











QoS
can you sell better QoS at a higher price? multiple levels per customer
"the Internet is not reliably crappy enough"
"It fails to fail often enough so it looks like it works." Mike O' Dell
IAD = IQ test
enterprise VoIP?























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But

some people do not believe in flying bees need to fix the Internet

to make it as reliable as the phone net

to make it as secure as the phone net

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to make it as controllable as the phone net

to make it as profitable as the phone net

Current Alternative Intelligent Network (IN) let the carrier do it (or control it) carrier decides









FCC

4 "principles" (5 August 2005) consumers are entitled to access the lawful Internet content of their choice
consumers are entitled to run applications and use services of their choice, subject to the needs of law enforcement
consumers are entitled to connect their choice of legal devices that do not harm the network
consumers are entitled to competition among network providers, application and service providers, and content providers

http://hraur

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http://hraunfoss.fcc.gov/edocs_public/attachmatch/FCC-05-151A1.pdf

FCC: CALEA

Internet & interconnected VoIP providers subject to CALEA (wiretapping) law

VoIP provider "*must necessarily use a router or other server*" thus is facilities-based

logic in FCC Order & principles logically leads to a requirement that the FBI pre-approve applications

something they requested

http://hraunfoss.fcc.gov/edocs_public/attachmatch/FCC-05-153A1.pdf

U.S. House

House Energy and Commerce Committee draft covers BITS, VoIP & video providers preempt state & local regulations all types of providers must register with govt. requires BITS providers to provide subscribers with access to lawful content, applications, and services provided over the Internet, and to not block, impair, or interfere with the offering of, access to, or use of such content, applications or services

http://energycommerce.house.gov/108/News/09152005_staff_disc.pdf



Trust-Free Net

mistrust IP address (e.g., NAT) mistrust privacy (e.g., wiretapping) mistrust identity of other end (e.g., proxy) mistrust identity (spoof)

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Security in a Trust-Free Net

must be e2e as noted in original e2e paper cannot include network devices/systems in trust envelope and be sure of security thus e2e identification & encryption is key secure web browsers often provide this some use SSL offload engines so not actual e2e firewalls do not provide security unless firewall is in the end system e2e encryption is a problem for law enforcement Clipper II on the way?

Tussle in Cyberspace describes requirement conflicts in today's Internet as "tussles" between needs advises designing protocols/applications to split along tussle boundaries and to let users express choice e.g. tie QoS to packet markings not port #s what is good tussle boundary for e2e security? biggest tussle may be economics commodity service vs. compensating non-local ISPs "routing money" from service providers to ISPs Tussle in Cyberspace: Defining Tomorrow's Internet - Clark et al www.acm.org/sigcomm/sigcomm2002/papers/tussle.pdf

e.g., QoS Tussle

widespread belief that the Internet needs QoS controls

intserv, diffserv & RSVP used in enterprises

MPLS for bulk QoS (traffic engineering) used in some ISPs

but different prices for different service levels is a hard ISP sell

maybe because today's Internet is not reliability crappy enough to provide business model

e.g., VoIP "just works" most of the time - see Skype but telcos do not believe that, nor do regulators

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QoS Tussle, contd.

where (if) QoS needed - what should drive it? carrier-run "content-aware" network? application request special handling for its packets per session application/site mark packets for special handling class of service

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significant pressures to block end2end especially at boundaries (e.g., enterprise edge) but also home NATs & computer firewalls blocks possible to circumvent e.g., HTTP tunnels (see RFC 3093) e.g., HTTPS from browser to "server" enterprise ISPs still mostly open but a few "protect" by blocking "dangerous" ports



MU Rules!

 many innovators particularly important when user desires are unclear
 High Market Uncertainty (High MU)
 low MU: all implementers know what user wants product becomes commodity (low profit)
 implemented in most economically efficient way often centrally
 high MU: implementers have to guess implementer that gets it right gets high profit thus high value in many implementers e2e facilitates implementers
 A Real Options Metric to Evaluate Network , Protocol, and Service Architecture - Gaynor, Bradner - http://www.sobco.com/papers/ccr-10-2005.pdf e2e

convinced that the e2e principle is important? Google & Skype are



ISPs

what is an ISP? traditional ISPs have IP history telco-based have circuit history what will it be? telcos have the \$ but generally not the clue try to remake the Internet into telco model but assume that content will rule



Will Content Ever Succeed?

has not to date

all video-on-demand trials to date have failed long-term carrier assumption of revenue future if you are asking "what is the application?" you have already lost many looking for "the killer app" what was killer app for telephone? what was killer app for auto? if you must have one: connectivity content will be a service but not the only service

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Social Pressures

the Internet is aggressively non-national the 1st amendment is a local ordinance threat to "order" as information sometimes is governments feel they must "protect" citizens e.g., China Internet routes around censorship what global authority does the FCC have?









Fears, Threats and Effectors

phone companies have noticed the Internet they want to "help" the geeks they worry about QoS and predictability

QoS predictability and investment predictability but their help would destroy what created the Net

I' d rather do without the help but they are there and the regulators on their side (regulators don't like chaos)

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Internet Myths

is free

is flat rate

is government run/funded

is just U.S. (or U.S. owns it)

is regulation-free

has a viable business model (will pay for itself)

is inherently poor quality

is the right answer to all telecommunications questions

Projections

Internet model clouds the economic model other than selling shovels to the gold miners and the shovel business is getting hard

"but who is going to make money on that?"

John McQuillan (i.e., is there a business model for the Internet as Internet?)





















