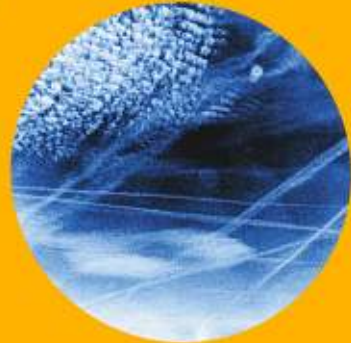


Studying Deeper Knowledge About DPI Technology



Yaniv Sulkes
Allot Communications

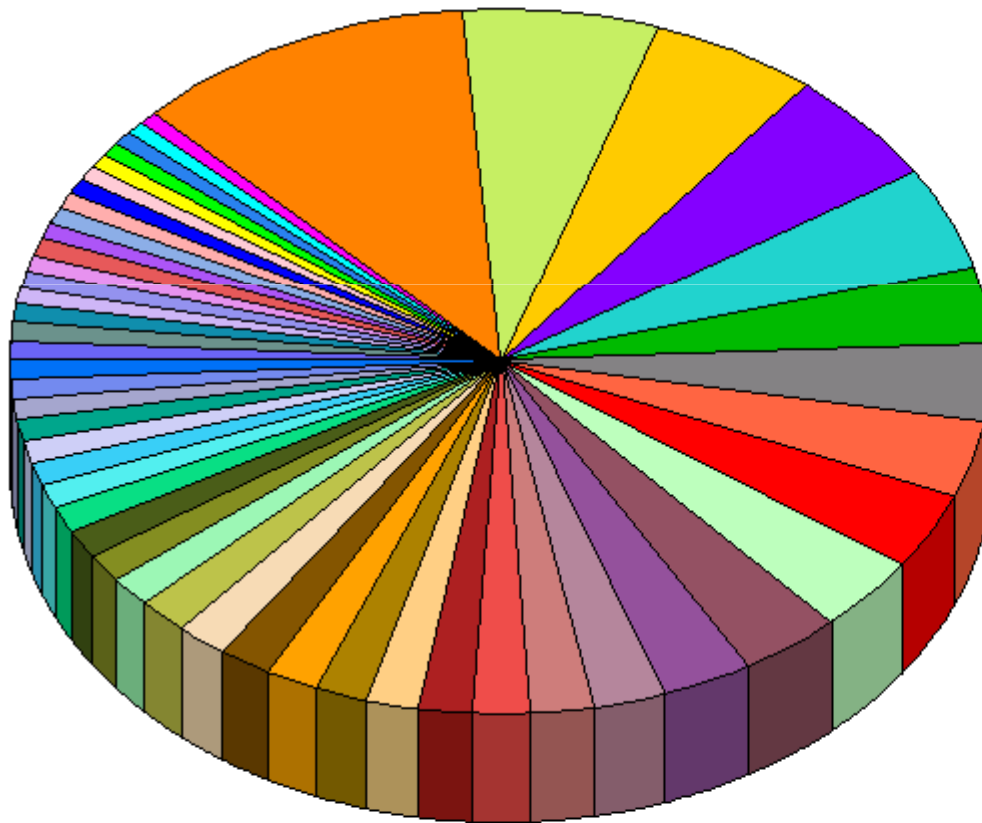
JANOG24, 7/14/2009

A World of Protocols



Network - Most Active Protocols

Based on: Total Bandwidth



- Protocol
- YouTube
- HTTP-Proxy
- HTTPS
- Napster
- Telnet
- eDonkey
- WinMX
- Gnutella
- KaZaA
- Skype
- SIP
- Direct Connect
- SoulSeek
- FTP
- H.323
- BitTorrent
- SIP Vonage
- Waste
- MGCP
- ExoSee
- Mute
- Hotline
- WeatherBug
- DNS
- RTSP
- CC-MAIL
- Soribada
- IMAPS
- FTP-DATA
- MS Exchange
- TFTP
- IMAP3
- IMAP2
- FTPS
- FTPS-DATA
- Manolito

