

Emerging Markets

Service Availability and Price Analysis

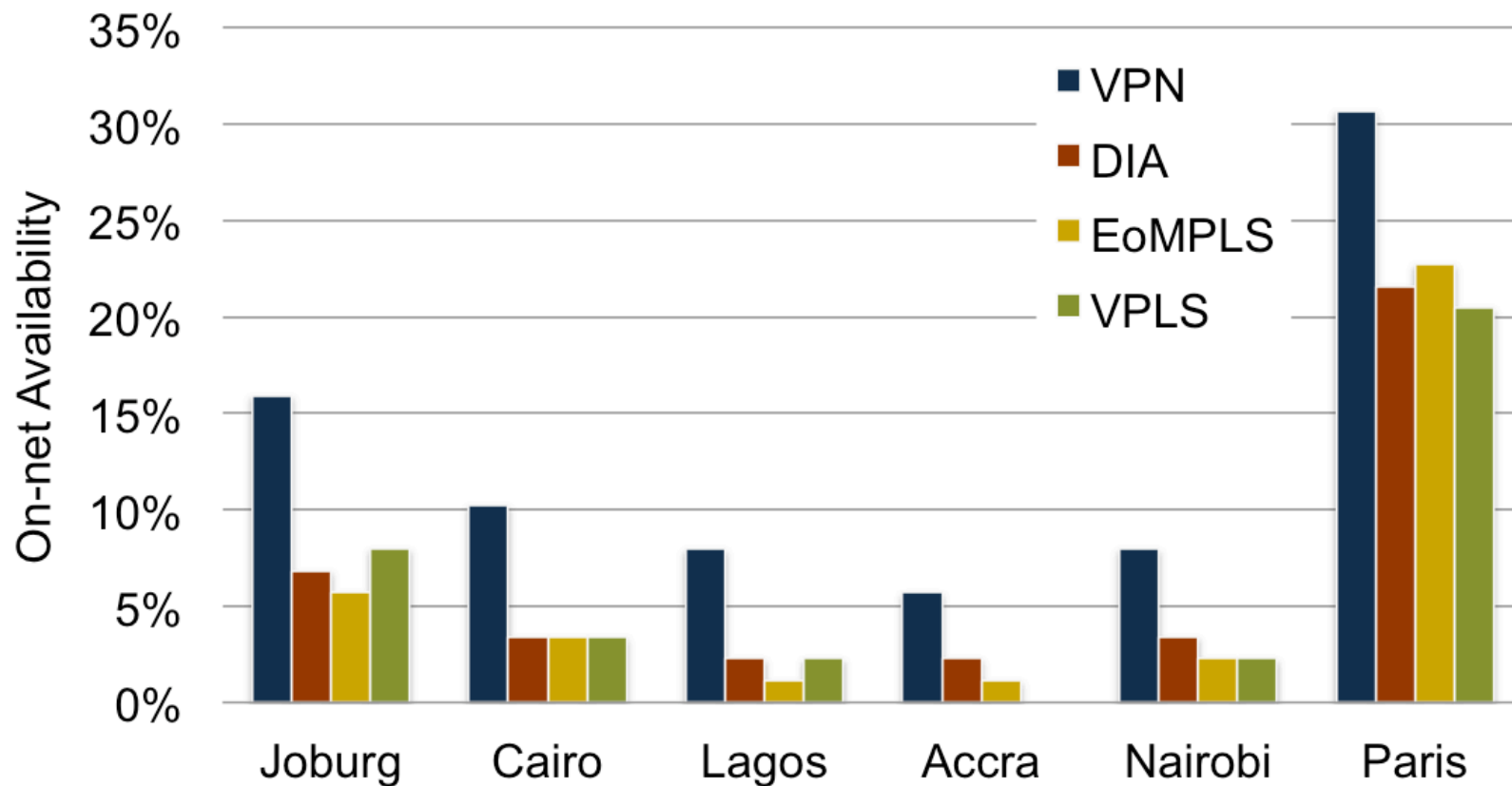
Robert Schult
