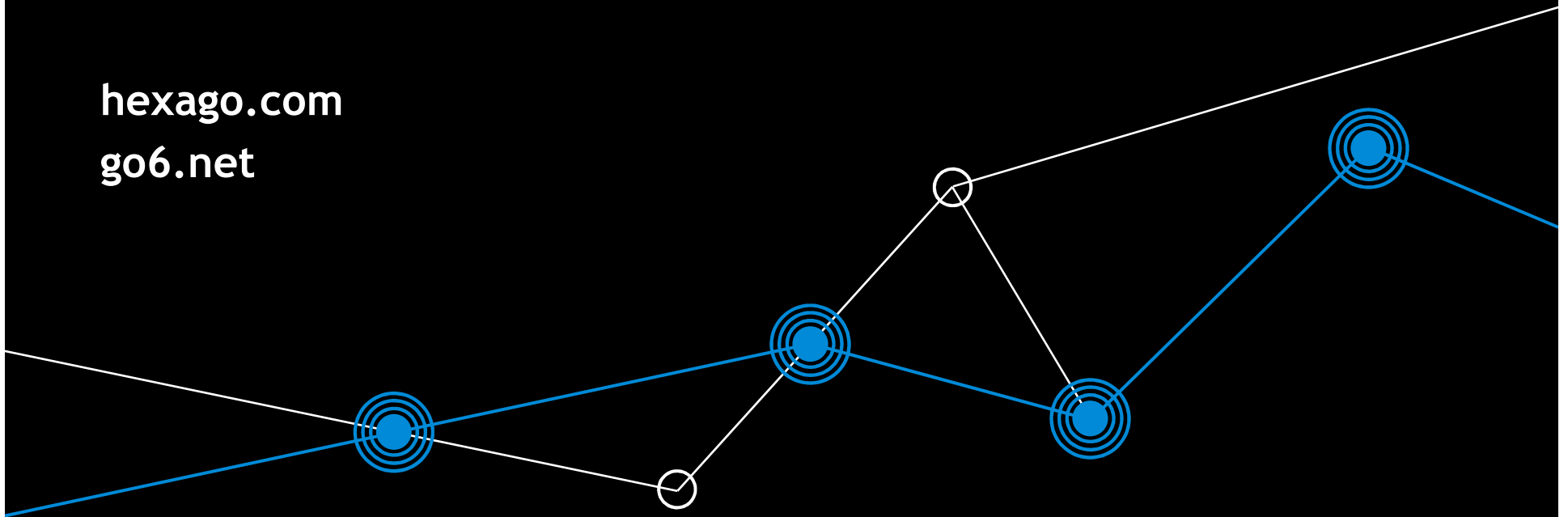


IPv6 ROI

How to convince your boss it's time to go v6

hexago.com
go6.net



February 2009

Company History

Canadian company - started IPv6 consulting ten years ago and released a product based on this experience

Experience

- Active participants in IETF IPv6 Working Groups - Softwires, IPv6 WG, Mobile IPv6 WG, V6Ops WG
- Co-founders of the IPv6 Forum
- Involvement in the 6bone network, 6NET, Moonv6, 6TAP X

Accomplishments

- Launched Freenet6.net in 2001 which has provided IPv6 access to over 180,000 people
- Released the Gateway6 tunnel broker/IP Gateway in 2004
- Launched go6.net, in partnership, in 2007



Hands-on deployment experience in 4 continents

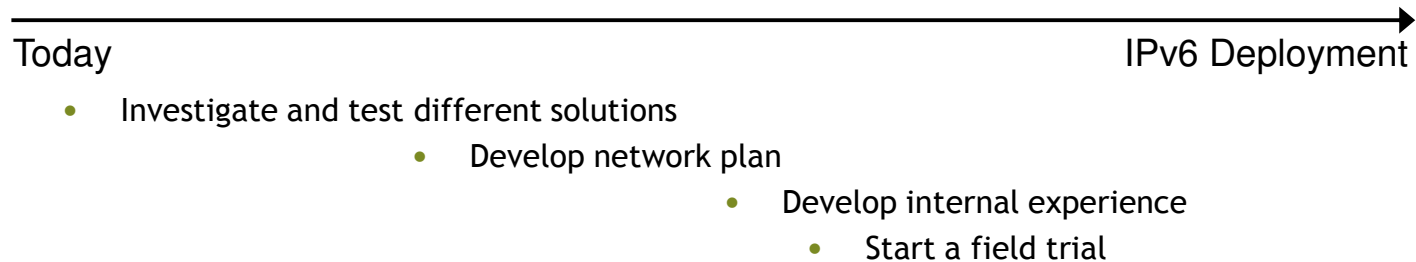
IPv6 Trials and Deployments

Hexago's Asian Pacific network operator customers who have completed IPv6 trials or deployments:



