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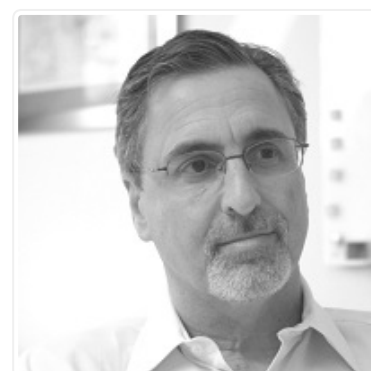
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Meeting South America's growing need for cloud, IP and IoT solution

By Chris Kelly (Mailto:chris.Kelly@Totaltele.Com), Total Telecom
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Total Telecom speaks exclusively to Larry Schwartz, chairman and CEO of Seaborn Networks

In the run up to the Submarine Networks 2018 event in London next month, Total telecom caught up with Larry Schwartz, chairman and CEO of Seaborn Networks, to discuss the company's plans for 2018.



Tell us about Seaborn Networks' recently launched Seabras-1 cable?

Seabras-1 is a 6-fiber pair, 72Tbps submarine cable system that is the first direct POP to POP transoceanic system between Brazil and the U.S. It was developed and is operated by Seaborn Networks, an independent cable owner-operator. It is also the first transoceanic system to directly connect the commercial and financial centers of North America and South America.

Seabras-1 offers greater resilience than competing systems. For example, unlike most other cables between the US and Brazil, Seabras-1's network architecture has been specifically designed to avoid hurricane prone areas of the Caribbean and south Florida. In addition, our backhaul and metro fiber in Brazil is underground, allowing us to offer a higher level of reliability and resilience in the market.

The system offers numerous branching units for additional landings and maximum future route diversity, including branching units pointing towards Virginia Beach, Miami, St. Croix, Fortaleza, Rio de Janeiro, Brazil South and Cape Town.

Seabras-1 offers a variety of attractive products for customers, including our Tier 1 SeaSpeed ULL route for HFTs, offering the absolute fastest path between the matching engines in Carteret, NJ and in B3, Sao Paulo. And our SeaCloud offering for carriers, OTTs and ISPs provide the most flexible wholesale solution for cloud-driven

capacity growth.

In short, Seabras-1 is best positioned to address the growing cloud computing demands, IP needs and future IoT needs for South America's international communication needs.

What benefits are there for customers to buy Seabras-1 capacity directly from Seaborn Networks?

The difference can be summed up by understanding how we have a broader view of Quality of Service. For Seaborn, QoS is not simply a question of uptime or latency, but covers the entire customer relationship. Seaborn was designed from the ground up to be a specialized submarine cable operator for the most demanding customers in the world: high frequency traders. As such, even our carrier customers and OTTs benefit from the exacting standards by which we operate. For example, that includes: our ability to activate capacity being measured in hours, not months; our ability to issue accurate invoices; the fact that only Seaborn employees work in our own Brazil landing station; and our attention to detail with our own Seaborn primary NOC and backup NOC enabling direct customers of Seaborn to receive faster and more accurate information regarding the system.

Now that Seabras-1 is in service, what else is Seaborn Networks working on?

Together with The Werthein Group of Argentina, we are developing a new route known as ARBR between Argentina and Brazil. This system will interconnect with Seabras-1 in our Praia Grande landing station and will thereby provide the newest and most direct route between Argentina and the US.

In addition, we are working on our next system, SABR, which is a direct route between Brazil and South Africa that will interconnect with Seabras-1 to provide the most direct route between the US and South Africa.

We have also recently established two new joint provisioning agreements. The first one is with Aqua Comms that enables us to provide a direct route between Brazil and the UK/Ireland on Aqua Comms' AEConnect. The second one is with IOX Cable Ltd. which enables the sale of capacity pre-build between NY-Brazil-SAfrica-Mauritius-India, and is the first viable plan to directly interconnect 3 of the 5 BRICS countries with the US via subsea cable.

What trends are you seeing in the subsea cable industry? And do these lead to any predictions that you have for the state of the market over the next 2-3 years?

We certainly see an ever-increasing role of OTTs in driving new-build systems, combined with a greater reluctance from many carriers to join consortium projects. We think Seaborn is well positioned to be a co-build partner with OTTs on a variety of routes, allowing us to leverage our total subsea track record. With our own NOCs and landing station expertise, combined with our network management capabilities, we

can bridge the gap between carriers and OTTs to address the market's collective needs for critical subsea routes. And we are well positioned to aggregate demand of the carrier community and offer bespoke solutions that further their enterprise, mobile and pay TV objectives.

Larry Schwartz will be sharing his expertise at the Submarine Networks Europe (<http://www.terrapinn.com/conference/submarine-networks-world-europe/index.stm>) ***event. Held on the 20th and 21st February 2018, the conference and exhibition will bring together all the key players from the global subsea cabling sector.***

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Telephone: +44 (0) 20 7092 1000

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