

Breaking out to 10GBASE-SR

Adrian Young

Senior Applications Engineer

February 24, 2017

Foreword

■ The following is based on the sales out data at Leviton Networks for

- Cassettes
- Conversion cassettes
- Conversion harnesses



■ Because it is not always possible to know the configuration of the product, certain assumptions will be made

Breaking out to 10G (Using a conversion cassette)

Assumption 1 (Most likely)

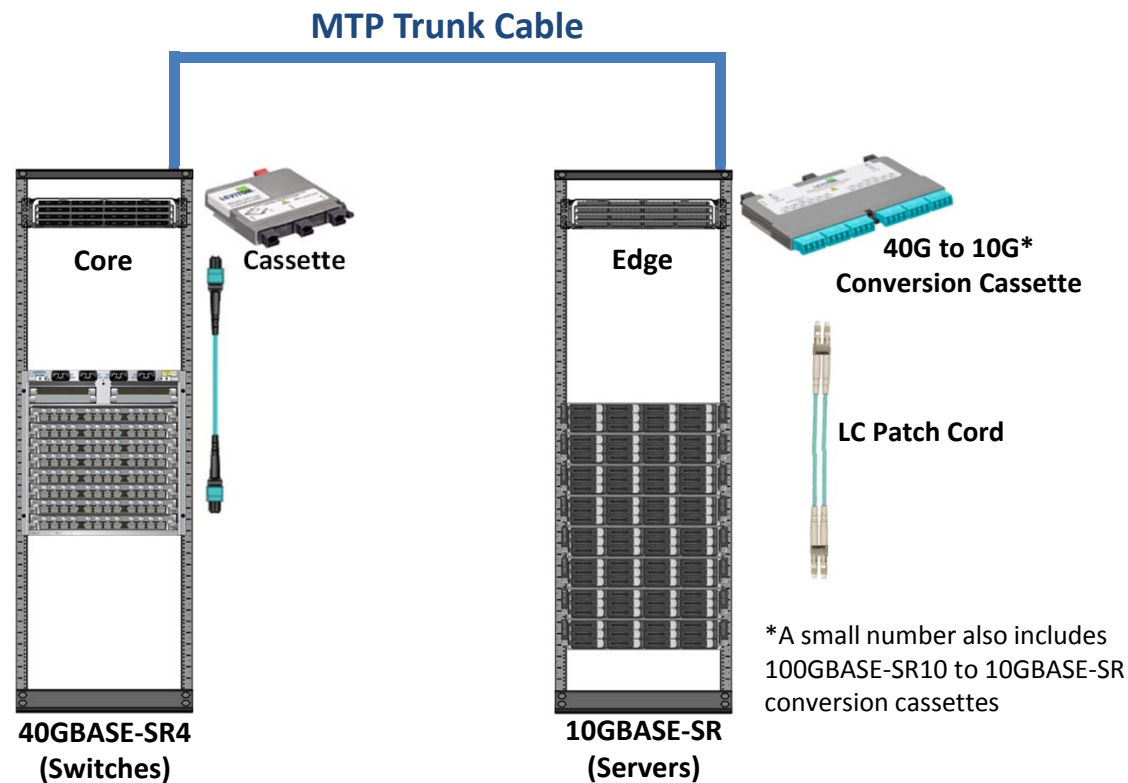
Switch (Core)	Server (Edge)	2015	2016
Pass Thru	Cassette	73.3%	61.0%
Pass Thru	Conv. Cassette	26.7%	39.0%

Assumption 2 (Possible)

Switch (Core)	Server (Edge)	2015	2016
Cassette	Cassette	57.9%	43.9%
Pass Thru	Conv. Cassette	42.1%	56.1%

Assumption 3 (Unlikely)

Switch (Core)	Server (Edge)	2015	2016
Cassette	Cassette	46.6%	22.0%
Cassette	Conv. Cassette	53.4%	78.0%

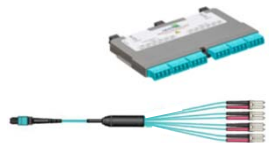


Comments:

- Conversion cassettes increased 12.3% from 2015 to 2016
- Suggests users breaking out to 10G >39%
- Does not include conversion harnesses