Typical Situation

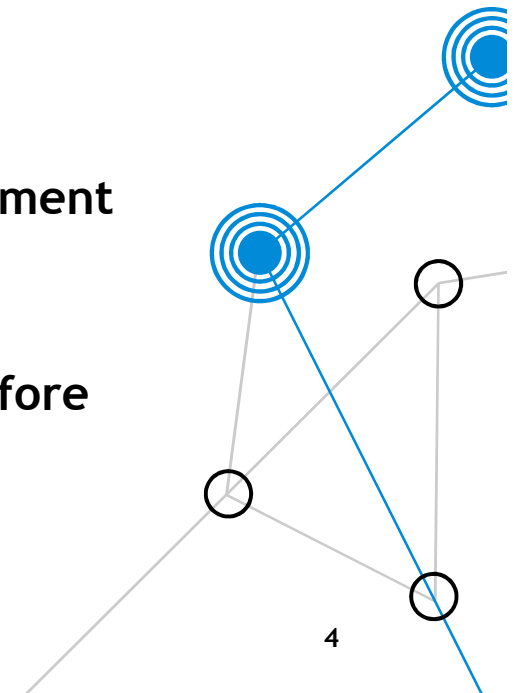
**Addresses are running out but we don't know exactly when
Network engineers want to start today so there will be a safe
and orderly transition**



**Business managers want to wait until the last possible moment
- because it will cost money**

Money wins: there will not be an orderly transition

**But there is a way to gain IPv6 operational experience before
depletion**

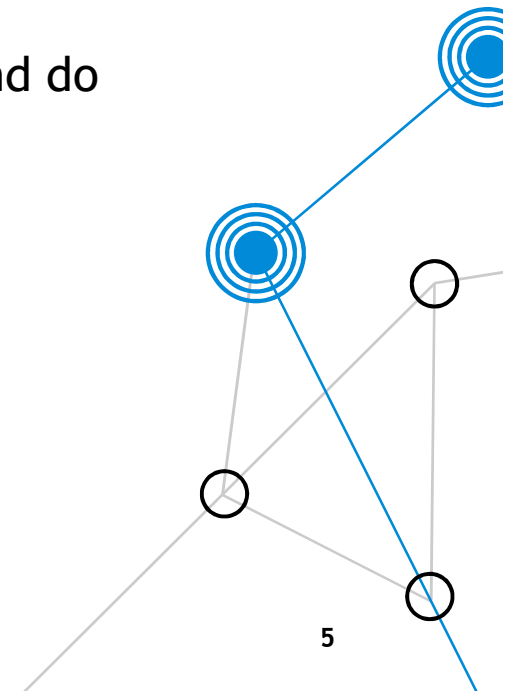
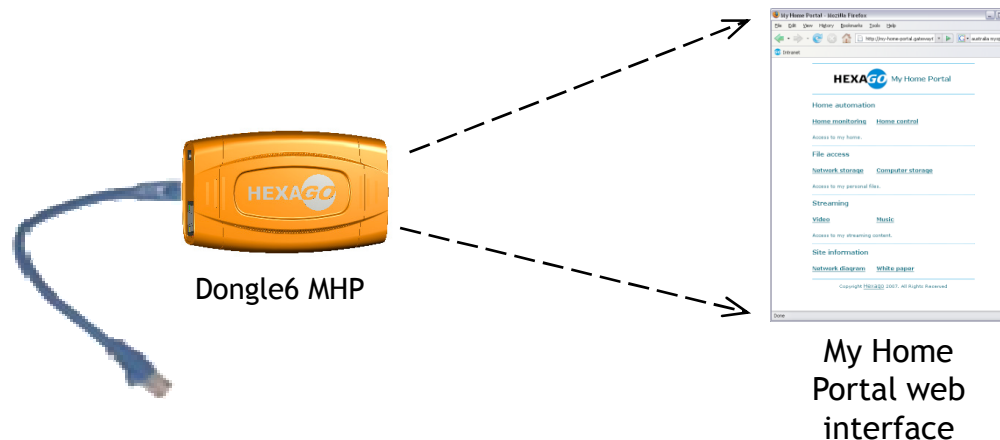


Possible Solution

Deploy IPv6 services with an ROI!