Classic DPI Offering



OPTIMIZE with Core DPI Services

Monitoring

Reporting

Policy Control

Quality of Service

Application Control

Subscriber Awareness

DPI Engine

Classic DPI Offering



OPTIMIZE with Core DPI Services

Monitoring

Reporting

Policy Control

Quality of Service

Application Control

Subscriber Awareness

Core DPI Services

DPI Engine

Redefining the Role of DPI



MONETIZE with Value Added Services

Media Acceleration

Parental Control

Network Security (DDoS)

Spam Mitigation

Content-based Charging

VoIP Assurance and Billing

Future Service

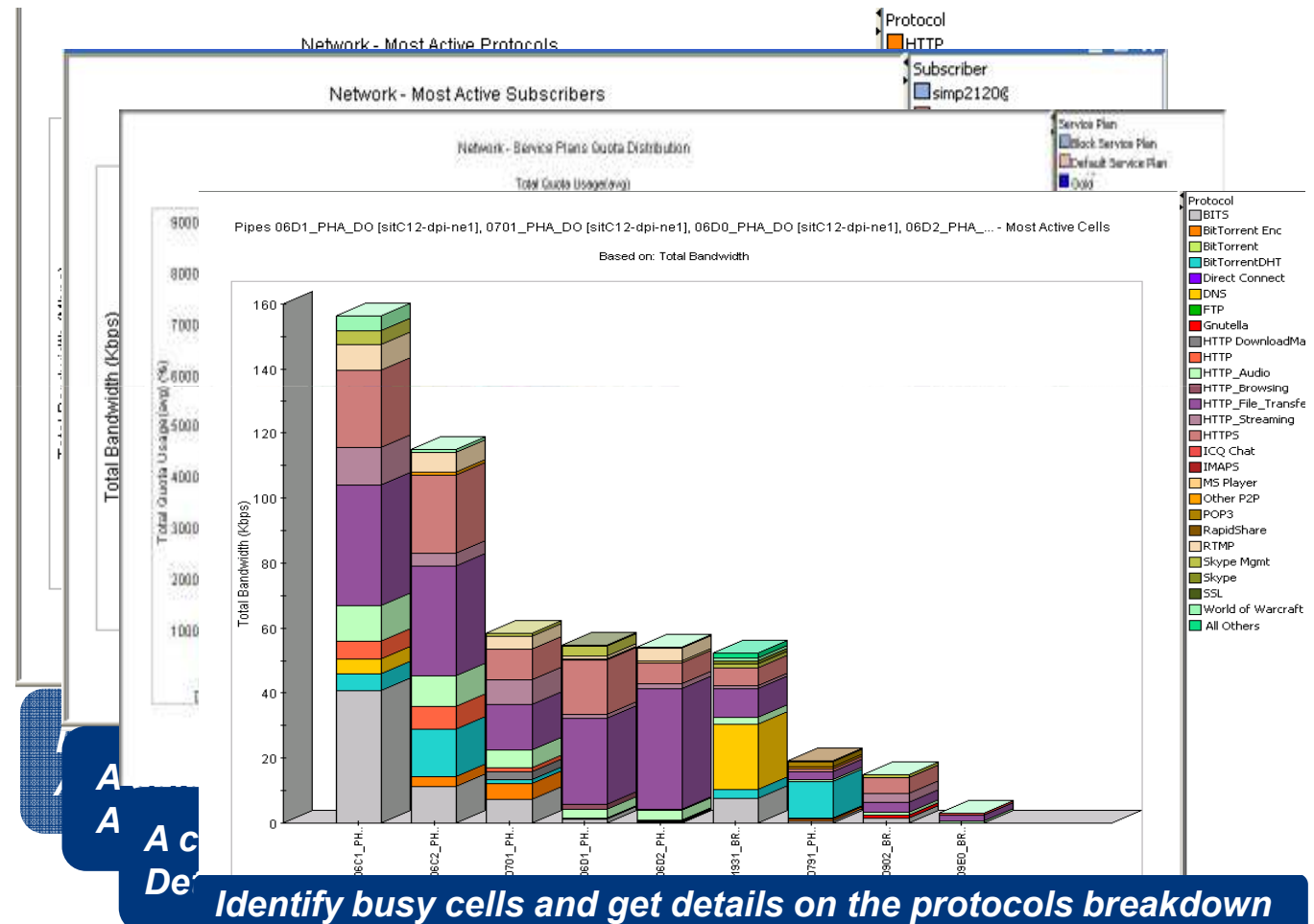
Core DPI Services

DPI Engine

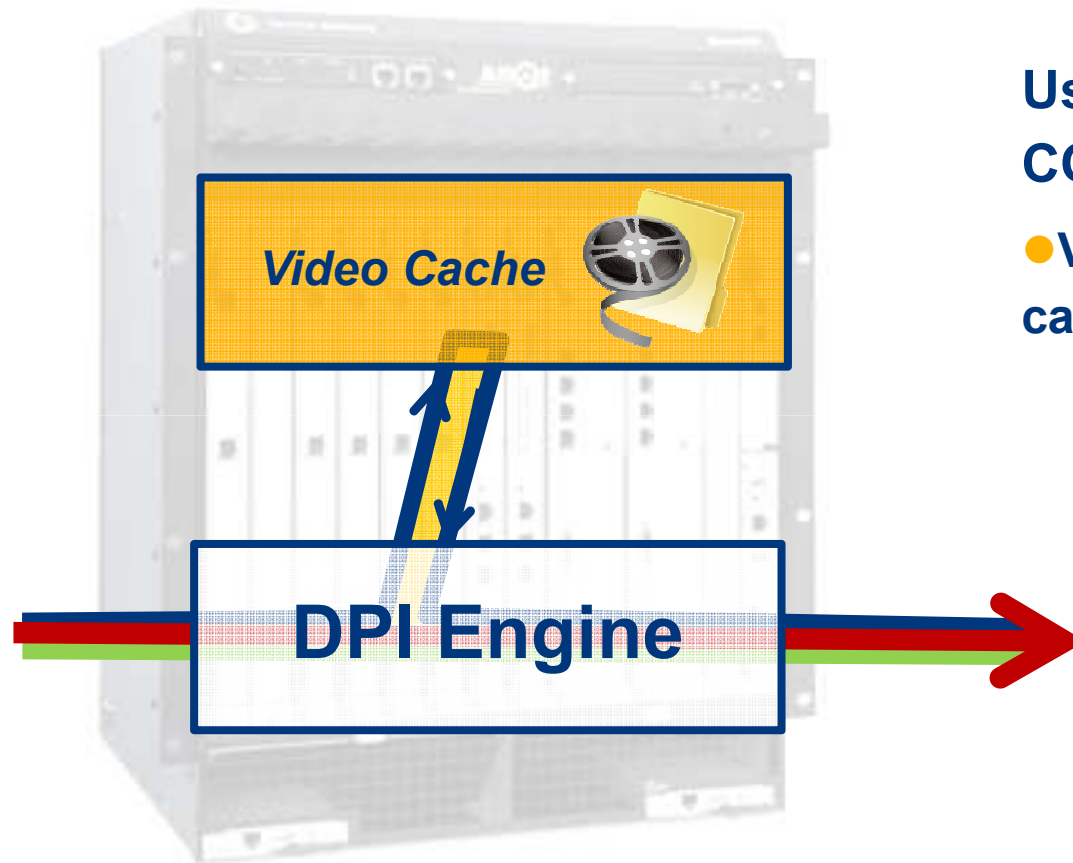
Visualization: What Is Running On Your Network?

- Multiple Visualization dimensions:

- Applications
- Subscribers
- Services
- Topology
- ...



