



viprinet®

"Hey, where's my fiber?"

Since



COMING SOON



iPhoenix
networks



infocom
world



"Hey, where's my fiber?"

Simon Kissel, CEO / Head of Innovations, Viprinet

 /simonkissel



ABOUT MYSELF



Simon Kissel

CEO / Head of
Innovations, Viprinet

- Nerd & Innovator
- Invented Multi-WAN Bonding in 2005
- Founded Viprinet in 2006
- Managing a team of 50, but preferring computers

ABOUT VIPRINET



- Founded 2006, market entry 2008
- Headquarter in near Frankfurt / Germany, Office in Sunnyvale, CA, USA
- 50 employees
- 3,000 customers worldwide

- Manufacturer of innovative network components
- Specialist for line-bonding WAN connection hardware and SD-WAN solutions
- Holds US and EU patent on WAN bonding



Unbreakable SDWAN

PEOPLE'S LIVES DEPEND ON US.



- Stationary and mobile mission-critical SDWAN and unbreakable Broadband
- We are doing this for **10 years now**
- We have actually working technology

- Deployed in the most mission-critical scenarios all across the world
- Developed, supported from and produced in Germany



The foundation of any SD WAN solution should be technology that actually works.

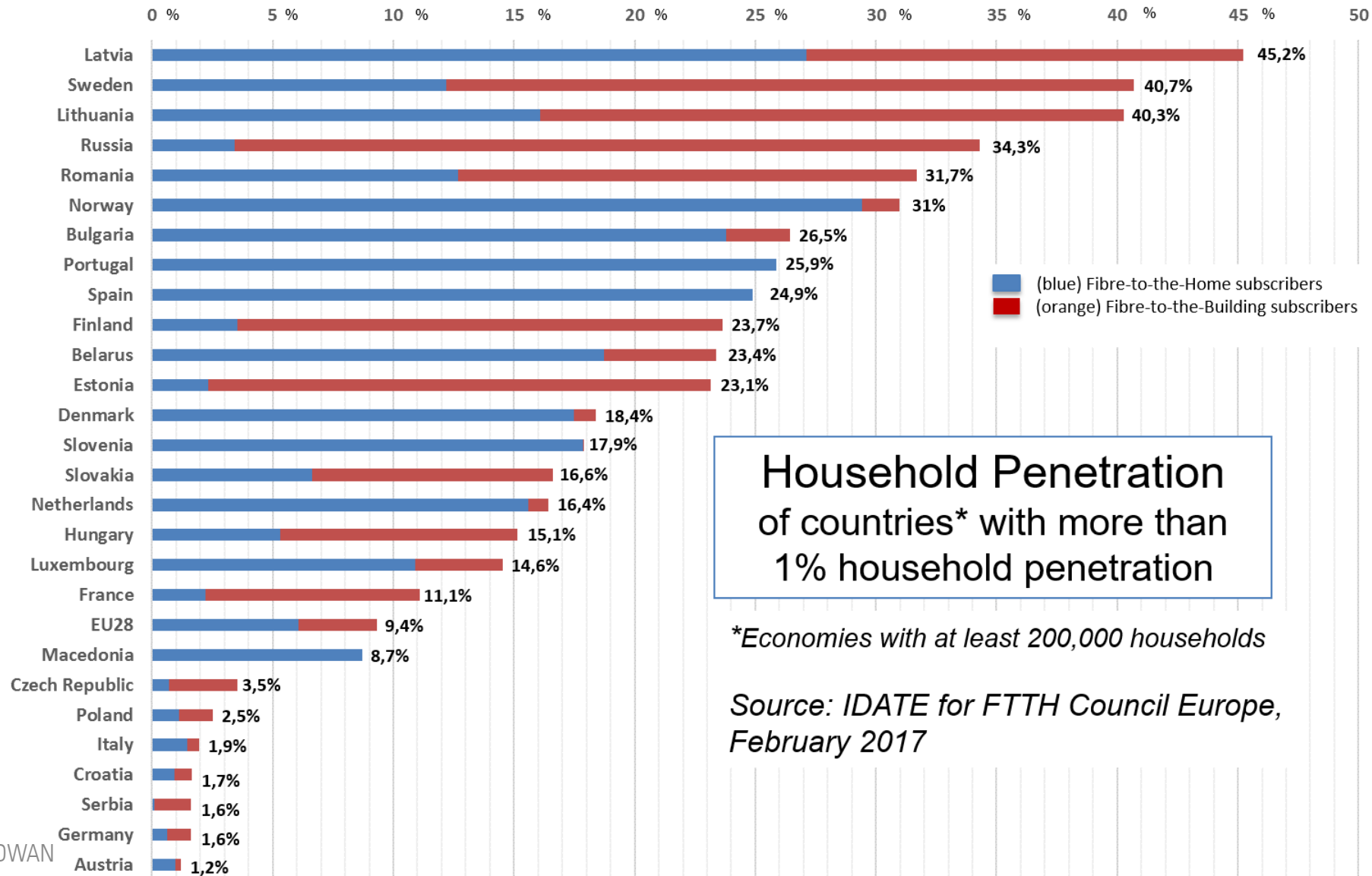


Unbreakable SDWAN

WHERE IS MY FIBER?



WHERE IS MY FIBER?



Household Penetration
of countries* with more than
1% household penetration

**Economies with at least 200,000 households*

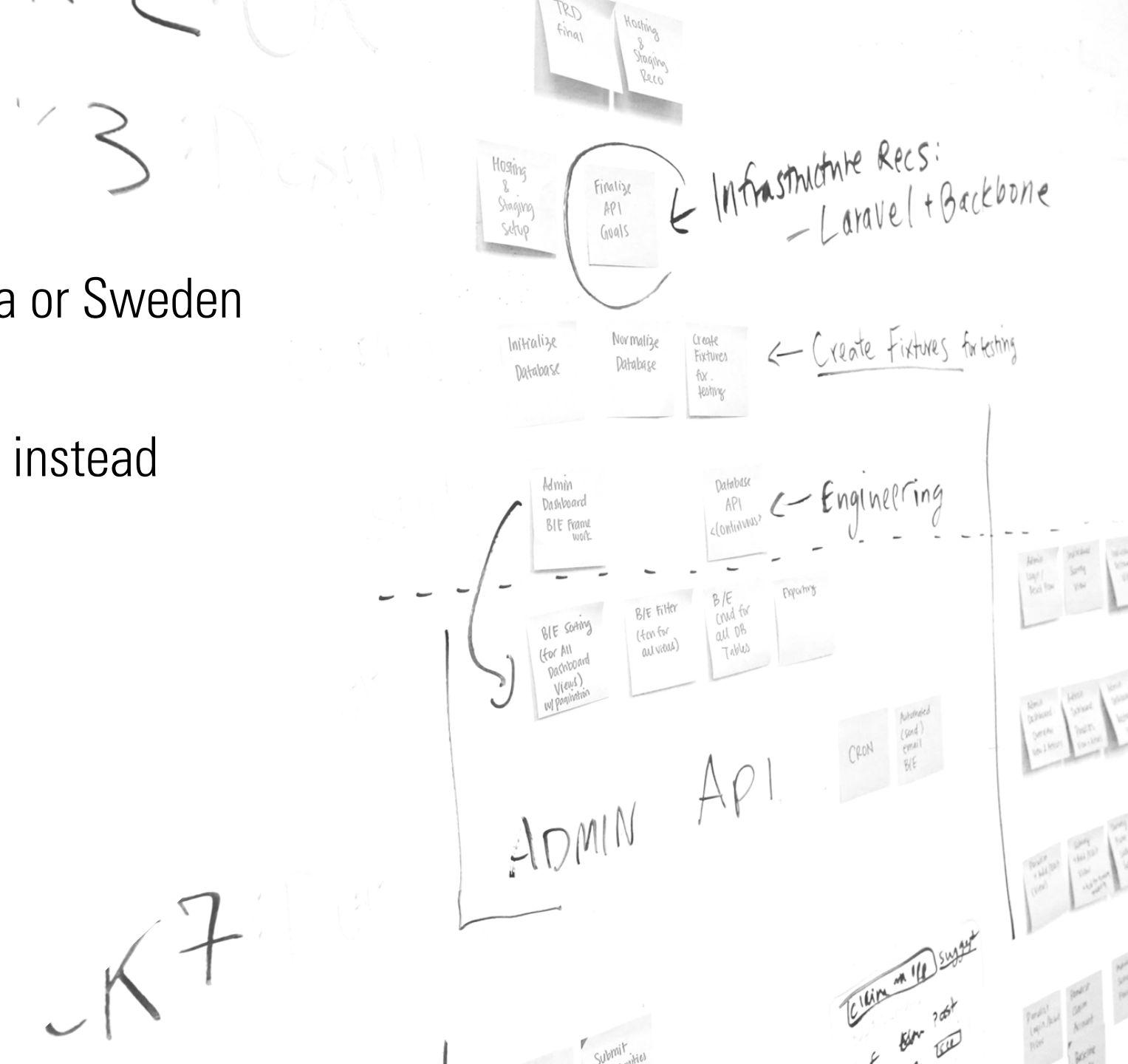
*Source: IDATE for FTTH Council Europe,
February 2017*

