# Why 1 is sometimes more than 4

## The merit of 100G LR1 vs LR4

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## **Topics**

1. What do 100G LR4 and LR1 actually stand for?

2. Why is now the right moment to introduce 100G LR1?

3. Introducing 100G LR1

## What do 4 and 1 actually stand for?

Transceiver naming convention (simplified)

100G LR 4

L - Long ~1300 nm wavelength

S - Short 850 nm wavelength

E - Extra long ~1550 nm wavelength

R - large block code 64b/66b.

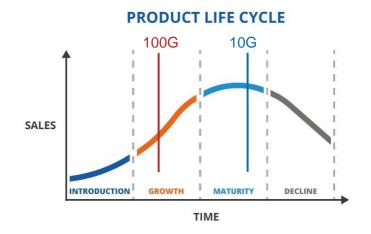
indicates the number of lanes used per link

4 lanes -> 4 optical components 1 lane -> 1 optical component

### Why is now the right moment to introduce 100G LR1?

#### 100G is the new 10G

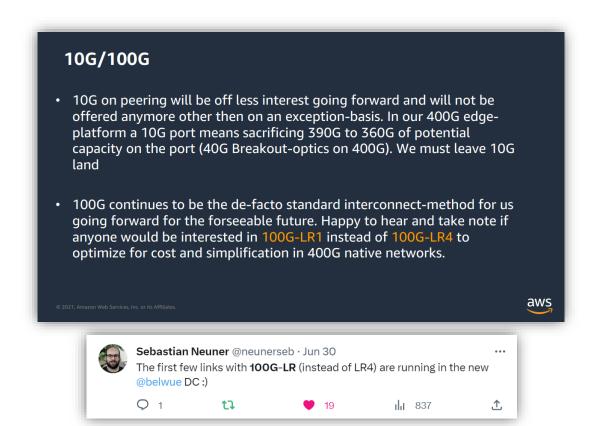
- 100G grows much faster than 10G (tier 1 markets)
- Driven primarily by new 100G customers

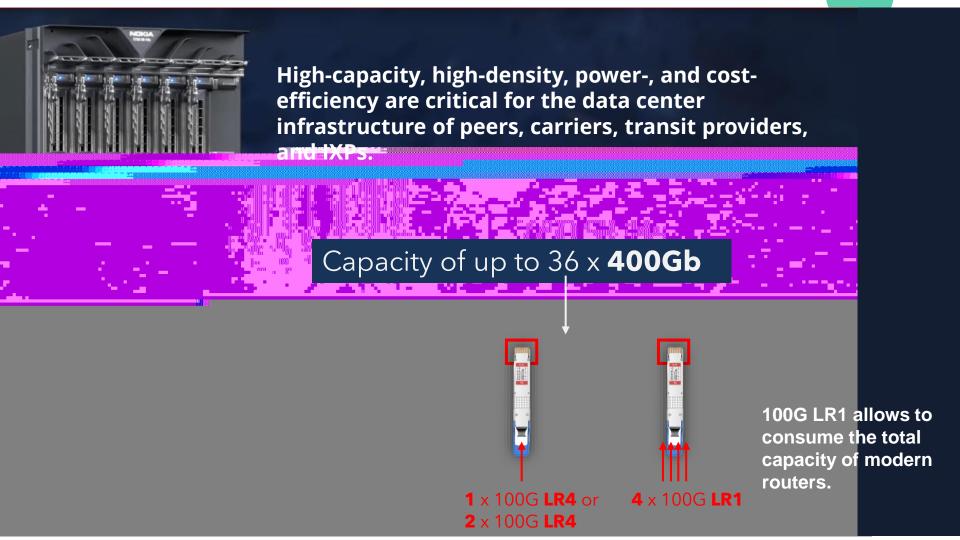


#### **Customer Statement**

"100G is the de facto standard interconnect method for us going forward for the foreseeable future...."

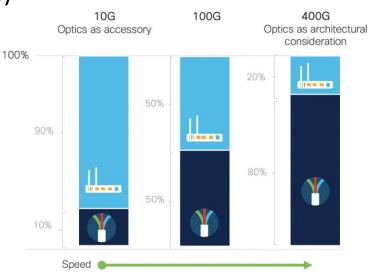
### Is it just us? No! The industry is switching to 100G LR1





#### 100G LR1: Lower initial investment and TCO

- Reduce (optical) complexity (1 instead of 4 optical components)
- Lower MTBF & MTBR
- Backwards compatible and interoperable (switch/router, cabling, etc.)
- LR1 is about 20% cheaper, already
- Market adoption will increase (additional price degradation)





## Introducing 100G LR1

## Customer communication is the key to success

- Customer survey: How ready are customers?
  - ✓ 91% of customers are ready to use 100G LR1
  - √ 82% of customers would consider switching existing interconnections links from 100G LR4 to LR1
- Various marketing campaigns to reach our customer base to introduce 100G LR1

#### **Joined IXP Initiative**

Press Release together with AMS-IX, BCIX, and LINX to promote the adoption of 100G LR1





#### Roll-out of 100G LR1 at DE-CIX

#### 100G LR1 as a product

- Dual operation 100G LR4 & LR1 (existing contracts)
- Single product option: 100G LR1 (new contracts)

#### **Roll-out location by locations**

Start in Frankfurt, followed shortly by other markets

- Available in all 37 DE-CIX-enabled data centers
- Launch is September 2023

Other locations (e.g., New York, Madrid, Dallas, ...) will follow shortly after!

# QnA