



Preparation is the key to deploying and managing converged networks – Mike Hicks

July 13th , 2006

Not “if” but “when”

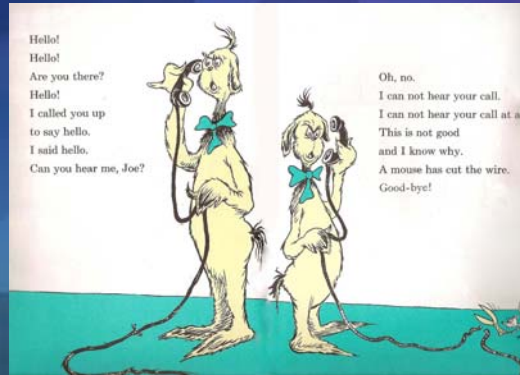
Clear return on investment and benefits including:

Saves time money on moves, adds, and changes.

Local control of numbers and features

Connection to latest campus directory and other XML applications (eg Public Address system).

Failed deployments



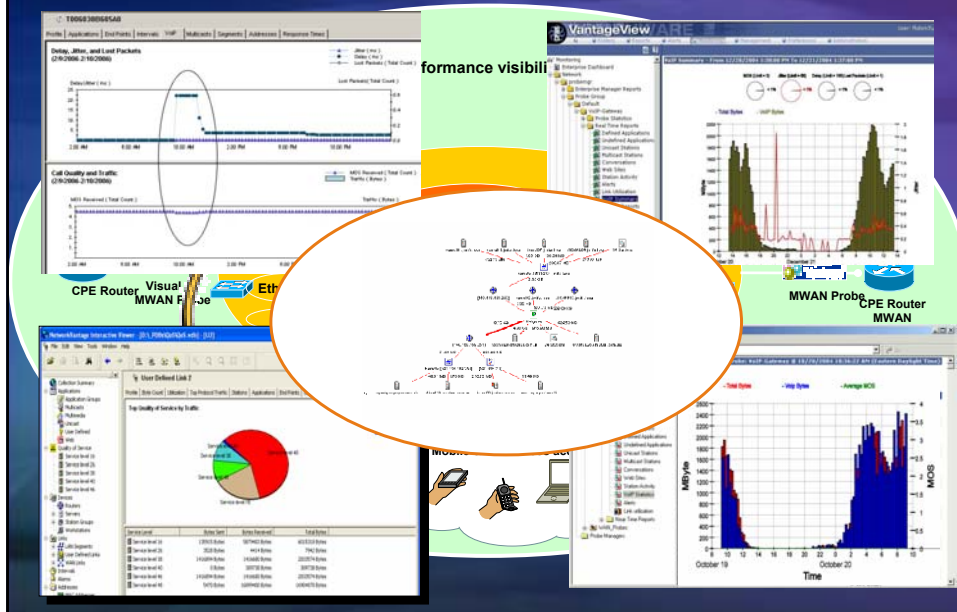
Assumptions are the greatest risk

VoIP is just another application isn't it?



Each application has different characteristics, dependencies and requirements

What is needed?



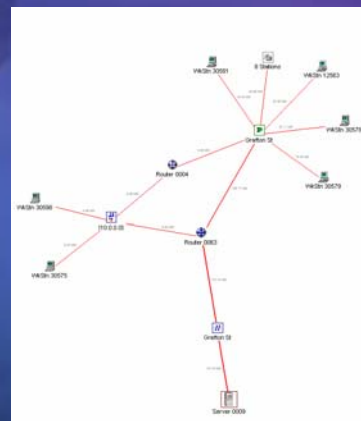
Discovery

Full network assessment of Voice requirements

Capabilities of the data network

Real traffic/path discovery is required

Static network documentation is not adequate



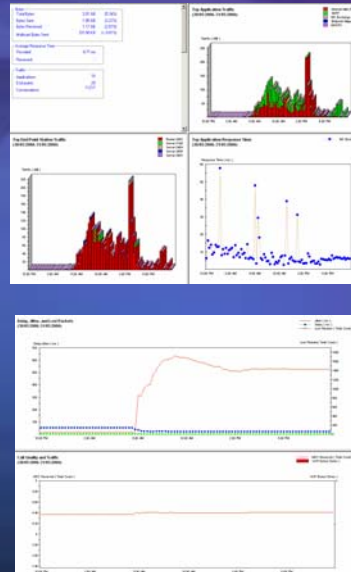
Analysis

Understand traffic patterns & Characteristics

What about QoS?

End user experience

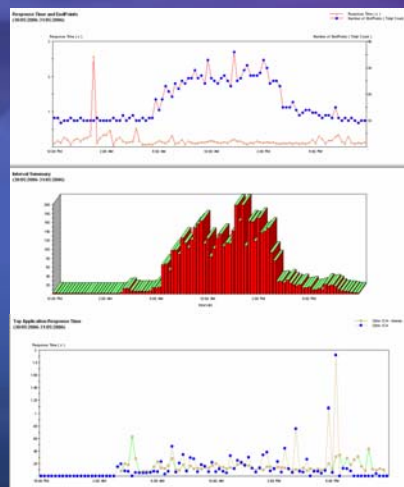
Call frequencies and synthetic calls



Cross contamination

View all applications holistically

Understand the impact settings & characteristics have on each other



Assessment

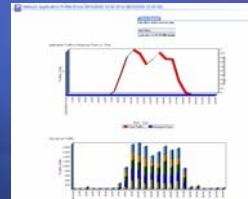
Check the network path(s) for all applications

Check dependent (and associated) applications

Verify the QoS level for the media stream

Ensure that there is enough bandwidth on the network for the selected codec (especially for calls over a WAN).

Create a go forward plan



Don't forget the objective

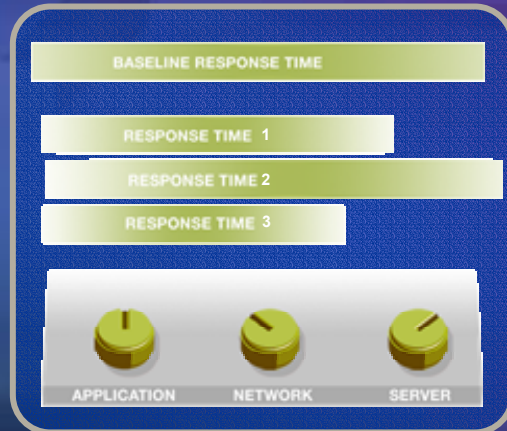
Your goal is not necessarily to optimise service to each application and user individually. Rather, your goal is to maximize the utility of the network across all applications and users.



Ongoing Service Delivery –What’s Needed

- **Life cycle**

- Collaborate to understand future usage and service levels
- Perform predictive analysis
- Guarantee service delivery



Summary

Effective planning and readiness assessments will improve deployments and ongoing services

Baselining provides “knowledge base” type information to assist in troubleshooting and future planning

Visibility is the key to successful deployment and ongoing management



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