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**The Xedia Vision:
QVPN Revolutionizes Internet Service**

Sometime before he met his Waterloo, Napoleon observed, "In revolution, there are only two sorts of men, those who cause them and those who profit by them."

Had Napoleon made that statement today, I'm confident he wouldn't be quite so gender-specific. I'm also sure he'd be talking about the revolution taking place on today's Internet. Like prior revolutions on the Net, such as the advent of the World Wide Web, this one is reshaping how we communicate. And its reshaping how we do business.

What's this revolution about? It's about accessing the power of the Internet to raise your business productivity and profitability. It's about controlling bandwidth and IP traffic between any two sites. It's about finally bringing Quality of Service to the Internet.

Now, you can make the Internet an extension of your enterprise network. You can realize the Internet's potential as the most powerful of all business tool, delivering the spectrum of voice, video and data services. And you can leverage its performance, reliability and economic power to meet your business needs.

We're Xedia, and this is our vision of where the Internet is headed. During the next several minutes, we'd like to show how you can harness the power of the Internet using our new Access Point QVPN. QVPN is the first and only Internet access platform that integrates Quality of Service with point-to-point security. You get the same control and security on any private or public network that you now have only on your LAN.

Let's take a minute to put this revolution into perspective. In its initial transformation, the Internet emerged from academic and government research to become public. However, it offered only basic connectivity and best-effort services, and this limited its usefulness for business.

In its second revolution, the Internet gave us the World Wide Web. This made accessing content simple. The Net became more useful to businesses, but it still lacked the control and predictability for business-quality services.

In today's revolution, the Internet offers Quality of Service. We're civilizing the Internet from its wild'n wooly past. Gone are the days when you shoveled your precious traffic into a black hole called Internet access, hoping it would be delivered some day.

The Internet is poised to become the critical business asset we all knew it could be - and it's about time.

Xedia is leading this revolution. In fact, it's our business. We specialize in accessing the power of the Internet. We deliver QVPN through our Access Point high-performance, multi-service, Internet access platforms. QVPN provides secure, point-to-point Quality of Service capabilities. And this, people, is the next generation of Internet business solutions - solutions that your conventional router cannot begin to offer.

Our award-winning Access Point platforms feature carrier-class scalability, robustness and functionality. They let ISPs and enterprises deploy virtual private networks, or VPNs, with unprecedented control. Using QVPN, providers now offer Internet access with critical value-added capabilities, like bandwidth control and policy-based management.

By the way, who are some of these carriers and ISPs that have joined the bandwagon. Leaders such as Sprint, MCI, PSINet and UUNet. These and many others have already partnered with Xedia and are all profiting from the benefits of QVPN.

All this brings us back to Napoleon's observation. When it comes to the Internet, we're causing the revolution, and you have the opportunity to profit from it. The question is, will you?

Our vision and products reflect where Internet VPN services are headed. In the old days, there were just limited VPNs within organizations. Then we moved to managed network providers who offered equipment and some elements of network operation. Now, providers will deliver virtual dial-up and private line services to enterprises and ISPs that want to outsource.

With this next generation of Internet access, providers can make public networks look like private ones. And when that happens, it begins to make sense to outsource wide-area connectivity to your provider. With Access Point QVPN, you'll obtain greater control of your traffic and, as we'll see, better visibility. Plus, you no longer have the costs, headaches and complexity of managing the physical WAN infrastructure.

Remember, this is a revolution. There's a new order coming and it's going to change your remote access for the better.

With Xedia solutions, an ISP can allocate a specific amount of bandwidth to an enterprise. The enterprise, in turn, can partition this bandwidth among its users as it sees fit. Plus, it can assign different classes of service to traffic. A key

department, for example, can be ensured of more bandwidth than less important traffic sources. Thus, your business tasks are met without delays due to congestion on your pipeline.

Xedia enhances all manner of private networks. Many of you are using intranets to improve company communications. And perhaps you're using an extranet to exchange important information with a partner. Right now, your IP traffic flows are probably haphazard and unpredictable. With Access Point QVPN, you control them and your bandwidth. All with high levels of security.

How is this possible? By integrating cutting-edge, standards-based technologies. Yes, people, you'll be glad to know that this revolution is standards-based.

Access Point QVPN is the industry's first completely integrated IP services platform. Our platforms are the only that provide IP routing and QoS with carrier-class availability, performance and security.

