

IP VPN vs Frame Relay vs ATM vs Private Line
TeleDeal Inc. Rate Sheet I (07/03) * Call 800-835-3332 for updates or WWW.1800TELEDEAL.COM

Table I * WANs: Intelligent IP VPN vs Frame Relay vs ATM vs Private Line Comparison				
For Lan-to-Lan Connectivity * CALL FOR BEST PRICES & QUOTES				
Criteria	Intelligent IP VPN	Frame Relay	ATM	Private Line
Cost	The MOST Economical. Save 20-50% with an Intelligent IP VPN	More economical as connected locations are added. Not sensitive to distance between locations.	More economical as connected locations are added. Not sensitive to distance between locations.	Costs rise dramatically as number of connected locations and distance between locations increase.
Flexible Connectivity	The MOST Flexible (Any-to-Any Connectivity)	Add sites using software only to set up permanent virtual circuits (PVCs).	Add sites using software only to set up permanent virtual circuits (PVCs).	A separate dedicated access line must be set up for each site.
Integration of services	The MOST Integratable	Consolidated network handles voice, systems network architecture (SNA), and LAN traffic.	Consolidated network handles voice, SNA, LAN, and multimedia traffic.	Multiple parallel dedicated access lines required for voice, SNA, LAN, and multimedia traffic.
Performance	The HIGHEST with 4 SLAs	Service level agreements based on response time, throughput, and availability.	Service level agreements based on response time, throughput, and availability.	Performance comparable to standard phone lines.
Speed	Frac T1 to 1.5 Mbps to 155 Mbps (OC3)	56 kbps to 45 Mbps (DS3)	1.5 Mbps to 155 Mbps (OC3)	56 kbps to 45 Mbps (DS3)
CPE Simplicity	YES	NO	NO	NO
Simple Billing Structure	YES	NO	NO	NO
Security	The MOST Secure in IP	Dedicated and confidential customer routing configuration.	Dedicated and confidential customer routing configuration.	Dedicated lines for exclusive use of your business.
<p>There are four costs that make up the total cost of a Frame Relay solution. (1.) The first cost is that of the local loop required to connect a location to the carrier's Frame Relay network. This is known as a local loop or sometimes as the T1 charge. (2.) The second cost is for the port. While (1. local loop) provides access to the network, the port provides throughput from the location into the carrier's network. Typical port speeds on T1 local loops are 128kbps to 1.544Mbps. The port speed is the maximum speed that data can travel across that circuit. (3.) The third cost is the CIR (Committed Information Rate) charge. While the port allows for a certain maximum speed, the CIR provides a guaranteed rate of throughput. If the data being sent is bursty in nature, there is no need to pay for the full port speed all of the time; a user could set a low CIR and burst to the full port when necessary. (4.) the final charge required to make Frame Relay a complete solution is the PVC charge (Permanent Virtual Circuit). A PVC links one location on the Frame Network to another location on the same network. If location A needs to communicate with Headquarters then a PVC would be required.</p>				