Intelligent CONTENT Steering

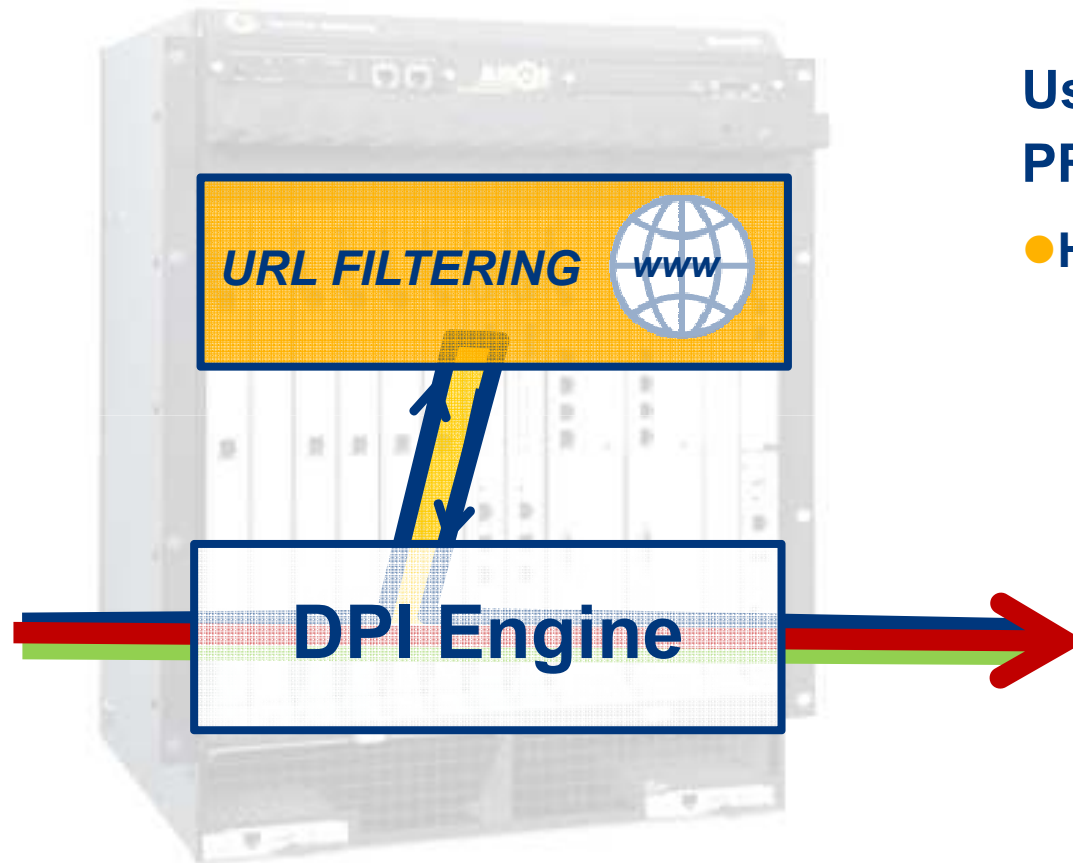


Using DPI for Steering of CONTENT

● Video Traffic redirected to cache to:

- Increase Subscriber Quality of experience
- Reduce Service Provider traffic on expensive peering links