TeleGeography

WAN Summit 2013

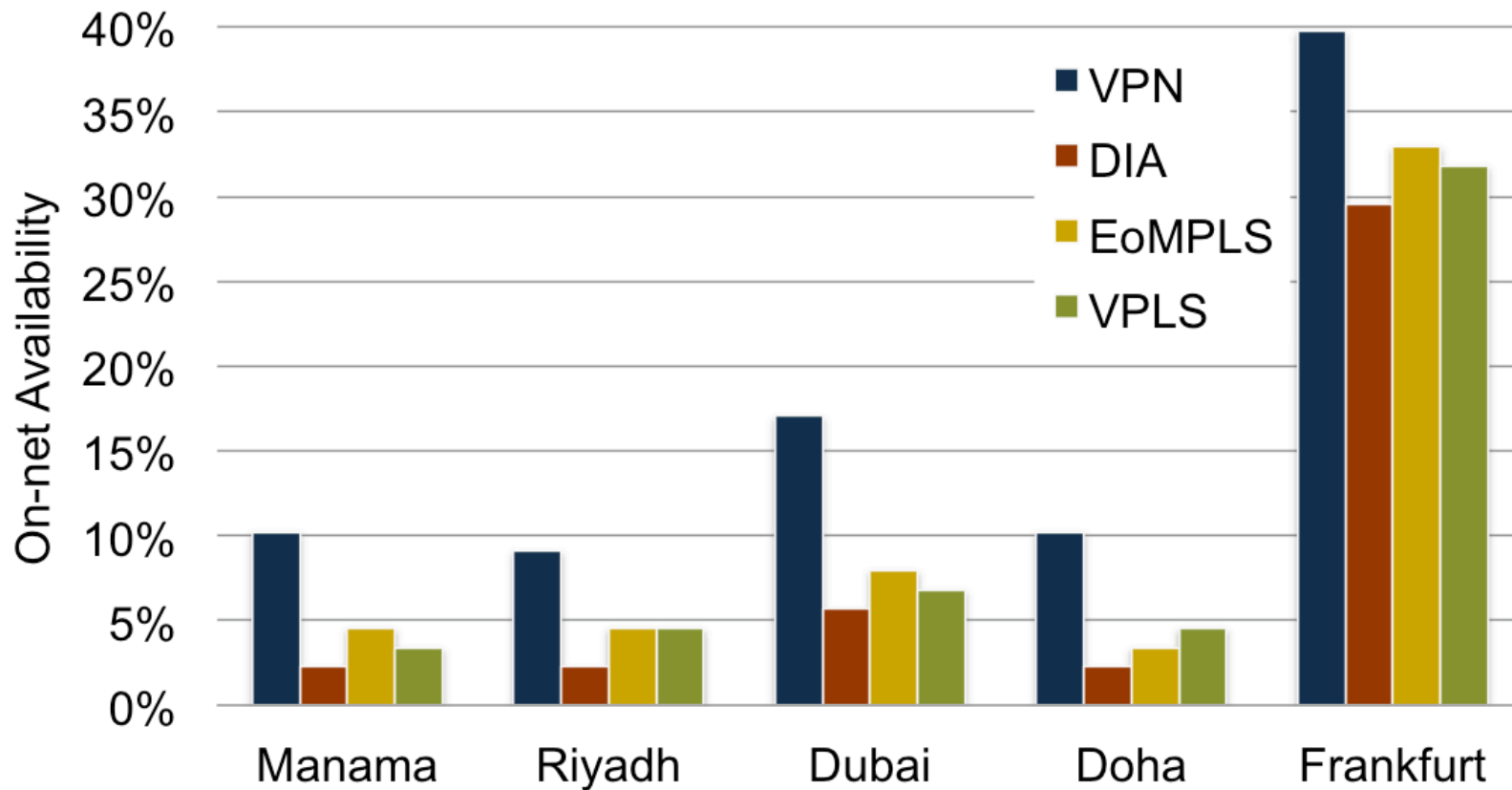
What's your favorite spread on toast?