My Demo today:

- My Home Portal is a globally routable Internet interface to the home network via a web portal
- Uses IPv6 strengths: NAT traversal, P2P connectivity
- Services are plug 'n' play, work over IPv4 Internet and do not require client software

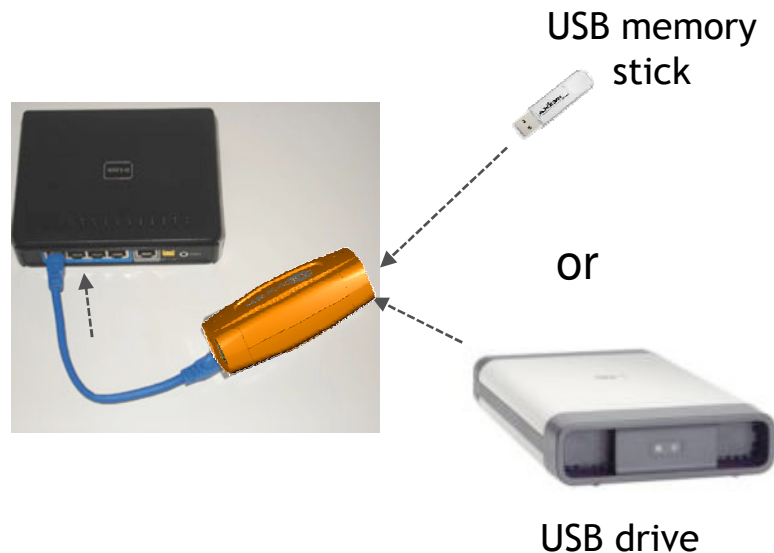


Deployment Device - Dongle6 MHP

Plugs into home CPE

Provides secure access to IP and USB devices in the home network

