



Network Implications of MPLS

PROGRAM OVERVIEW

Despite its success, there is still a lot of hype and confusion around Multiprotocol Label Switching (MPLS). Customers want it as soon as they can get it. Every major carrier in the world is deploying it. Yet, some still struggle with making it available to meet the demands of the marketplace. Why?

MPLS can reduce the operational costs of running a network by lowering complexity, while increasing network productivity and flexibility. It can also generate new sources of revenue and customer loyalty by enabling new products and services such as IP telephony and business continuance solutions. This course explores what MPLS is and how it works, its technological capabilities, and the benefits to carriers and customers. The course also examines the application of MPLS in traffic engineering packet networks and in constructing virtual private networks.

Through case studies and interactive exercises, participants will develop and hone their sales skills around MPLS to help suppliers meet their targeted revenue goals. Participants will be better able to position MPLS-based solutions as they pertain to specific customer scenarios.

The program has five primary objectives.

- Identify the components of an MPLS network
- Define the terms associated with an MPLS network
- Describe the operation of MPLS traffic engineering
- Describe the operation of MPLS VPNs
- Explain how to implement MPLS in specific customer scenarios
- State the value proposition of MPLS and position MPLS in light of the competition

Hill Associates can customize this program to address your specific program goals. We will work with you to identify the specific solutions you wish to discuss, to understand your particular competitive market, and develop case studies that focus on unique challenges facing your customers.

About Hill Associates, Inc.

At Hill Associates, we excel at creating custom talent development programs. Our experts help identify and assess your needs, and create training and educational programs that exactly meet those needs. Though we specialize in information technology, we've strengthened companies and organizations in a wide range of industries for over 25 years. Let us help you create a world-class talent development program that moves your business forward.

PROGRAM OUTLINE

Lesson 1: An Introduction to MPLS

- Historical background
- Defining MPLS
- MPLS terminology
- How MPLS works
- What "any-to-any" really means

Lesson 2: MPLS Traffic Engineering

- MPLS and QoS
- Various QoS options
- Traffic engineering
- Resource class attributes
- Pinning, preemption, and rerouting

Lesson 3: MPLS-Based VPNs

- CPE vs. carrier-based VPNs
- Layer 2 vs. Layer 3 VPNs
- Why MPLS VPNs
- Configuring VRFs
- MPLS security

Lesson 4: A Look into the Future

- Provider strategy
- Products and services
- Target market
- Case studies and exercises