Conversion harnesses

- More conversion harnesses were sold than conversion cassettes



Product	2015	2016
Conversion Cassettes	34.7%	47.9%
Conversion Harnesses	65.3%	52.1%

- Directly working with customers, suggests that many existing 12 & 24 fiber MTP links are being converted to support either:
 - 120 Gb/s to 12 x 10 Gb/s
 - 100 Gb/s to 10 x 10 Gb/s
 - 40 Gb/s to 4 x 10 Gb/s

Using a conversion cassette or harness

Assumption 1 (Most likely)

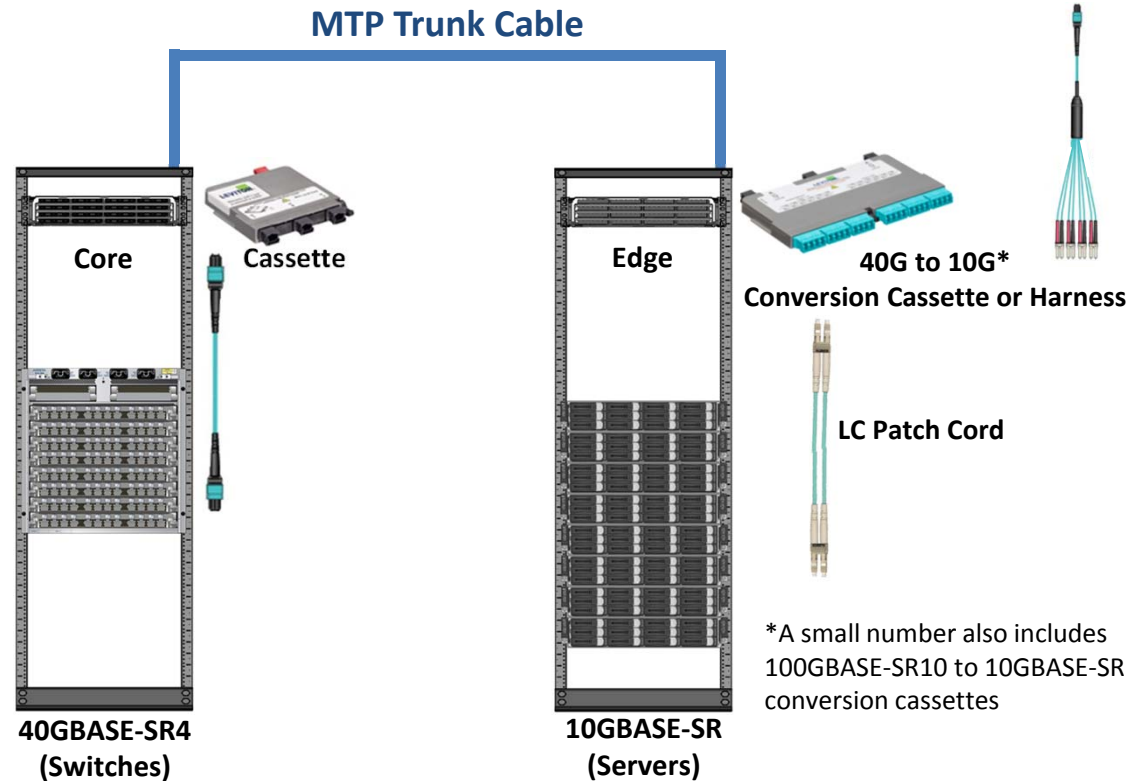
Switch (Core)	Server (Edge)	2015	2016
Pass Thru	Cassette	65.1%	55.2%
Pass Thru	Conversion	34.9%	44.8%

Assumption 2 (Possible)

Switch (Core)	Server (Edge)	2015	2016
Cassette	Cassette	48.3%	38.1%
Pass Thru	Conversion	51.7%	61.9%

Assumption 3 (unlikely)

Switch (Core)	Server (Edge)	2015	2016
Cassette	Cassette	30.3%	10.3%
Cassette	Conversion	69.7%	89.7%



Comments:

- Assumes 25% manufactured conversion harness are used on day one, based on our observation of designs we are involved in
- Suggests users breaking out to 10G >44.8%

Conclusions

- **Breaking out to 10GBASE-SR is extremely popular**
- **% of links being broken out increased from 2015 to 2016**

Thank you for your time

Adrian Young, Senior Applications Engineer