APPLICATION NOTE

Frame Relay Access Concentrator

From X.25 to Frame Relay

This business is moving from a 9600bps X.25 installation to a 128kbps Frame Relay network. X.25 was a cost-effective data transfer method, but it limited the company's ability to add advanced applications requiring greater speeds and network intelligence. This new Frame Relay network handles not just traffic from the mainframe transaction systems, but also wide area networking of micro computers, including enterprise-wide E-Mail and file transfers.
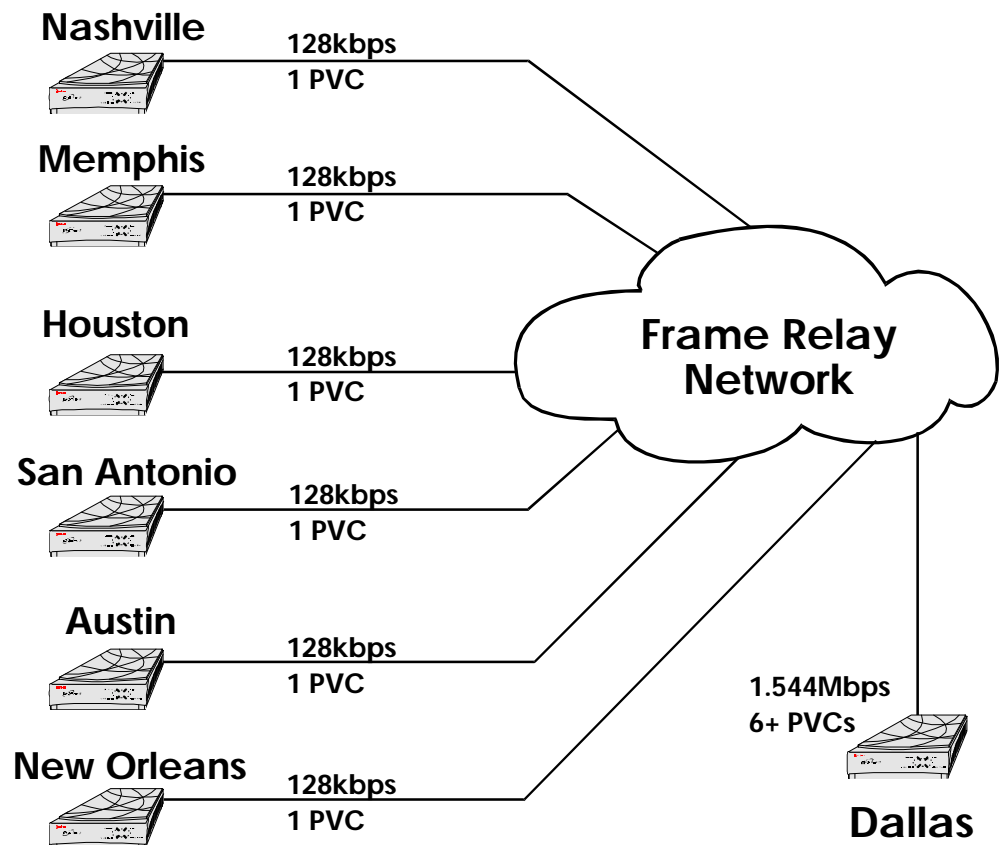
"From their Dallas corporate head office they are able to access any node in the network very quickly," says Heinz Jacob of Develcon. "E-Mail alone delivers huge benefits. They will not have to rely as much on interoffice mail or fax. When people in the remote sites are preparing and updating their budgets, they can use E-Mail and append spreadsheet data. That alone can save hours or even a whole day per month."

At central Headquarters in Dallas, a single Orbitor 4000 FRAC (Frame Relay Access Concentrator) is used to support the multiple PVCs needed to connect to each remote site.

At each remote site, a single Frame Relay Orbitor 3000 supports a 128kbps PVC to the Frame Relay 'cloud'.

If the Frame Relay network should get busy, congestion notification (BECN/FECN) will be sent by the network to any transmitting Orbitors requiring them to respond by reducing their transfer rate until the network's congestion situation is relieved.

