



DRIVERS FOR CONVERGENCE

Many drivers but perhaps the most significant is a vision of the future

- Lower Cost
- Simplified Provisioning
- Easier Management
- Less Maintenance
- Fewer User Interfaces



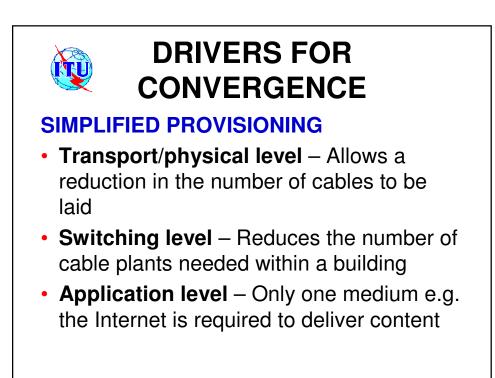


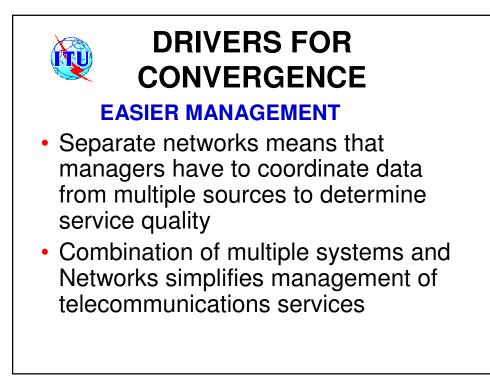
DRIVERS FOR CONVERGENCE

A brief review of each driver

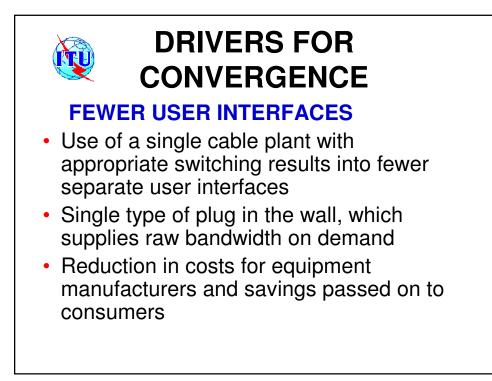
LOWER COST

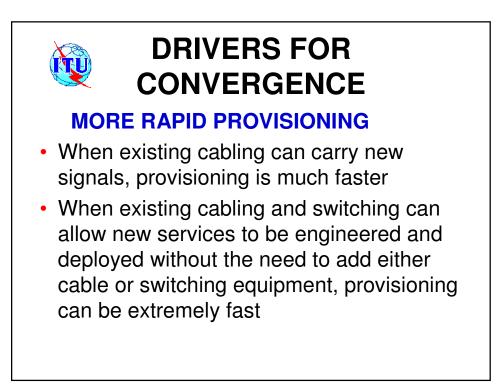
 If a new technology is to gain any recognition and market share, it must promise some savings- the more the better.