As a result, Xedia offers the most advanced, carrier-class VPN solutions available. They're designed to provide uncompromising access and performance.

These solutions offer value-added services that were once pipe dreams. E-commerce, videoconferencing, telephony, and many others are now practical over the Net.

And when we say carrier-class, we mean truly robust. Our platforms provide, for example, full dynamic routing and IP Load Balancing, as well as BGP4 and VRRP for redundancy.

Access Point QVPN enables a new generation of VPN services. Secure private lines with QoS that meet the demands of literally any online community. Access Point even provides Internet connectivity for the Trump Towers in New York.

For the enterprise, QVPN allows secure QoS access between sites, partners, remote users and even customers. Your entire business community. Imagine finally providing customers with secure lines over the Internet with the service they demand.

You can assign flexible service profiles to meet different access needs. Every user everywhere. Establish a rate for a class and that rate is guaranteed.

As I've said, QVPN architecture uses standards-based technologies, not exotic, proprietary schemes. You can deploy Access Point QVPN without incompatibilities or costly learning curves.

You're probably already familiar with some of its technologies. IPSec is the security standard that protects packets on the IP layer, making it ideal for securing virtual private networks.

The L2TP, or Layer 2 Tunneling Protocol, is a popular technology for creating VPNs.

Together, they endow Access Point QVPN with its robust VPN services and security. That's full-duplex, wire-speed performance for thousands of tunnels. QVPN even provides integrated firewall services. The kind that let you sleep peacefully at night.

What fuels this revolution is class-based queuing, or CBQ. CBQ is the last piece of the Internet puzzle. An open standard, it is the response of the Internet community to the irregular, best-effort flows of Net traffic. CBQ fixes this and much more. Access Point QVPN is the first commercial implementation of CBQ.

CBQ lets you classify, monitor and enforce different types of traffic. You can flexibly create a hierarchy of traffic classes, assigning any amounts of bandwidth to each. This means differentiated services and guaranteed bandwidth for users.

Plus, your control is granular. You can partition bandwidth down to one bit per second.

Access Point QVPN supports Differentiated Services, or Diff-Serv, another standards-based technology. Diff-Serv works with CBQ to map traffic classes to backbone QoS definitions. In other words, you classify and shape traffic before it hits the backbone.

As a result, you can optimize your IP traffic for cost- and bandwidth efficiencies.

Think of your last airline flight. There are first class, business class and coach seats. Not everybody, however, requires costly, first-class service. This is also true of your remote access needs. You can partition your bandwidth according to how it's really needed. That important videoconference between sites will occur without jitter or latency. Remote telephony over the Internet is as reliable as the PBX on your LAN. Or your critical medical or engineering files are guaranteed of prompt delivery, exactly when they are needed.

Moreover, CBQ supports borrowing. After all, your mission-critical design department may not always need all the bandwidth you've allocated. For those times, users in other classes can borrow the bandwidth until the design department needs it again. This lets you purchase just the bandwidth you require, knowing that you'll get maximum use of it.

Finally, CBQ operates on Layer 3, making it fully operative with your Layer 2 technologies like ATM, Ethernet or Frame Relay.

All of this sounds impressive, but it gets better. Access Point QVPN is easy to set up and manage. Its AutoClass feature allows you to quickly classify your traffic, which you can then tweak and massage according to your policies.

You can access detailed usage and flow statistics with any Web browser. This visibility permits you to monitor service levels, ensuring network performance. You also have data for charge-backs to departments.

When you have this much control, life becomes easier.

Access Point QVPN is your no-compromise solution for Internet-grade IP access routing. Our family of platforms connects some of the most demanding environments in the world.

The Internet is becoming a vital productivity tool and Xedia is leading the charge. We're unleashing the power of the Internet with bandwidth control and policy-based management. We provide the performance, reliability, scalability and visibility to transform it into your competitive advantage.

So the question persists. Will you profit from the revolution? Whether you're going to partner with your ISP or deploy virtual private lines within the enterprise, Xedia gives you the industry's next generation of tools to do so.

As you make your decisions, let me leave you with some homespun wisdom to mull over. Will Rogers once observed that, "Even if you're on the right track, you'll get run over if you just sit there." So ask yourself, are you on the right track? And if so, are you just sitting there?

Xedia thanks you for your interest. For a demonstration of Access Point platforms, please see those folks over there at one of the demo stations.