Provides IPv6 to the home network

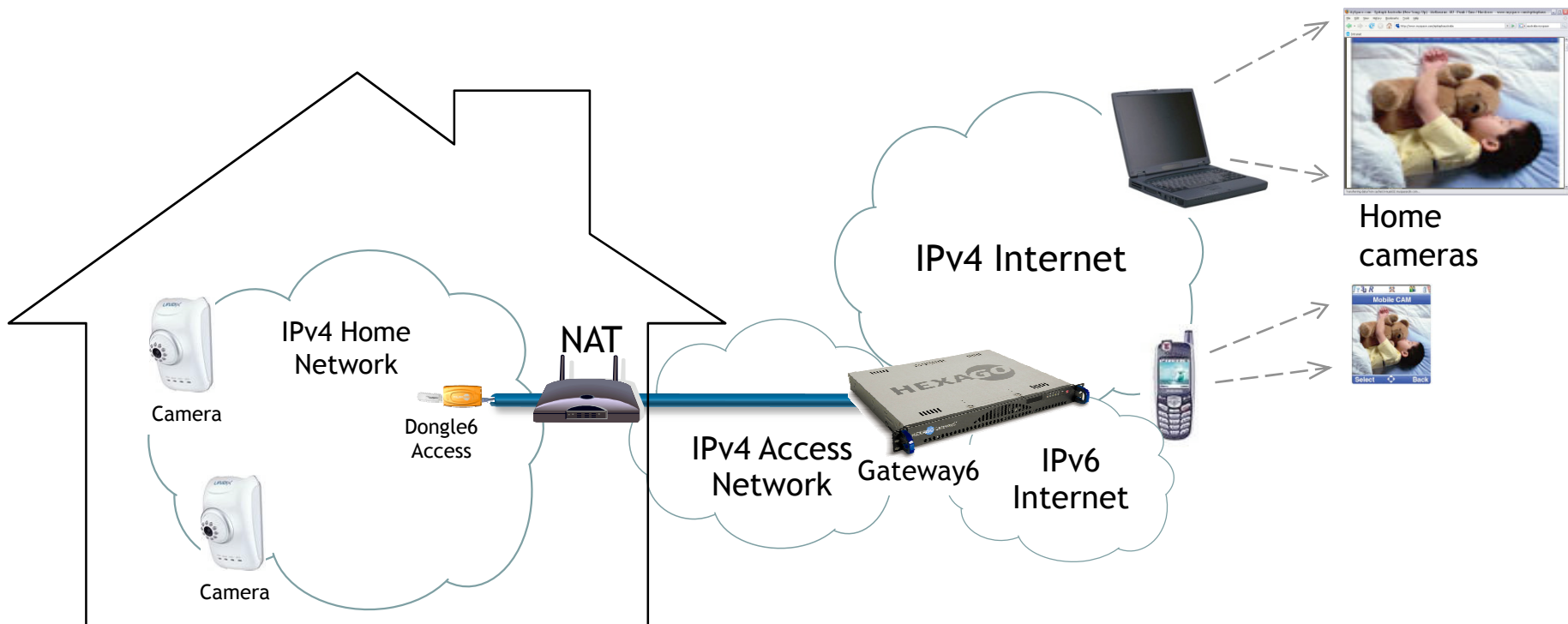


myCameras

Nanny cam or home security - Internet interface to home cameras

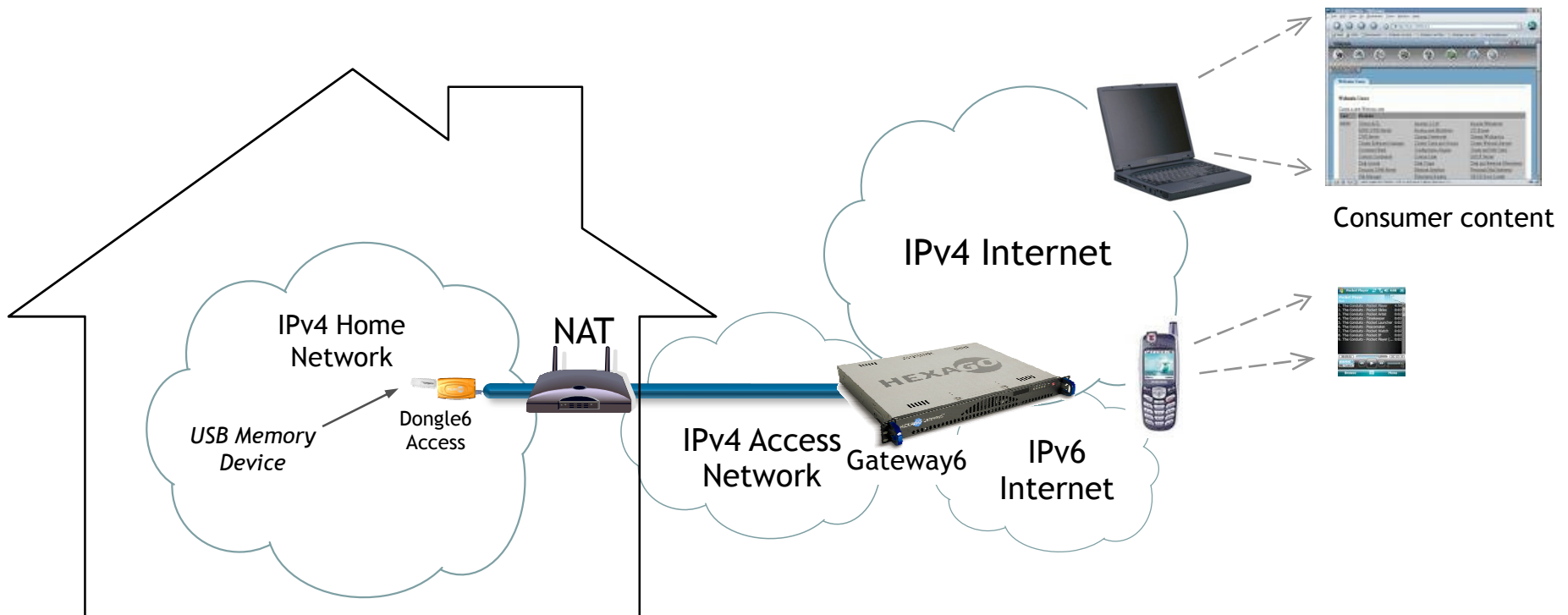
Step 1: View camera in real time

Step 2: Camera images saved on local memory device



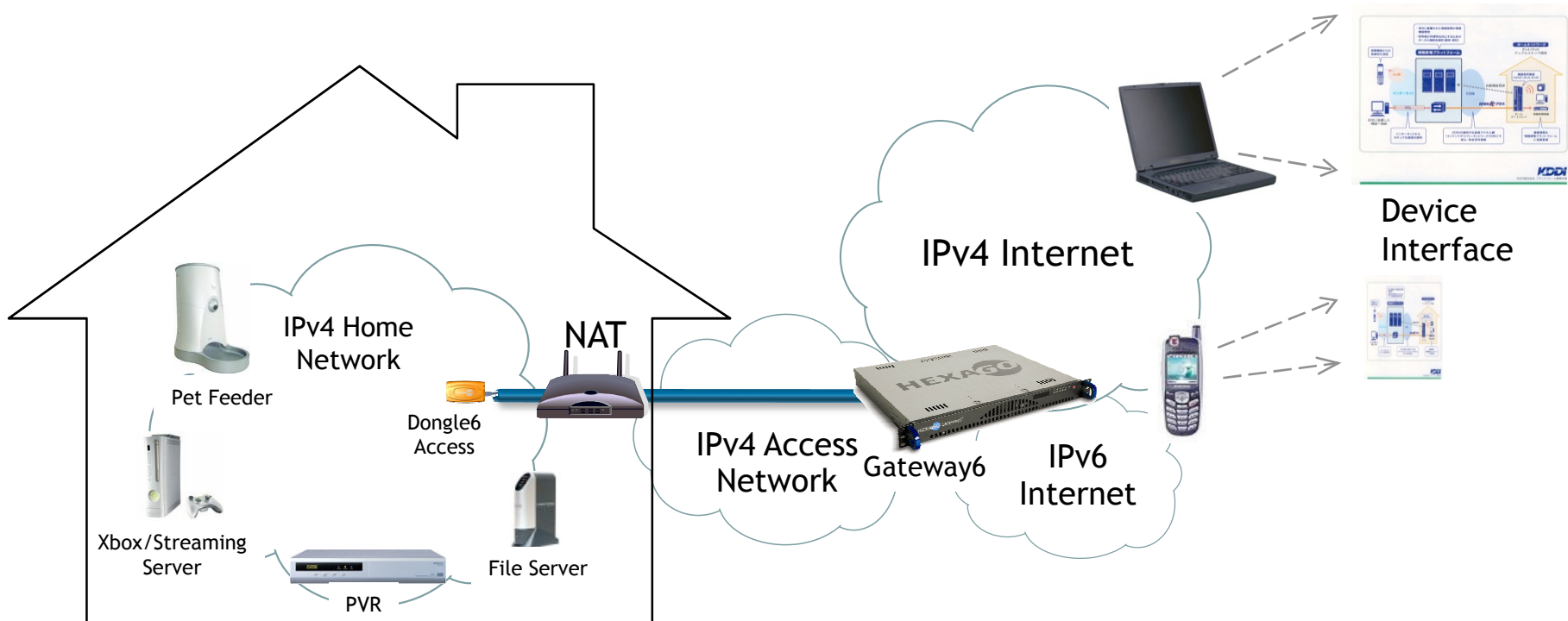
myFiles

File sharing - Internet interface to files (photos, video, music, data) kept locally on USB memory device
Includes BIGBIG Mail - email any size attachments



myDevices

Device access - Internet interface to any IP device or appliance within the home network



Return on Investment = 69%

Upfront costs of \$112,000 which includes:

- Two Gateway6
- 900 Dongle6 CPEs to start
- Equipment for demo environment

Assumptions

- \$7.00 per month net per sub for service
- Quarter time dedicated support person
- 300 new subscribers/month

