



B,

I took a quick look through the ABC configurations as you requested.

Here are just a couple of quick comments:

- The design seems to be a fairly stable one, with a good amount of future-proofing in many of the elements (e.g. POE+). Even though 40GbE switches are already shipping (e.g. Extreme Networks, Force10) and are expected to become mainstream in 2012, the 10GbE technologies will still be the workhorse engines for the next 3-4 years. 40GbE line cards are expected to require changes in the chassis units, and some vendors have already designed recent products to accommodate this (e.g. Arista's 7500). It is unclear whether the Juniper units would fall into this category, so just to play it safe, ABC might consider placing whichever units will have the highest traffic density (i.e. most likely to need to incorporate 40GbE technology in the 4-5 year timeframe) on a shorter lease term than the other equipment. This will facilitate upgrades, if required by traffic loads or re-tiering requirements. [Juniper already has a 100GbE card for the telecomm industry.]
- Related to this relentless growth in bandwidth demands by our constituencies (with video compression algorithms not able to keep up!), there might be some wisdom in putting at least some (if not most) of the sub-10GbE components on shorter schedules too. The standard 10/100/1000-only cards and ports will always be needed for older devices and under-utilized links, but many of the endpoints will undoubtedly grow beyond this capacity before we reach the end of 5 years. So, again, it might be wise to place some, most, or all of the sub-10GbE components on a shorter lease term.
- The Junos Space appliance is a little long in the tooth, with a processor that is from the pre-Nehalem days. This does not seem to be actively marketed at the Juniper website (it is difficult to even find on the website, so it might be approaching a refresh point), but is available at online outlets (e.g. networkliquidators and macmall). Since most appliances are going 'virtual' (and Juniper has a VM version of this unit), ABC should verify with the vendor that this product will not be EOL'd early within the lease term. If assurances cannot be had, then this component should be considered for a shorter lease term also.

These were just some quick thoughts that came to mind.

Keep me posted, and let me know what I can do to help--Glenn (Feb 1/2011)