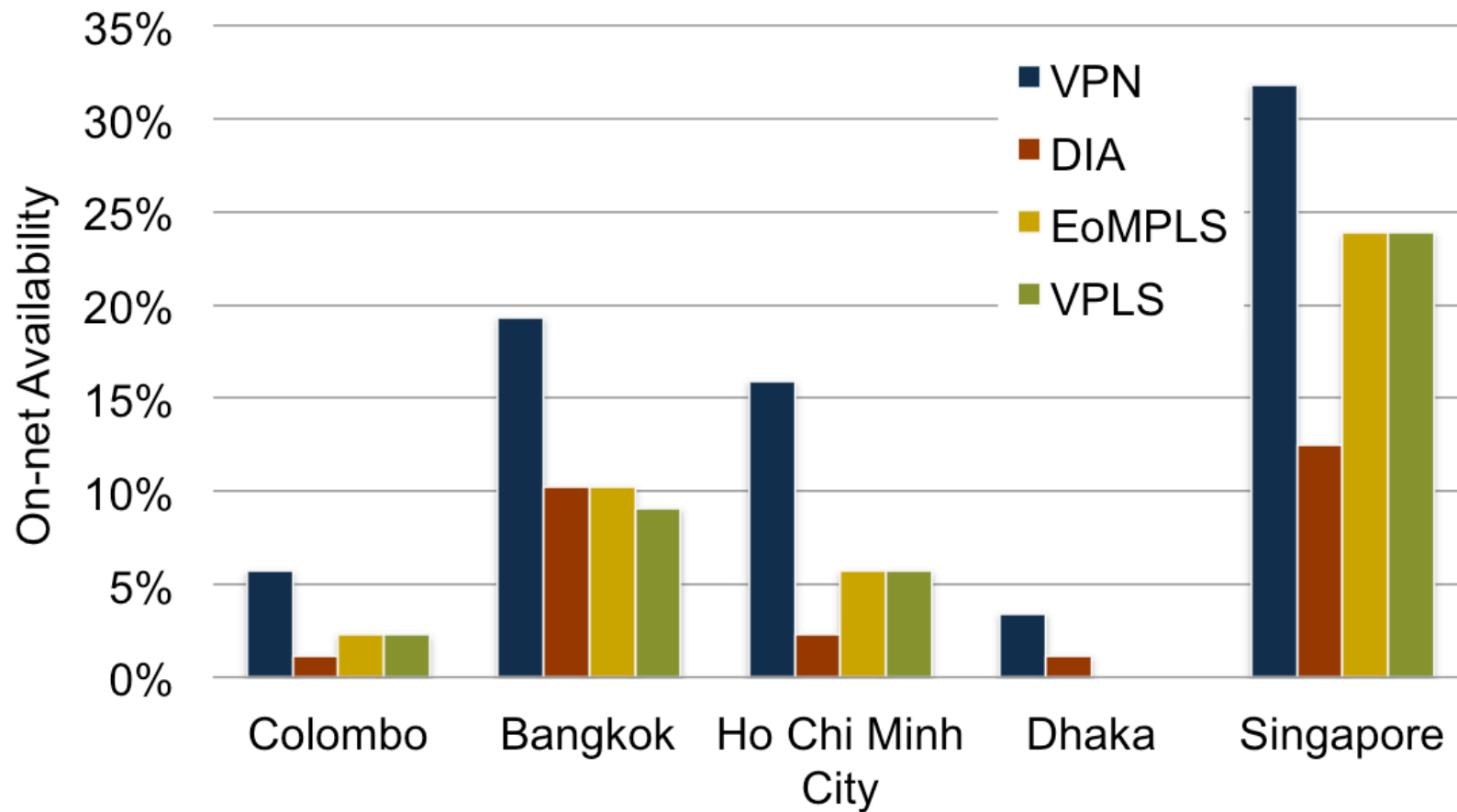
Service Availability - Africa



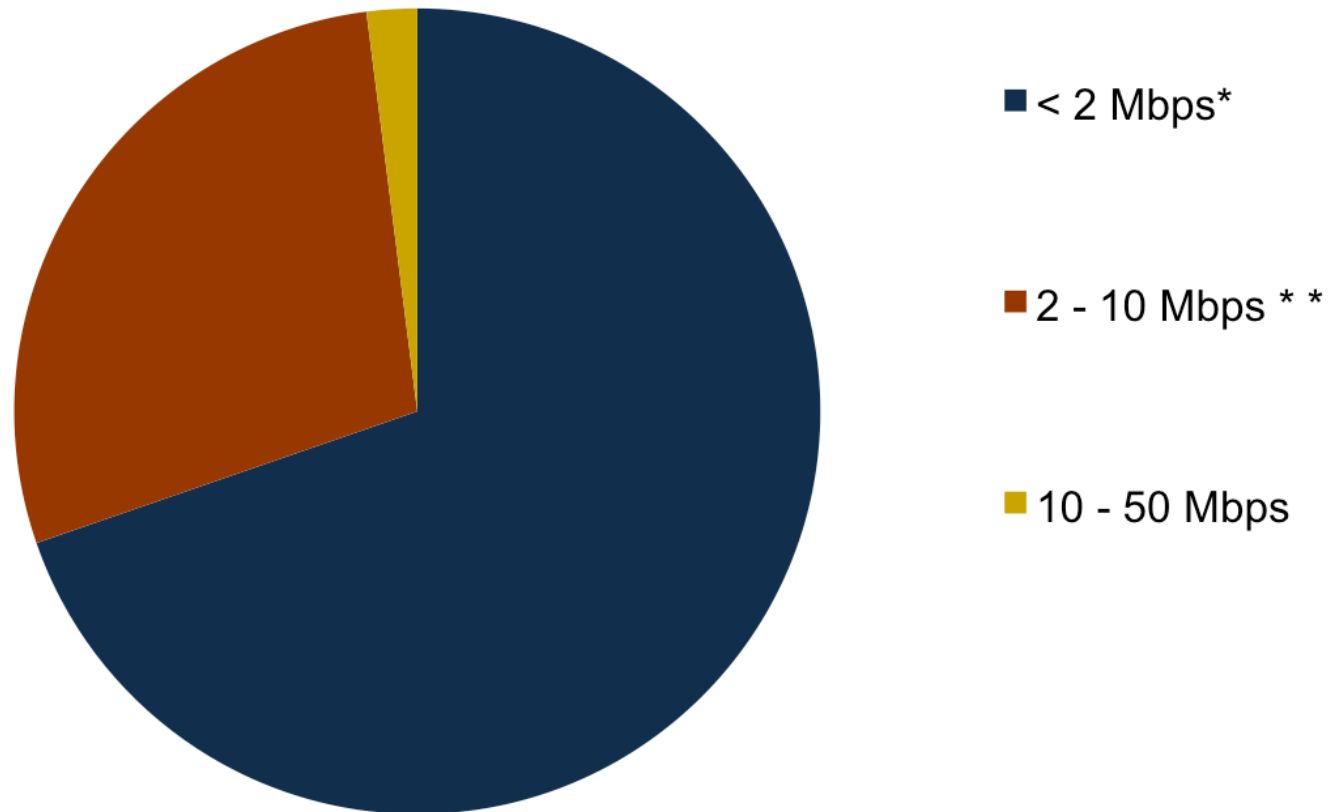
