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## TRACK 1

### NETWORK CONSOLIDATION

#### **Passport Voice: Transport, Networking and Beyond**

**Dave Sargent**

#### **Product Manager, VTDS and PORS**

This workshop provides an overview of Passport's industry-leading voice services, winner of *Data Communications'* 1996 "Hot Product" award and "Best of Show" award at InterOp. The presenter discusses how Passport's new voice networking capabilities improve network economics through operational simplification and the use of higher compression technologies. Future evolution of Passport voice services are also discussed.

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#### **Real-World Experience with Passport Network Consolidation**

**Nick Vreugdenhil**

#### **Manager, Magellan Product Marketing, Nortel Japan**

This workshop focuses on the value of using Passport as an ATM-based enterprise network consolidator. Many Nortel customers now receive the cost and flexibility benefits of implementing Passport in their enterprise networks. This session includes an overview of the value of migrating to a Passport solution from a mux backbone—with a strong emphasis on case studies and examples which show how real customers are using Passport today.

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#### **Magellan LAN Interconnection Products for the Enterprise**

**Tony Kourlas**

#### **Product Manager, IBM and LAN Networking**

The 90's corporate philosophy to cut costs, consolidate services, empower employees with improved information flow, and increase revenues through new service offerings has had a profound impact in networking technology. It has driven the evolution of a high speed, bandwidth-conscious network that can provide consolidated transport of LAN, legacy, voice and video traffic. This presentation will focus on the LAN interconnection requirements of such a consolidated network. It will detail how Magellan products fulfill these requirements individually, and as part of synergistic, network-wide solutions.

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#### **Voice/Data Integration: A Customer Case Study**

**Ric Glenister**

#### **Australian Department of Defence**

This case-study workshop provides the opportunity to learn about and discuss, in detail, Magellan Passport voice services on a real-life Passport enterprise network. The presentation will be given by the Australian Department of Defence, describing their experiences with the deployment of Passport voice.

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#### **LAN Applications and Magellan Solutions**

**Robert Tomkins**

#### **Product Manager, Passport InterLAN Switching**

This presentation is designed for data networking professionals who use IP, IPX and AppleTalk networks. Through the use of case studies and problem/solution scenarios, this presentation delivers a solid overview of Passport interLAN switching—fully-featured LAN interworking with the opportunity for network, backbone, router and switch consolidation. It provides clear real-world examples of how Passport interLAN switching can be used to improve networks today and evolve to tomorrow's technology.

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#### **Nortel's Internal ATM Network: A Customer Perspective**

**Ken Oakley**

#### **ATM Project Manager, GES**

This workshop examines how GES, Nortel's internal network provider serving approximately 60,000 employees worldwide, is transitioning its wide area enterprise network from TDM technology to ATM, using Magellan products. The presenter discusses the extensive ATM deployment from the evolution of the TDM network, to network consolidation, through to ATM—focusing on business drivers, benefits and lessons learned. GES is one of the early ATM adopters to successfully consolidate voice, video and data traffic.

## TRACK 2

### ACCESS

#### **Magellan Access Solutions**

**Adrian Hatcher**

**Senior Product Manager, Magellan Access**

This workshop shows how end-users are driving the need for change in network access solutions. The session focuses on end-customer applications and on how Magellan's access products can provide solutions to a variety of access needs. New product plans will be presented.

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#### **Multimedia Branch Access Solutions**

**Richard Mayer**

**Senior Product Manager, Magellan Access**

This technical workshop deals with the multimedia branch access products currently being developed by Nortel. It describes the branch access environment and requirements for both service providers and enterprises. It also addresses new product positions within the Magellan portfolio—detailing features, functions and availability. This workshop is of greatest value to network planners and product managers interested in understanding how to use the new products in the access layer of Magellan networks.

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#### **Advanced Internet Solutions**

**Peter Brockmann**

**Senior Manager, Market Development**

The public telephone network and the Internet are colliding. Where these two large and sophisticated networking environments intersect represents a discontinuity that requires new product categories. Nortel Rapport is a portfolio of building blocks for creating an Internet that is safer, of higher performance, more reliable, more profitable and more fun for users, service providers and enterprises. This workshop highlights Nortel's approach to delivering Internet solutions, while demonstrating how Rapport complements each customer's investment in Magellan with solutions for access, and security.

