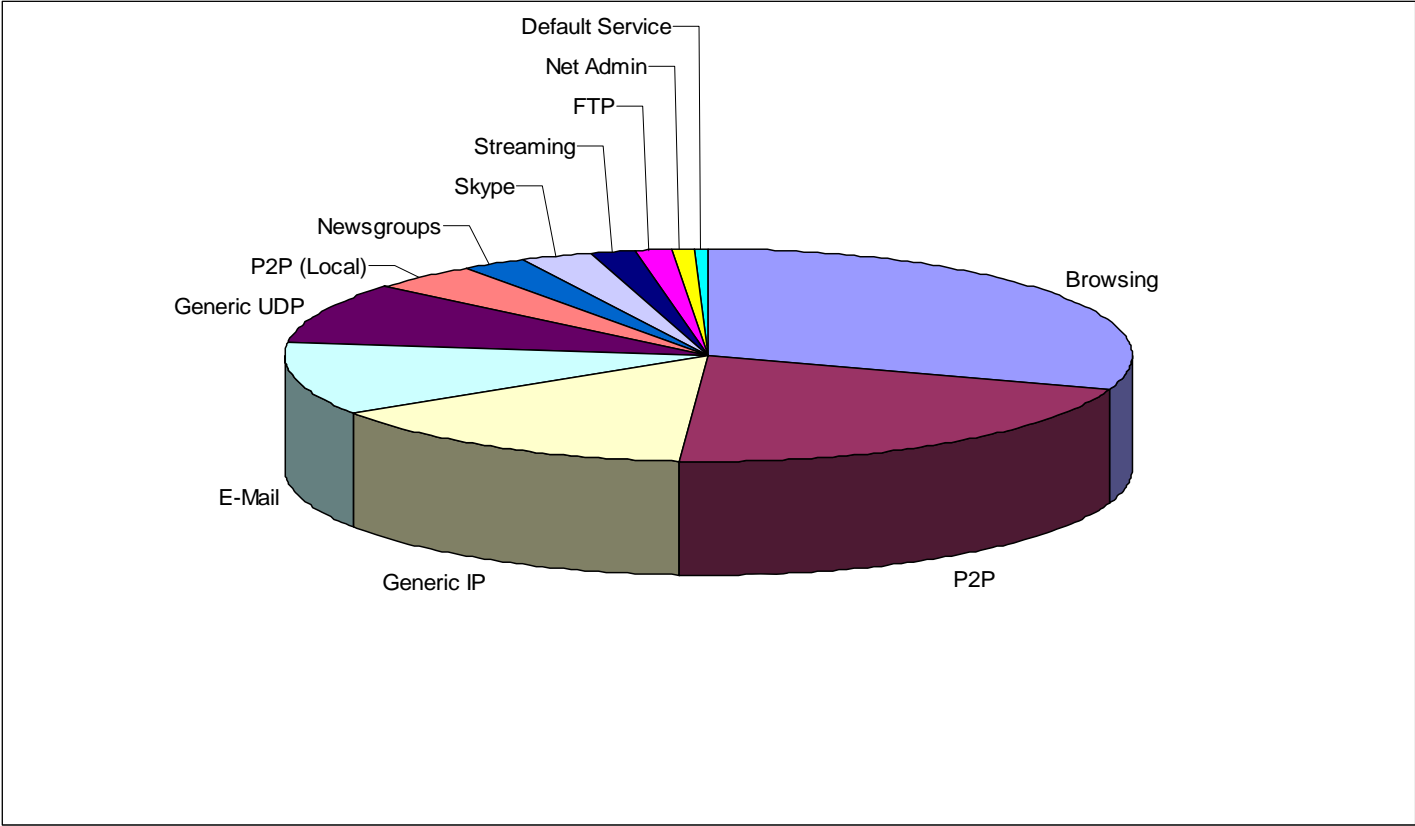


# Business ADSL Restrictions and Limiting

Service Example	Uncapped	Unlimited	Limiting / Restriction Details
B.ADSL	Yes	Yes	N/A
B.ADSL GB Range	Yes	No	Rate limited to 128K
ADSL Express & Express Plus	Yes	No	Rate limited to <b>half</b> the chosen package speed <b>(Limit removed from 8pm – 8am &amp; weekends – still accrues to threshold)</b>