Service Availability – Middle East



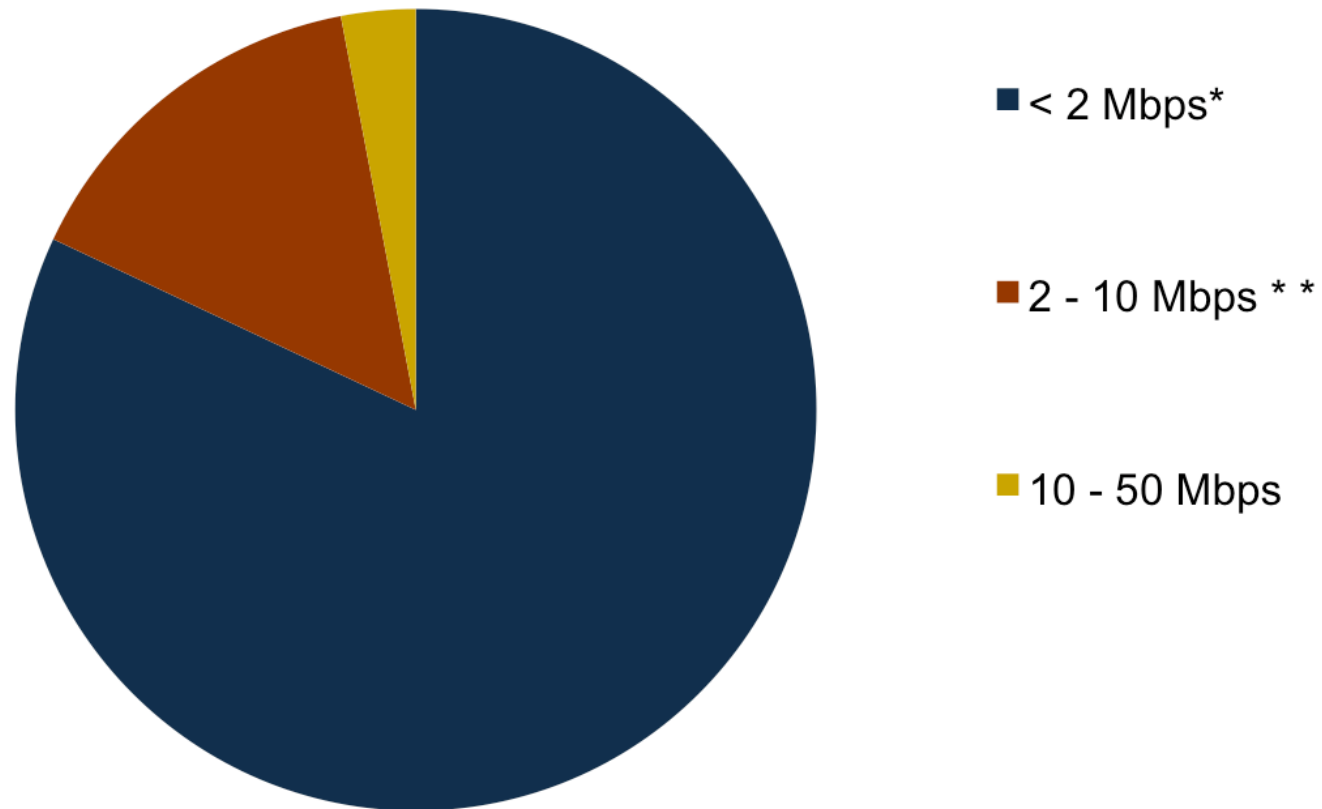
Service Availability - Asia