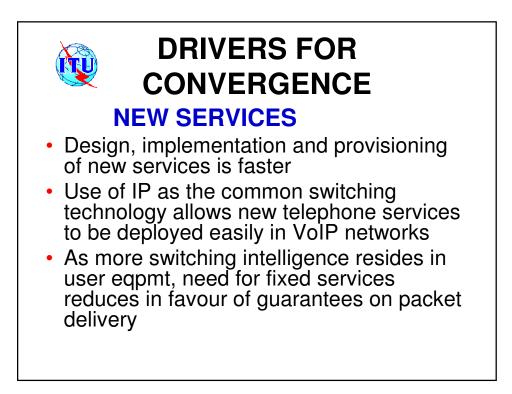




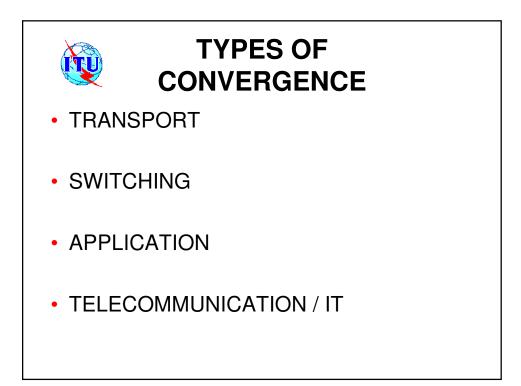


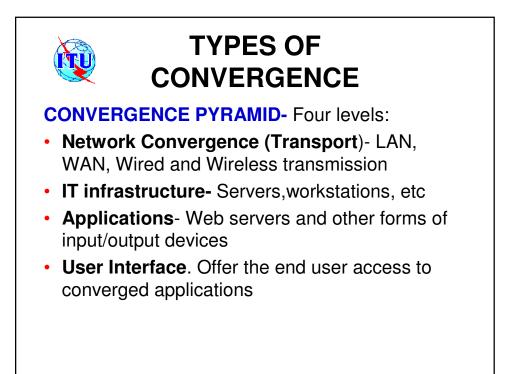


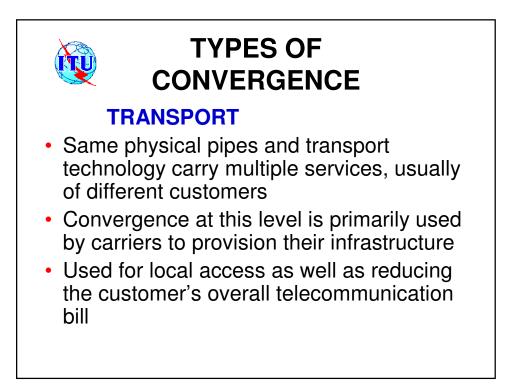


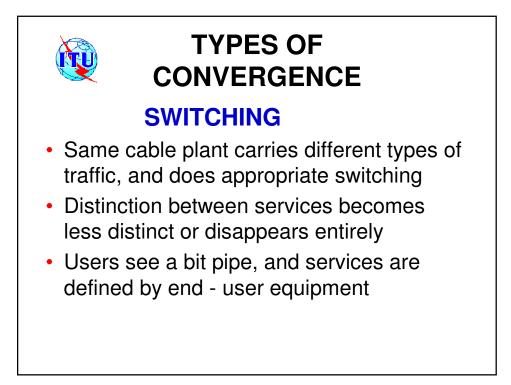


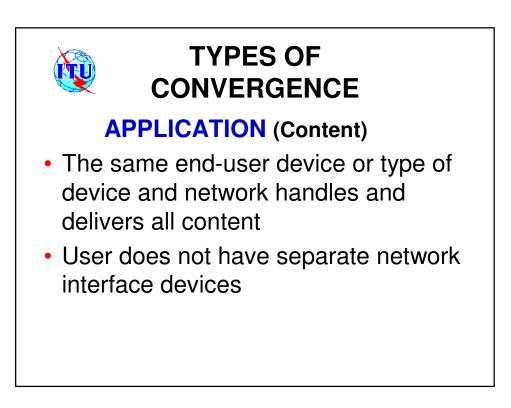


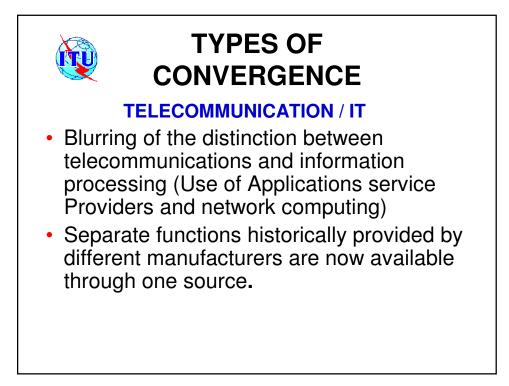


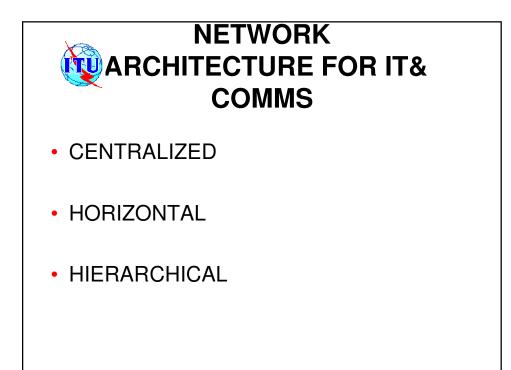


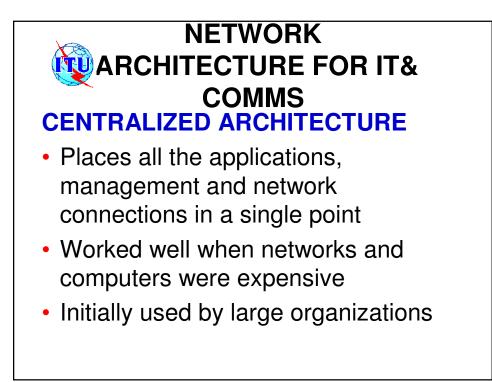


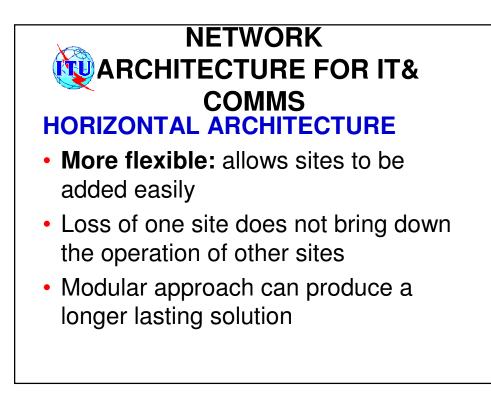


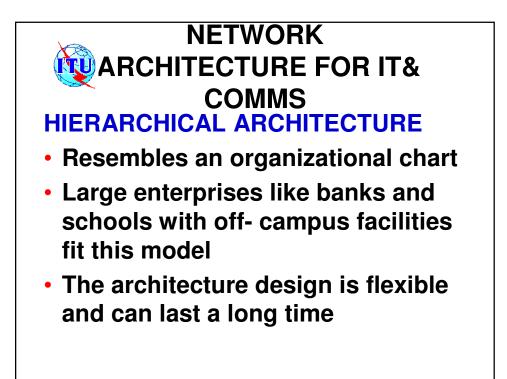


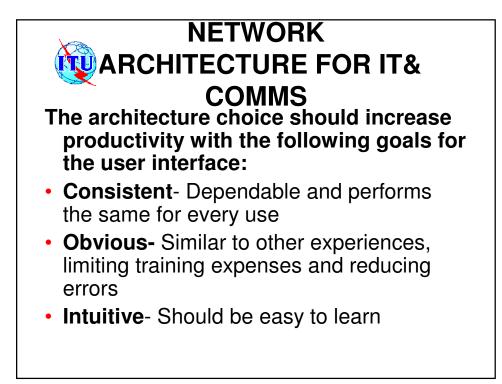




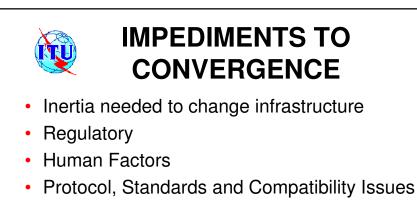




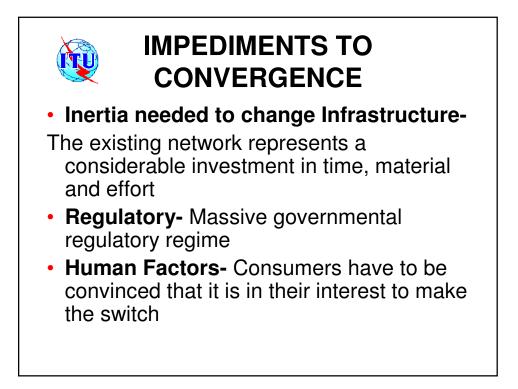


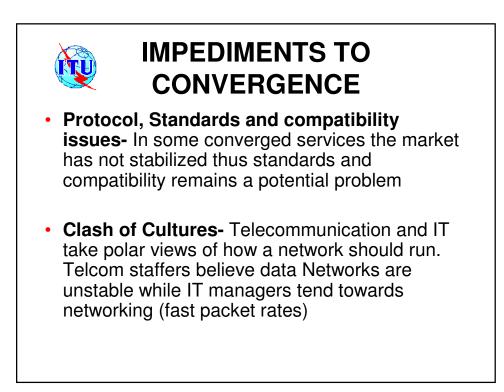






- Clash of Cultures
- Need to Interoperate with existing Infrastructure and Applications
- Unproven reliability and availability





IMPEDIMENTS TO CONVERGENCE

- Need to Interoperate with existing infrastructure and applications – No new solution will be acceptable if it does not interoperate with existing systems and applications
- Unproven Reliability and Availability- In case of major technological changes CEOs want to have proof that a new system will perform at levels equal to or exceeding the existing system