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#### **Engineering Network Access Solutions**

**Recep Halici**

**Chief Engineer, American Network Consulting Group and**

**Ibrahim Gedeon**

**Magellan Senior Network Engineer**

This workshop profiles the trade-offs between cost and network access. In today's networks, defining network boundaries is an engineering task. This presentation employs current network topologies to examine how boundary design impacts network operating costs. A case study is used to demonstrate the principles presented.

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## TRACK 3

### FRAME RELAY

#### Frame Relay Service Strategies

**John Casadonte**

##### Magellan Network Consultant

Frame relay has emerged as an exciting new opportunity for service providers. This session begins by defining the basics of frame relay, providing the information necessary to enter the frame relay services market. It then covers techniques for differentiating services along with selecting the right service platform and equipment vendor—choices critical to competing with cost pressures. This presentation is prepared for both new and established frame relay service providers.

#### Magellan Frame Relay: Market and Product Update

**Ian Merritt**

##### Senior Product Manager, Passport

This session covers key changes in the frame relay marketplace during 1995, and gives projections for the future. Current Magellan frame relay capabilities are reviewed, highlighting key enhancements and describing how they are being used by customers. Frame relay service evolution plans are also covered. This workshop provides an opportunity to talk with the product managers about the evolution of frame relay service, the resulting opportunities for both service providers and enterprises, plus key requirements for service evolution.

#### Frame Relay Network Engineering

**Todd Biggs**

##### Senior Network Engineer

This workshop highlights the value of frame relay in today's networks, along with the parameters and considerations needed to properly engineer the access and backbone network. A basic foundation for designing frame relay networks is discussed, together with some advanced concepts. Particular attention is given to congestion management, oversubscription, resiliency and implementing NNI. Customers gain insight into design and impact considerations for new networks, along with an understanding of features and techniques to better leverage their existing networks.

## TRACK 4

### ATM

#### Magellan Passport: ATM Applications

**David Smith**

##### Product Manager, Passport ATM

This presentation focuses on Passport's role as an adaptation device which converts multimedia and legacy applications to ATM. The current and future Passport ATM capabilities are described and the value of moving to ATM is assessed. This workshop is of particular interest to product and marketing managers, as well as to service and network planners who are either implementing or considering the implementation of an ATM network.

#### ATM Networking with Magellan Vector for Service Provider Success

**Karen Kobierski**

##### Product Manager, Vector

As service providers contemplate the deployment of ATM networks and services, they are concerned with key values such as competitive differentiation and risk management. These key values are explored, as are the product and network requirements necessary to realize them. Particular emphasis is placed on the ATM switch in its role as edge ATM vehicle or combined edge/core switch. Workshop participants will learn about the capabilities of Magellan Vector and its key product attributes.

#### Magellan Concorde Infrastructure Solutions

**Quyen Bo**

##### Broadband ATM Networks Engineer

This workshop examines the ATM backbone product requirements necessitated by emerging services and applications—focusing on emerging residential and business broadband applications. An overview of Concorde, Nortel's ATM backbone switch, is presented to demonstrate how it meets the requirements of today's service providers. This presentation is of interest to both service providers and enterprises as it provides an understanding of the directions service providers are taking with their backbone networks.

## TRACK 4 (CONT'D)

### ATM

#### **Magellan ATM Network Engineering**

**Hosein F. Badran**

##### **Senior Network Engineer**

Proper engineering of ATM networks should focus on meeting the different quality of service (QOS) requirements of various service classes, such as real-time services (i.e. packetized voice and video) and non-real-time services (i.e. file transfer and other data applications)—while efficiently and cost-effectively utilizing the network resources. Using a network design example, this workshop discusses approaches to Magellan ATM network engineering and mechanisms for achieving QOS requirements for different services. It also covers elements of backbone network engineering to satisfy both grade of service (GOS) and QOS requirements.

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#### **ATM Broadband Network Design: A Case Study**

**John Koiste**

##### **Senior Manager, Multimedia Network Design**

This presentation first describes a useful layered model which has been called a “survivable ATM network management architecture” in recent literature. The major part of the presentation is devoted to a case study on ATM network topology design. Three different design approaches are used to design 12 different topologies all contending to be the winner under rules set by “the customer”—a realistic (but fictitious) voice, data and video U.S. service provider.