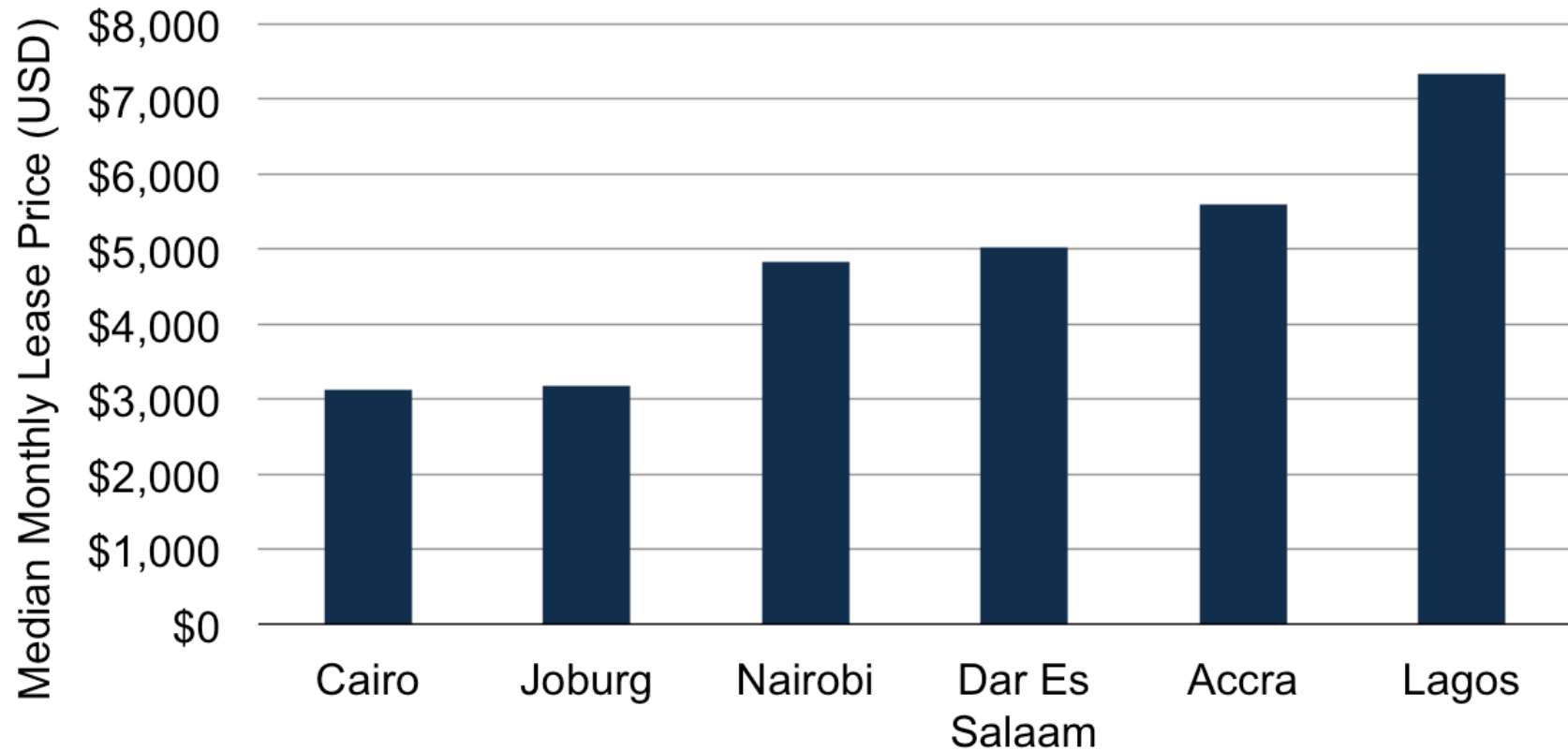
MPLS VPN Port Sales Mix Africa, Q1 2012 – Q1 2013