Nashville — 128kbps 1 PVC

Memphis — 128kbps 1 PVC

Houston — 128kbps 1 PVC

San Antonio — 128kbps 1 PVC

Austin — 128kbps 1 PVC

New Orleans — 128kbps 1 PVC

Frame Relay Network

1.544Mbps 6+ PVCs

Dallas

Orbitor 4000

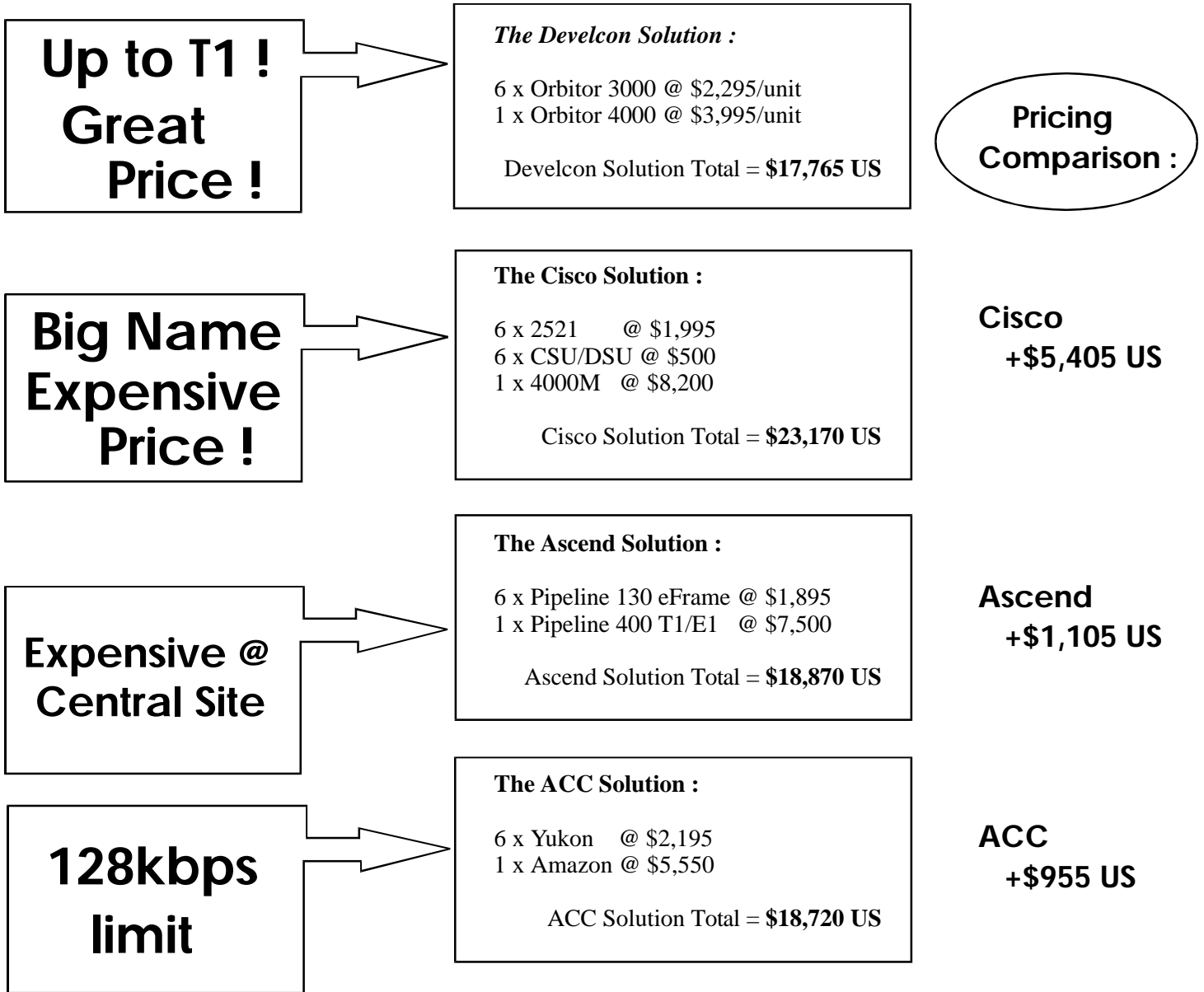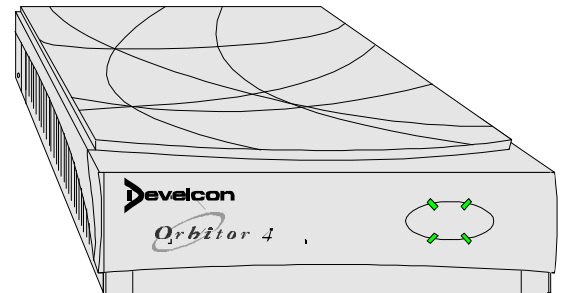**Develcon**

The Instant Connection

Positioning

As a Develcon Reseller or Distributor you are interested in how well the Develcon Solution is positioned against other vendors.

Here's the breakdown of (US$) costs of this application from four well-known vendors. Products at the remote sites, and particularly the central site product, were chosen on the basis of their ability to handle the required throughput. All products are quoted with compression. Note that, in particular, theOrbitor 4000 features per-PVC compression as a standard feature, other products may not have this capability.

(Pricing includes internal CSU/DSUs except in the Cisco case where external CSU/DSUs are quoted as internal units are unavailable.)

Lifetime Support !

Up to T1 !
Great Price !

The Develcon Solution :

6 x Orbitor 3000 @ $2,295/unit
1 x Orbitor 4000 @ $3,995/unit

Develcon Solution Total = **$17,765 US**

Pricing Comparison :

Big Name Expensive Price !

The Cisco Solution :

6 x 2521   @ $1,995
6 x CSU/DSU @ $500
1 x 4000M   @ $8,200

Cisco Solution Total = **$23,170 US**

Cisco +$5,405 US

Expensive @ Central Site

The Ascend Solution :

6 x Pipeline 130 eFrame @ $1,895
1 x Pipeline 400 T1/E1   @ $7,500

Ascend Solution Total = **$18,870 US**

Ascend +$1,105 US

128kbps limit

The ACC Solution :

6 x Yukon   @ $2,195
1 x Amazon @ $5,550

ACC Solution Total = **$18,720 US**

ACC +$955 US

*** Best efforts were taken to quote current list prices and appropriate products.
If you have additional information, please notify Develcon Marketing ***   **06 Mar 1996**