#### **MPEG-2 over ATM**

**John Koiste**

##### **Senior Manager, Multimedia Network Design**

Digital video and digital multimedia compression techniques, such as MPEG-2, are among the most exciting and important developments in electronics and communications in the 1990s. MPEG-2 video and audio, in one form or another, are likely to become major traffic generators for ATM networks sometime during the next few years. This session first offers a fairly detailed description of MPEG-2 and then describes NetCalc3—a multimedia network design program for “production” network design—which models the Transport Stream (TS), the systems layer of the MPEG-2 compressed video/audio/data multiplexing and packetization technique.

#### **FORE Systems and Nortel: A Partnership for Seamless Networking**

**Rich Kushner, FORE Systems**

This presentation explains the goals and benefits of the FORE/Nortel partnership. It describes how FORE and Nortel are leading the ATM networking convergence, and how the combined FORE/Nortel product offering gives the service provider the ability to provide end-to-end ATM solutions. The presentation also covers FORE’s strategy for ATM within the LAN and FORE ATM-based customer application examples. The presentation concludes with an ATM reality check: ATM considerations and checkpoints.

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## TRACK 5

### NETWORK MANAGEMENT

#### **Magellan Management Overview and Direction**

**Dennis Cote**

#### **Senior Product Manager, Magellan Network Management**

This workshop identifies the evolving trends in network management and Magellan's response to its customers' changing needs. It highlights Magellan's current comprehensive network management offerings, planned capabilities and future strategies. This session is most valuable to those attendees involved in the management of their network from an operations, engineering or planning perspective.

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#### **Closing the Loop on Planning and Analysis**

**Doug Bundgaard**

#### **Product Manager, Magellan Network Management**

This presentation illustrates how effective planning of multimedia networks can result in significant cost savings. Often overlooked is the ongoing process of feeding measured network information back into the planning model. Performing this process effectively can help keep a network optimized for the needs of today and tomorrow. In this workshop, the presenter discusses the Magellan data collection strategy, as well as the planning and analysis tool sets. A customer case study is used to show how network optimization can be achieved through the effective use of statistics.

#### **Magellan Open Management: Fit and Flexibility**

**Charles Kemp**

#### **Product Manager, Magellan Network Management**

The Magellan open network management strategy provides a comprehensive set of management products based on industry standard interfaces and leading management platforms. This allows Magellan solutions to fit within the customer's existing operational environments, and provides the flexibility to support network technology and service evolution. This workshop presents various Magellan interface options which allow the integration of Magellan management data into existing operational environments and processes. In addition, the flexibility to deploy Magellan management applications on industry-leading open platforms is discussed.

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#### **Magellan ServiceMonitor: Customer Service Management for VPNs**

**Walter Lessburg-König**  
**Marketing Specialist**

This workshop presents an overview of Magellan ServiceMonitor which allows network operators to provide a PC client management capability for the access services in their international virtual private networks. The presentation will cover the overall architecture, deployment requirements, applications and third-party device integration. It is targeted towards customers currently considering implementing ServiceMonitor.

#### **Secure Access Service: Hands-On**

Nortel introduces Secure Access Service (SAS) for user access management. The SAS hands-on sessions will feature live network deployments and applications. SAS gives DPN-100 data networks the centralized and flexible access control required for security-critical operations. Large organizations deploying SAS gain airtight security, reduced operating costs, flexible administration, high reliability and expanded network access. This powerful application also has an interface available to enable your organization to customize functions, create specialized report forms and link to VAX-NUI databases across the enterprise.

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#### **Planning and Analysis Tools: Hands-On**

Nortel and X-CEL conduct this hands-on workshop, using X-PLORER and X-AMINER, to demonstrate the benefits of the Magellan Network Management System performance management tools. This is a unique opportunity to experiment with the tools first-hand and observe their potential uses in your network.

**Passport Update****Dave Hudson****Senior Manager, Passport Core**

A significant number of new Passport features have been delivered in the past year, resulting in a dramatic increase in the number of Passport customers and the number of Passports deployed in their networks. This update reviews the status of new feature delivery and summarizes the services in use today in customer networks. The session also describes the planned roll-out of releases and new capabilities in 1996.