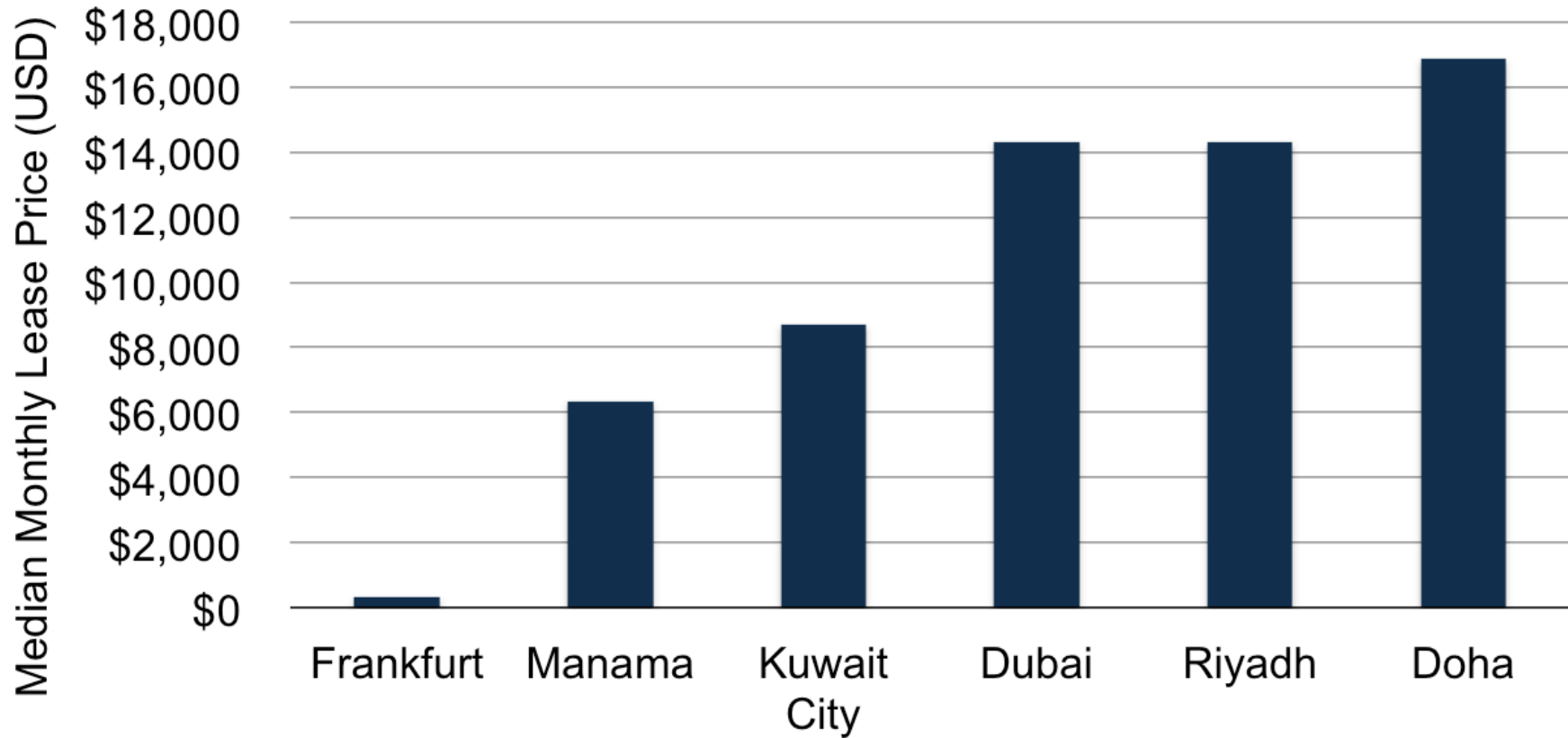
MPLS VPN Port Sales Mix Middle East, Q1 2012 – Q1 2013



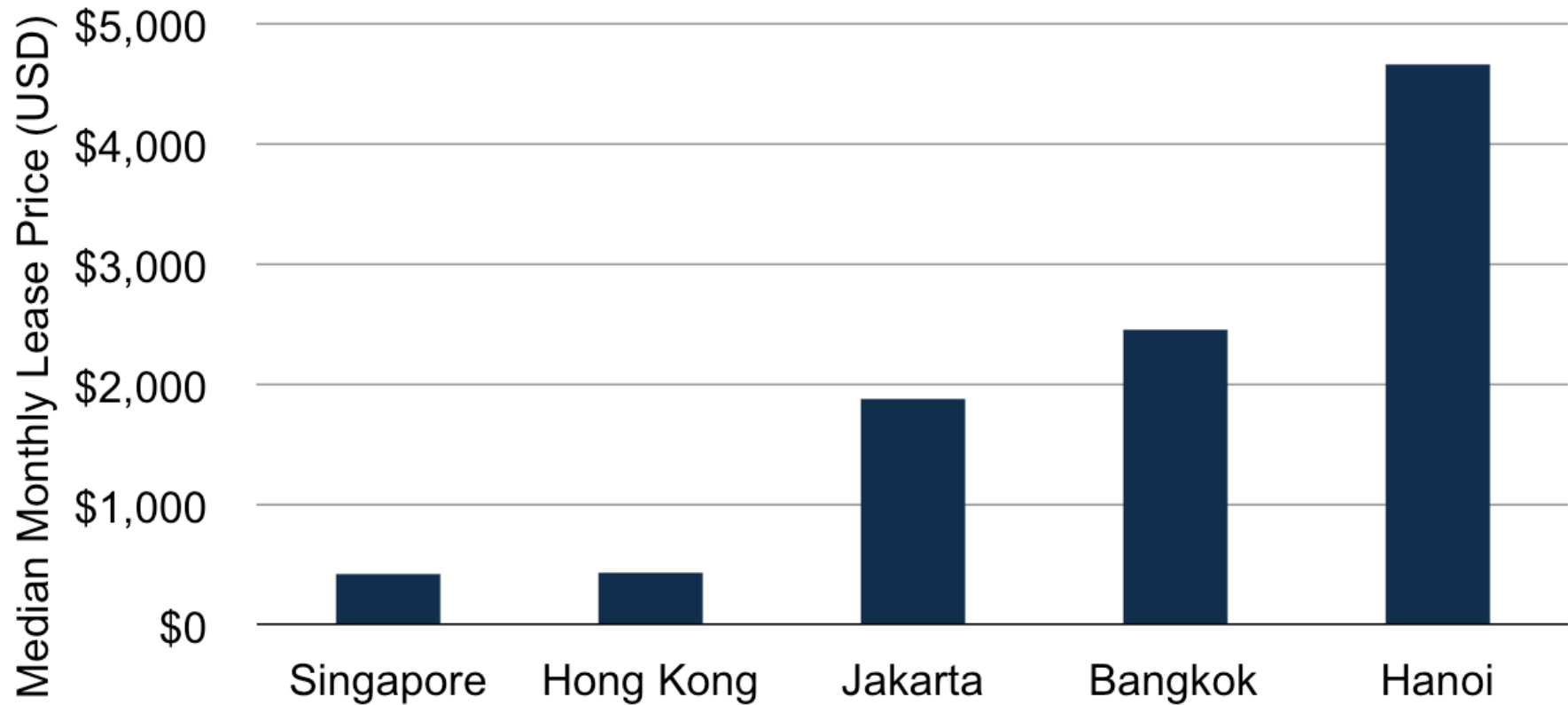
Best Efforts E-1 VPN Port Pricing Africa