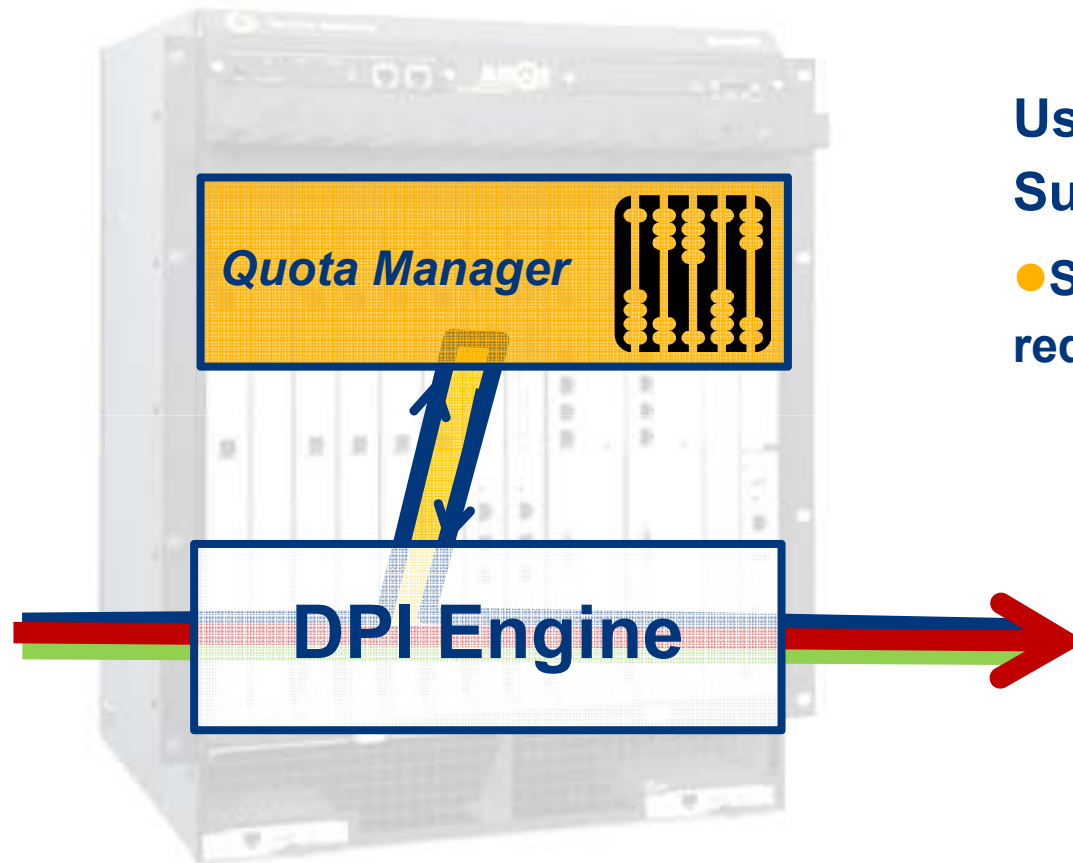
Intelligent PROTOCOL Steering



Using DPI for Steering of PROTOCOLS

- HTTP redirected for:
 - Filtering of harmful or illegal content
 - HTTP Data mining

Intelligent SUBSCRIBER Steering

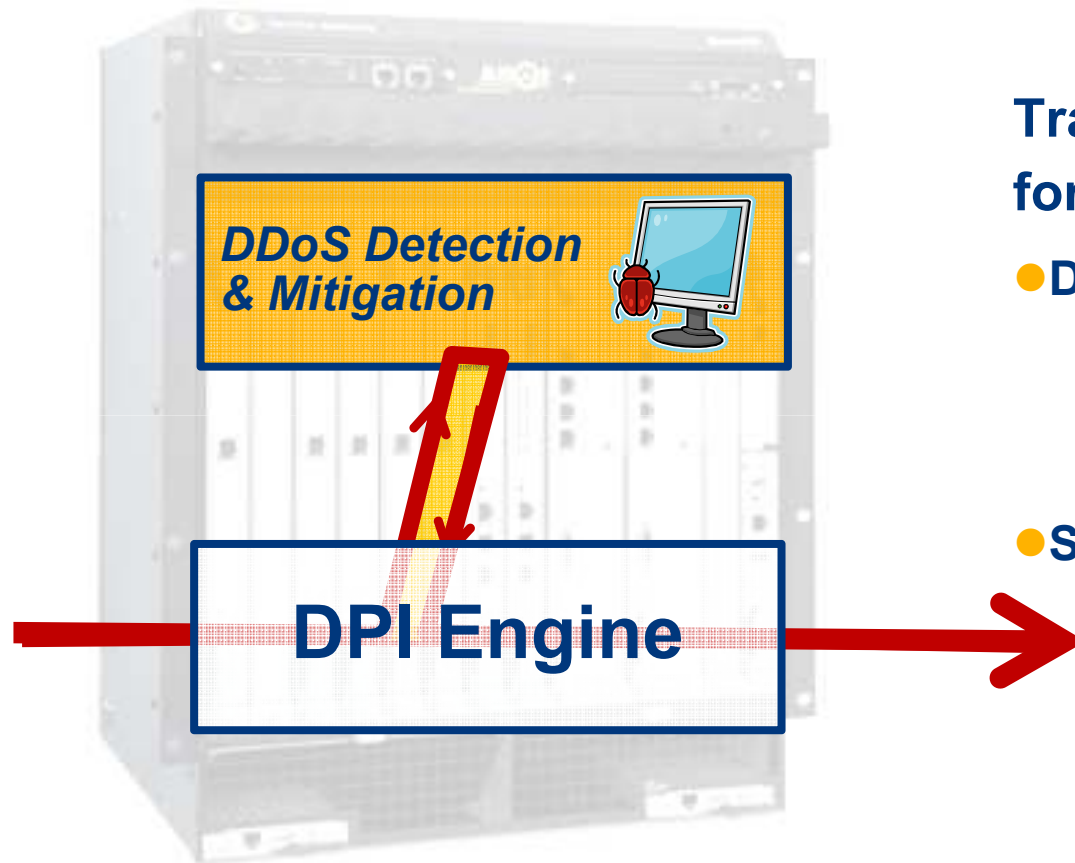


Using DPI for Steering of Subscribers

● Subscriber specific traffic is redirected to QM for:

- Volume based quotas (e.g: 20GB downloads per day)
- Time based quotas (e.g: 100 hours web use per month)

Traffic Steering for Intelligent ACTION



Traffic is Copied and forwarded for:

● **Detection:**

- Attacks on the SPs network
- Outgoing attacks from within the SPs network

● **Surgical mitigation:**

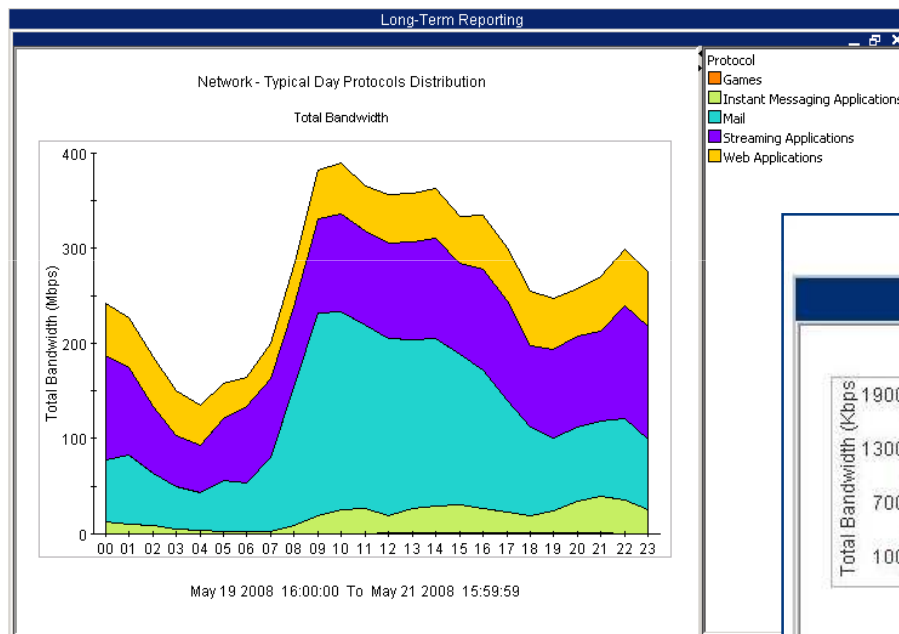
- Limiting or blocking attack traffic
- Reporting, suspending, quarantining offending subscribers

Subscriber Empowerment



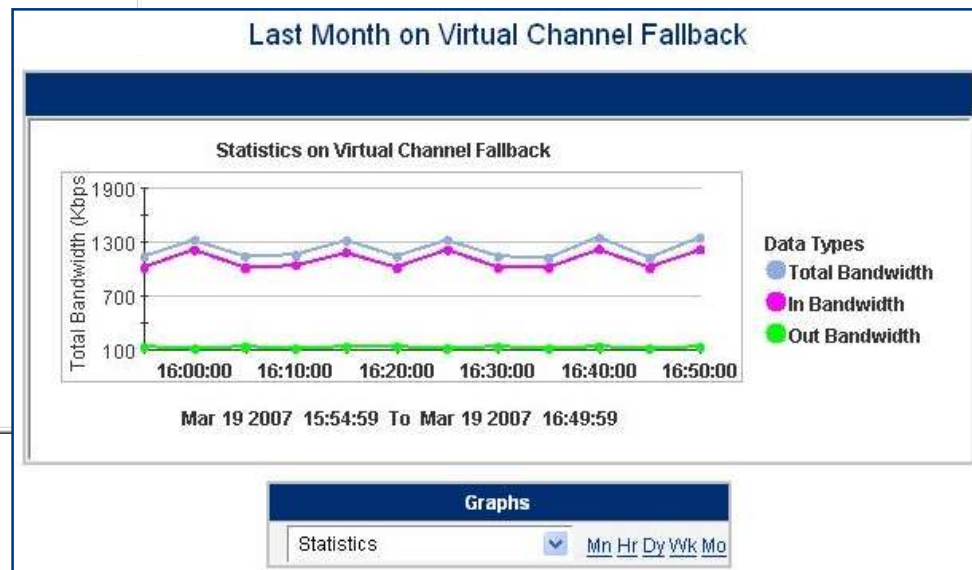
See your activity, choose your services, prioritize your traffic