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**DPN-100 Update: Evolving to Meet Customer Needs****Steve Lappan****Product Manager, Magellan Access**

In this workshop, the presenter discusses the changing data communications environment and the role that data networking plays in addressing today's end-user requirements. The session highlights how Magellan DPN-100 is evolving to serve these needs and gives details on recently released and upcoming DPN-100 services and features, as well as hardware enhancements.

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**Passport/DPN-100 Networking****Elizabeth Hache****Magellan Network Consultant**

This workshop provides a detailed overview of Passport/DPN-100 interworking. The presenter discusses engineering considerations for AMs, RMs, CSRs and Passport RID subnets. An overview is given of the Passport routing systems as well as the bandwidth and congestion management systems.

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**Leveraging Passport in a Magellan SNA Environment****Denis Fortier****Manager, IBM Services Development**

This session introduces SNA/APPN capabilities on Passport and shows how Passport can be used to evolve existing Magellan SNA networks. The presentation addresses interworking between DPN-100 and Passport and illustrates some deployment examples. It will be of interest to all existing DPN-100 SNA customers as it demonstrates how Passport can be deployed in existing networks—and the benefits of doing so.

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**DPN-100 ISRB Engineering and Scalability Guidelines****Gary Palmer****Senior Network Engineer**

This workshop session explores the key factors that affect network scalability of DPN-100 ISRB bridged virtual rings. The impact of broadcast traffic on link and broadcast server utilization is explored in detail. The presenter demonstrates a Wingz-based engineering tool to simplify calculation of traffic and PE utilization. Interworking with Passport's native routing function provides a means of addressing scalability limits. While focused on the ISRB service, this session provides practical guidance on dealing with a complex LAN environment.

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**NOG '96**

The Network Operators' Group (NOG) is the organization of users of Nortel's Magellan portfolio of products. The first one-hour workshop, conducted by the NOG, on Tuesday, April 23, is a review of NOG 95 action items. The second and third two-hour workshops on Wednesday, April 24 and Thursday, April 25, are a forum for customers to discuss common issues and concerns relating to Magellan products, features and services.

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## PLENARIES

### **Inform '96 Opening**

**Rick Faletti**

#### **President, Multimedia Communication Systems**

This plenary session marks the official opening of Inform '96. A brief introduction welcomes attendees to an exciting conference built on the theme "Technology Evolution, Business Revolution." The presenter will review the critical role of MCS and Magellan to the overall success of Nortel. Charts will highlight the MCS objectives, focusing on the importance of customer satisfaction. The MCS portfolio will be reviewed, with emphasis on market leadership, including recent success within the Magellan portfolio.

### **Magellan Directions**

**Klaus Buechner**

#### **Multimedia Networks Group Vice President**

This presentation will provide a solid understanding of Magellan's strategic directions through examination of Magellan's commitment to the success of its customers. Mr. Buechner will highlight some of the key challenges facing today's enterprises and service providers, and review Magellan's response and future directions. Nortel can help its customers anticipate the coming changes in technology and in market dynamics—and assist in leveraging the resulting business opportunities for maximum profitability. In today's world of rapid change and technological uncertainty, Nortel is committed to its customers' success.

### **Building the Enterprise Solution**

**Arno Schmidt**

#### **Multimedia Networks AVP and Business Manager, Passport**

It's a "technology evolution, business revolution." Today's businesses are changing rapidly to meet demands for improved, faster and more cost-effective services. Enterprise networks must evolve rapidly to keep pace. In this plenary session, Nortel examines the role of network communications and Magellan's commitment to helping enterprises and their service providers build cost-effective enterprise networking solutions during these turbulent times.

### **Accessing the Network**

**George Abou-Arrage**

#### **Multimedia Networks AVP and Business Manager, Magellan Access with Telefonica and CIBC**

In this plenary session, Magellan customers describe how their network access requirements have evolved and discuss their views on how current business changes are creating new end-user needs. These presentations highlight how the network of the future will have to adapt at the access layer, to support these rapidly evolving needs. Nortel also provides a short overview of the Magellan branch access products.

### **Opportunities for Service Providers**

**Rob Wood**

#### **Multimedia Networks AVP and Business Manager, Broadband Switching**

This plenary session provides an overview of market trends affecting service providers, including the challenges and growth opportunities of ATM services. Nortel directions, and the strides it has taken to become the world-leading supplier of ATM products and services, are also reviewed. This plenary is valuable for customers who have already committed to ATM deployment, and for those who are evaluating it as part of their evolution plans.