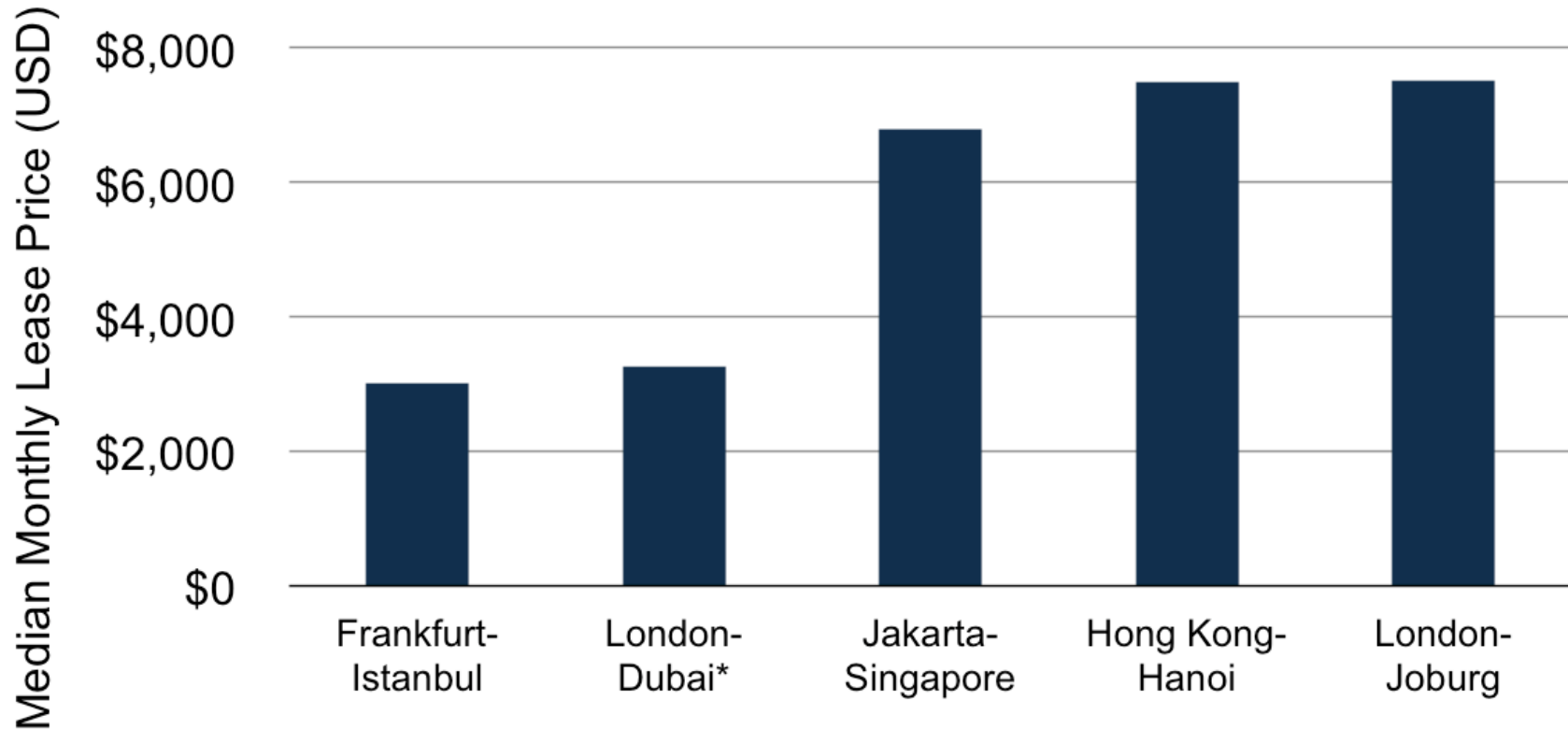
Best Efforts E-1 VPN Port Pricing Middle East