# Business ADSL Traffic Breakdown



# Business ADSL Usage Per User Stats



**interprise**  
your internet partner

Service	Number of Users	0 to 3 GB%	3 to 20 GB%	20 to 50 GB%	50 to 75 GB%	75 to 100 GB%	100 to 150 GB%	150GB and above %
1024 Business ADSL Fiber Special	37.00	2.70	37.84	40.54	8.11	5.41	5.41	0.00
512 Business ADSL Fiber Special	12.00	8.33	75.00	16.67	0.00	0.00	0.00	0.00
IS Business Fiber 100GB 4096kbps	137.00	10.22	36.50	40.15	8.03	3.65	1.46	0.00
IS Business Fiber 10GB 4096kbps	514.00	59.92	39.11	0.97	0.00	0.00	0.00	0.00
IS Business Fiber 150GB 4096kbps	21.00	9.52	14.29	28.57	14.29	19.05	14.29	0.00
IS Business Fiber 200GB 4096kbps	7.00	0.00	14.29	28.57	28.57	0.00	0.00	0.00
IS Business Fiber 300GB 4096kbps	7.00	14.29	42.86	14.29	14.29	0.00	0.00	0.00
IS Business Fiber 30GB 4096kbps	178.00	19.10	73.03	7.87	0.00	0.00	0.00	0.00
IS Business Fiber 50GB 4096kbps	302.00	13.91	58.61	26.49	0.99	0.00	4.05	0.00
IS Business Fiber 5GB 4096kbps	352.00	73.30	25.57	1.14	0.00	0.00	0.00	0.00
IS Business Satellite 100GB 4096kbps	247.00	9.72	36.44	31.98	12.55	3.64	0.00	1.62
IS Business Satellite 10GB 4096kbps	45.00	88.89	11.11	0.00	0.00	0.00	7.41	0.00
IS Business Satellite 5GB 4096kbps	74.00	83.78	16.22	0.00	0.00	0.00	0.15	0.00
IS Fiber Access L2TP DSL 1024kbps	1201.00	16.65	38.05	19.65	10.82	6.83	7.41	0.58
IS Fiber Access L2TP DSL 512kbps	657.00	28.61	50.53	15.53	4.41	0.76	0.15	0.00
IS Satellite Access L2TP DSL 1024kbps	2918.00	26.63	40.34	19.47	6.44	3.67	3.12	0.34
IS Satellite Access L2TP DSL 512kbps	5194.00	40.35	44.09	11.19	3.50	0.73	0.13	0.00
<b>Total users</b>	<b>13491.00</b>	<b>31.60</b>	<b>42.93</b>	<b>15.73</b>	<b>5.08</b>	<b>2.28</b>	<b>1.89</b>	<b>0.49</b>

# Business ADSL



## *Business ADSL Satellite*

- Makes use of 2 x 155 Mbps Satellite link
- Latency of over 550 ms (Not conducive to latency sensitive applications)

## *IP Addresses*

- /29 (5 Usable) For clients who aren't running NAT ( Network Address Translation)
  - /30 (2 Usable ) For clients running NAT
  - Clients cannot have more IP addresses
- Clients cannot keep existing leased line range when downgrading to Business ADSL

## *General*

- Business ADSL is not “shaped” (We do not prioritize certain protocols above any others)
- Clients can only use Business ADSL Router (Currently Billion 7404 VGO is the preferred choice)
  - We will not give clients access to the router.
  - We **do not** offer SMTP Relay with Business ADSL
- Clients must be careful running VPN over Business ADSL (Potential MTU issues)



# Business ADSL New and Future Services

## IS Business ADSL – New Services

### *Multi DSL*

- Per session load balancing
- Dynamic IP's (For Now 😊)
- Cisco 2800 router with 2/4 x WIC-1ADSL Cards

### *Business ADSL & Leased Line Combination*

- Cisco 2800 with WIC-1T & WIC-1ADSL
  - Traffic split per protocol
- Failover & failback between Leased line & ADSL line

### *Business ADSL & GSM Failover (Not ready yet 😊)*

- Billion 7402GX & Huawei GSM Modem
  - Failover & failback
  - Maintain static IP's





**DELIVERY 24**

**● HOURS!!!**





# Order Forms and Docs Required

- Business ADSL Order forms
  - ADSL Secure
  - Customer Sign up
  - FICA Documents
- Telkom Line Application





## Reseller rebates

- Business ADSL 5%





**THANK YOU**