Break-even after 1 year

69% ROI after two years

- Expenses = \$460,000
- Revenue = \$778,000
- Profit = \$318,000

Dongle6 MHP Business Model

Upfront Costs		Quantity	Unit	Total				
Gateway6	2	2	\$40,000	\$80,000				
Dongle6 MHP	900	900	\$20	\$18,000				
				\$98,000 Initial Dongle6 purchase				
Monthly Revenue Projections								
	Subscriber 1	Subscriber 2	Subscriber 3	Subscriber 4	Subscriber 5	Subscriber 6	Subscriber 7	Subscriber 8
Revenue	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000
Revenue/Subscriber	900	900	900	900	900	900	900	900
Total/Subscriber	900	3,600	3,600	3,600	4,500	5,400	6,300	7,200
Expenses:								
Gateway6	\$0	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000
Dongle6	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000
Other	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000
Revenue	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000	\$21,000
Net Profit	-\$21,000	-\$21,000	-\$21,000	-\$21,000	\$21,000	\$21,000	\$21,000	\$21,000
Assumptions:								
\$21,000 Monthly revenue per subscriber for revenue month					900	900		
\$21,000 Monthly support person cost. Revenue person								
\$21,000 Revenue/Subscriber per month support person								
\$21,000 Revenue without cost. 20% cost each								
\$21,000 Revenue of revenue month added per quarter								
\$21,000 Cost of Gateway6								
\$21,000 Cost of Dongle6 MHP								

Benefits

Business

Generate incremental revenue with a new class of services

Low investment required

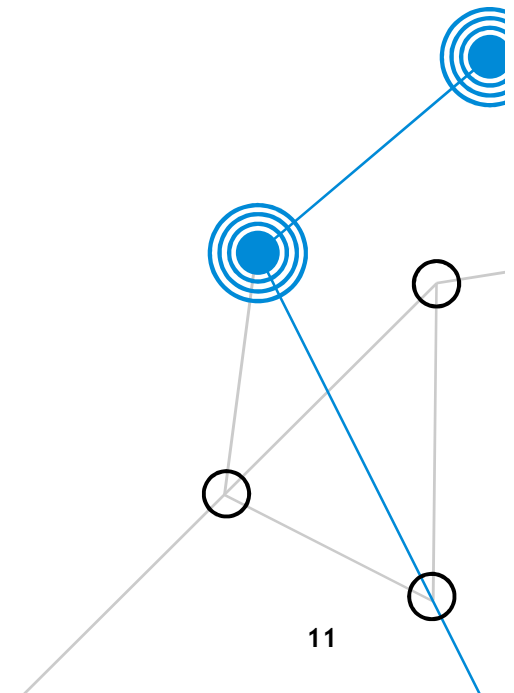
Gain valuable IPv6 operational experience for the future

Little change for customer - customer uses IPv4 equipment

Starts deployment of IPv6

Product

- Lower cost to deploy
- Plug 'n' play installation
- Does not require a dedicated computer



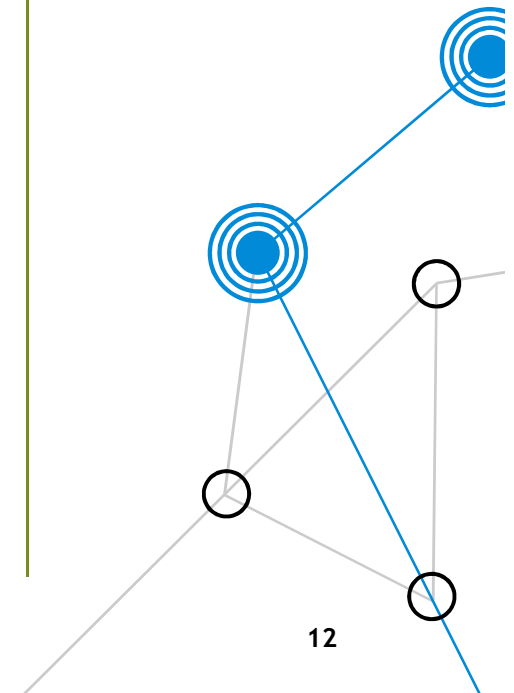
Customer Trials and Deployments Examples

Chunghwa Telecom - Taiwan

KDDI - Japan

Cyberport - Hong Kong

Korea Telecom - Korea



Thank you.

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