Best Efforts E-1 VPN Port Pricing Asia

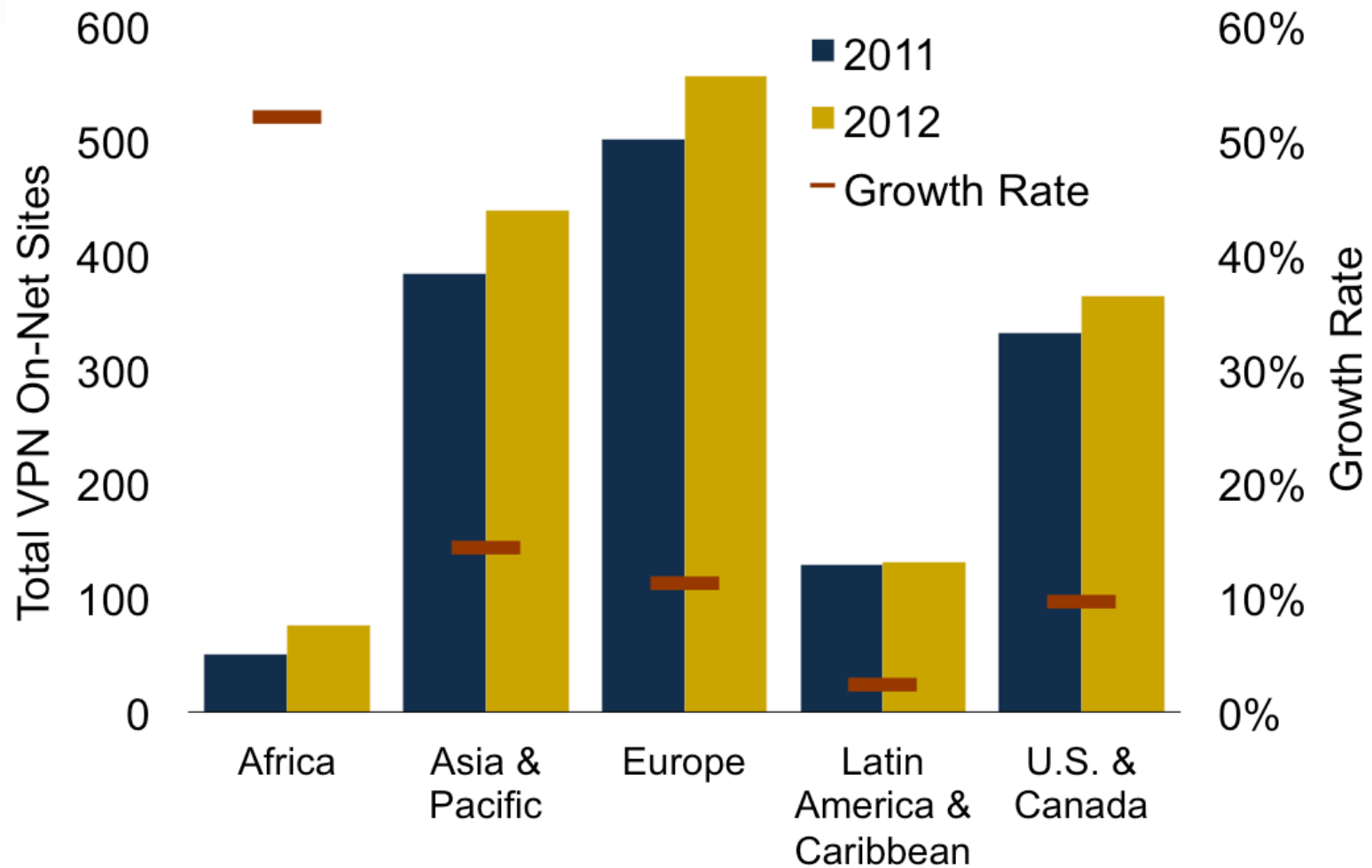


Global 10Mbps EoMPLS Prices



* Indicates city-center to landing station.

Emerging Markets Will Catch Up!



A Hybrid May Be the Answer!



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