Minutes from the Telecom Focus Session, GGF13 in Seoul, Korea.
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- Need to consider multiple service provider and their implications

- Good to start with business model, prioritize what you work on first, second. We need to envision landscape – practical first. Vision is step 3 – practical is step 1. Identify sweet spots and priorities. What do businesses need first?

- Identify proper stakeholders. – Telcos are only one stakeholder.

- Question about Executive level at the telco – how do they view grids? Answer - identifying that grids are more than meeting the needs of enterprises. CIOs are not asking for grids – they are asking for helping them with their businesses.

- The way to proceed would be to compile use cases and build priorities. It is also good to bring back and describe to execs both the situation and the opportunities. It could be a starting point for explaining the value proposition.

- How do we take those first steps? Research Group working group, get a charter together – crawl, walk, run. We are going to ask you to be pioneering. Landscape and roadmap of activities and deliverables into that charter. Ideal charter – constituency and steering group can just approve something. Circulating charter and mailing list – content. Use cases, roadmap,

- There is a good amount of exciting work, with a clear charter of the first group. Founding members of the community – Groups might spin off from this main group as the needs arise. Start small – focus team to build a landscape. Move to rich opportunities in a measured way. We can start in Chicago with a forum. We need to make some progress before the ITU meeting next year. A balance of power between academia and industry as a compliment to the GHPN.

- If you look at the Lambda Rail project, quite a lot of business models are cropping up. Telcos are suppliers of links. New ways of building links for cyber infra for next generation networks. It would be wise for telcos to pay attention to the scientific applications – and the worldwide Lambda networks – to see how it fits into their business models.

- In the case of telcos – they should serve 2 functions – by utilizing grid computing they can save some costs. How to find some business models – if we find some vital project between one or two telcos then we can have some activity with ITU.

- Bridge taxonomy gap – telcos see grids as one application. Whereas we see grids as capabilities. Certain education that we need to do to explain to telcos that grid applications are much broader.

- There are use cases, segmentation of the landscape, priority, and you build that content. Need to build the education. What the "technology needs" are? What the "standardization issues" are? Use case, requirements, technology, and required standards. How do we get started? What are we going to do in the next six months? What are we going to do in the next year? Consider the capabilities of the telcos today and how to capitalize that.

- You could start with Surfnet (it's a transaction model). How do we make it a commercially viable business model? How could we use it internally? How could we make Surfnet a managed service? Each will give rise to multiple standards.

- You have to consider the role of the user. How do you facilitate the user and have his grid demands communicated to the network? Standardized service definitions need to be generated first.

- What does the enabler to grid providers do– 2 data centers are connected? Is that a grid or a storage area network?

- Start with a handful of customer needs. –

- It's a push and pull issue – take a snapshot – go back to customers and organizations you need ask them. 10 questions from a business perspective

- We need to recognize that we have different types of telco assets…. Which lend into different priorities. If we are successful in building a community of telco service providers, I want to build a research group around this set of interests and they can dive into that area. That would be a good sign that we are making head way and making forward progress.

- For the research community, they don't mind complexity. We have got to understand that talking about a user wanting to access the network is different from commercial grids which have the least possible complexity. So when we create the landscape we've got to cover the whole model.

- We need something like the web browser to simplify grid users. Serviceability and manageability is a paramount topic for the grid user.

- Research for pure IP or for fixed circuit switched columns, now they are only interested in mobile and fixed. Telcos are hesitant to invest in grid computing without guarantees on revenue. That type of activity should be exchanged through GGF. The GGF should be a forum to share success stories. Grid adoption success stories are useful.

- There's good business in commodity markets and good businesses in non-commodity markets. Each company will make a different decision based on their

strategy. What is the opportunity to sell bandwidth for grids? What is the opportunity for managed services?

- We don't have the business community here, so how are we going to get the Fords and the Intels of the world? Well the Enterprise Grid group is there to represent that community. So we can interact with them. If it turns into an activity to interview the CIOs – great – that's a legitimate output of the group.

- Let's agree that we cannot agree on all business models. But we need to document all of them.

- Need to add the service provider model to the chart. Send the chart to everyone – and have everyone ask 10 questions. Who would be willing to participate and attend the sessions and do the work?

- We need to send the 10 questions and the slides. Telco-rg at ggf.org

- Research group in the community function at a minimum by ggf 14.