GERMANY: 1,6%



CONCLUSIONS

1. If you want fiber, go to Latvia or Sweden
2. Yes, it is too cold there
3. Politicians are betting on 5G instead
4. But...



BUT...



5G IS A LIE!

WE NEED FIBER, BUT...



BUSINESS NEEDS STABLE BROADBAND. TODAY.



WHERE IS THE PROBLEM?

- 2013: M1 fined record S\$1.5M for Singapore's worst network outage
- 2014: SingTel fined \$4.8m for network outage
- 2017: Three fined £1.9m for emergency call service failure
- 2017: BT fined £42m for providing delayed broadband installations

Who's next?

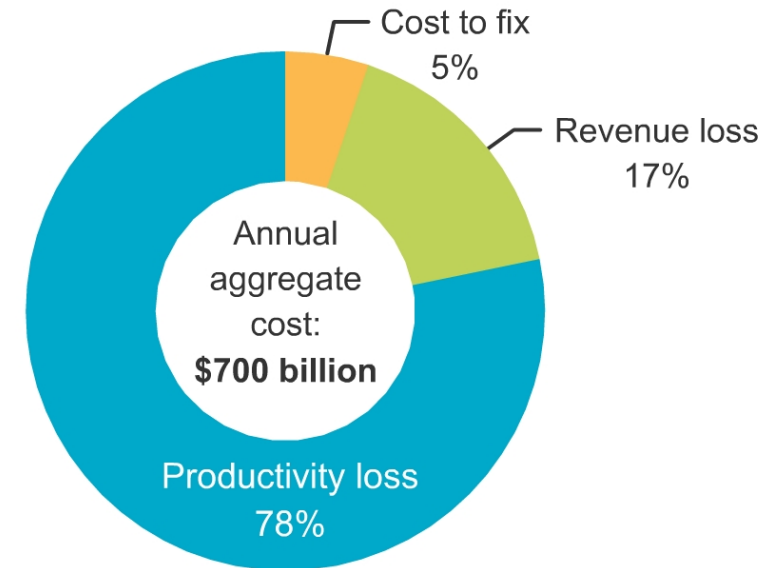


WHERE IS THE PROBLEM?

- IHS reports that network interruptions are the biggest factor contributing to downtime
- Equipment failures contribute to close to 40% of all reported downtime
- Service provider problems make up nearly 25% of downtime

2016 Cost of downtime: \$700 Billion

IT downtime costs North American businesses \$700 billion annually, mostly due to loss of employee productivity



© IHS, *IHS Infonetics The Cost of Server, Application, and Network Downtime: Annual North American Enterprise Survey and Calculator; 2016*

FIBER TO THE AMBULANCE?



WE NEED TO BRIDGE



HOW CAN WE BRIDGE THE GAP?

1. Use what we have today
2. Use EVERYTHING we have today
3. Redundant access methods (DOCSIS, DSL, LTE, Sat...)
4. For Mobile single LTE is not stable enough.
Use Multiple.
5. Educate politicians that Fiber is needed





"Hey,

Simon Kissel,



/simonkis

THANK
YOU

fiber?"

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