

## DANTE

### Testimonial

"Global Crossing provides us with flexible access to high-quality, cost-effective bandwidth. This solution truly fits our needs and those of our subscribers." - Dai Davies, General Manager, DANTE

### Story

Global Crossing provides DANTE with the high quality of service, capacity, flexibility and geographic reach it needs to best serve its customers.

### Customer

Established in 1993, DANTE (Delivery of Advanced Network Technology to Europe), a not-for-profit organization funded by the European Commission, operates a multi-Gigabit, pan-European research network - GEANT - with a 10Gbps IP DWDM backbone. This European 'network of networks' provides interconnectivity between 3000 subscribing academic institutions and research organizations in 31 countries. As such, GEANT is one of the new breed of National and Regional Research and Educational Networks, which are helping to change the way in which researchers collaborate and share large amounts of data.

### Challenge

DANTE is a sophisticated customer with high technical standards and precise demands. It needed a flexible, cost-effective provider to supply it with the highest quality offering and service, without being tied down to long-term commitments.

### Requirements

- Ability to carry IP traffic between Europe and the rest of the world;
- High capacity, burstable bandwidth, available on an "as-needed" basis
- Flexible pricing
- Short-term contract
- Maximum network performance

### Solution

Global Crossing designed a high-volume, high-performance, traffic-on-demand IP Transit service with seven POPs (Point Of Presence) in Western Europe. Global Crossing also custom-tailored a pricing structure - including at-cost local access fees - based on actual usage above a minimum committed rate. The IP Transit nodes "peel off" commercial traffic from the GEANT network and route it through the public Internet cloud, thereby enhancing network efficiency and maximizing available GEANT capacity for critical research traffic

### Result

GEANT is helping to change the way researchers collaborate. Its extended worldwide reach now allows it to bring more members into its virtual research community via a direct, one-hop connection.

### Why Global Crossing?

"Although we recognize the financial issues, it's our view that Global Crossing is a viable business... We went into the contract very much with our eyes open. Using Global Crossing's network services will benefit both DANTE and our subscribers as it will bring our costs down to a minimum whilst providing us with fully scaleable and extremely high quality bandwidth." Dai Davies, General Manager, DANTE.