

XTRAN FOR (SALES) MANAGERS

Course description

- **Target Audience**

The following target groups are considered :

- Sales managers who need to develop business for XTran.
- Managers who need a broader overview of XTran.

- **Course Prerequisites**

Basic knowledge of telecommunications (IP and WAN technologies) and electronics.

- **Course Objectives**

After the training, the students should be able to:

- describe the functionality of XTran and more specifically the application of its interface modules;
- position XTran & MPLS-TP technology;
- know and use the main advantages of XTran to develop business in specific market segments.

- **Exercises**

Hands-on training is NOT included.
A demo of an XTran network is included.

- **Duration**

1 day

Contents

- **Introduction**

This chapter introduces & justifies MPLS-TP as the ideal network technology and XTran as the ideal product for our customers.

- **MPLS-TP**

We will discuss some highlights of MPLS-TP and compare it with other protocols.

- **XTran Components**

We discuss the HW components of XTran, including the interface modules. A brief overview of TXCare is included as well.

- **Tunnels & Services**

In this chapter we explain tunnels (= label switched path) and services (pseudowires) and the possible protection schemes.

- **TXCare + demo**

TXCare is the management platform of an XTran-network. Via the demo we will illustrate some of the concepts discussed previously and also explain some OAM-features.

- **Case Studies**