My Protocol Distribution

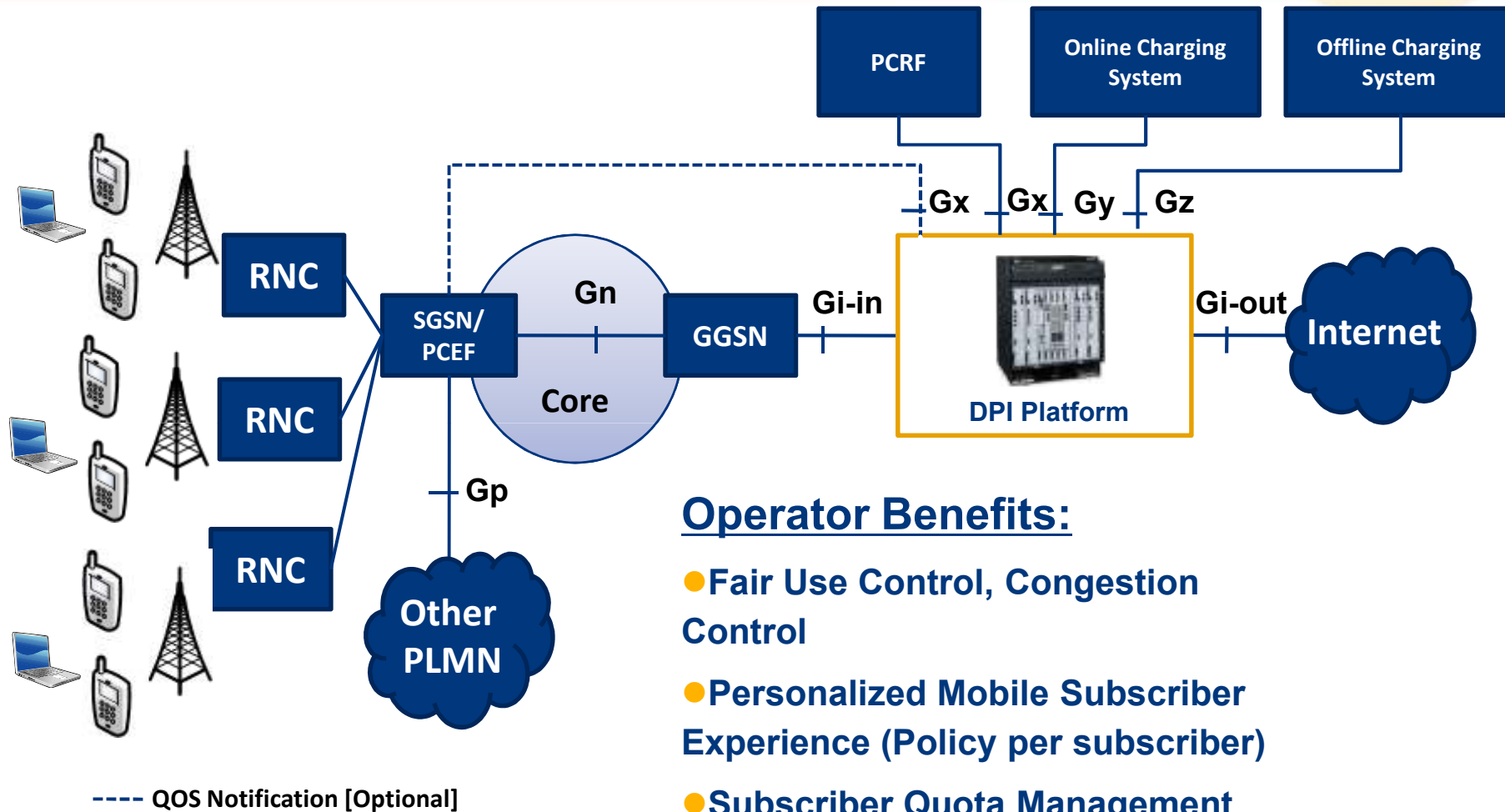


My Bandwidth Distribution Over Time

Last Month on Virtual Channel Fallback



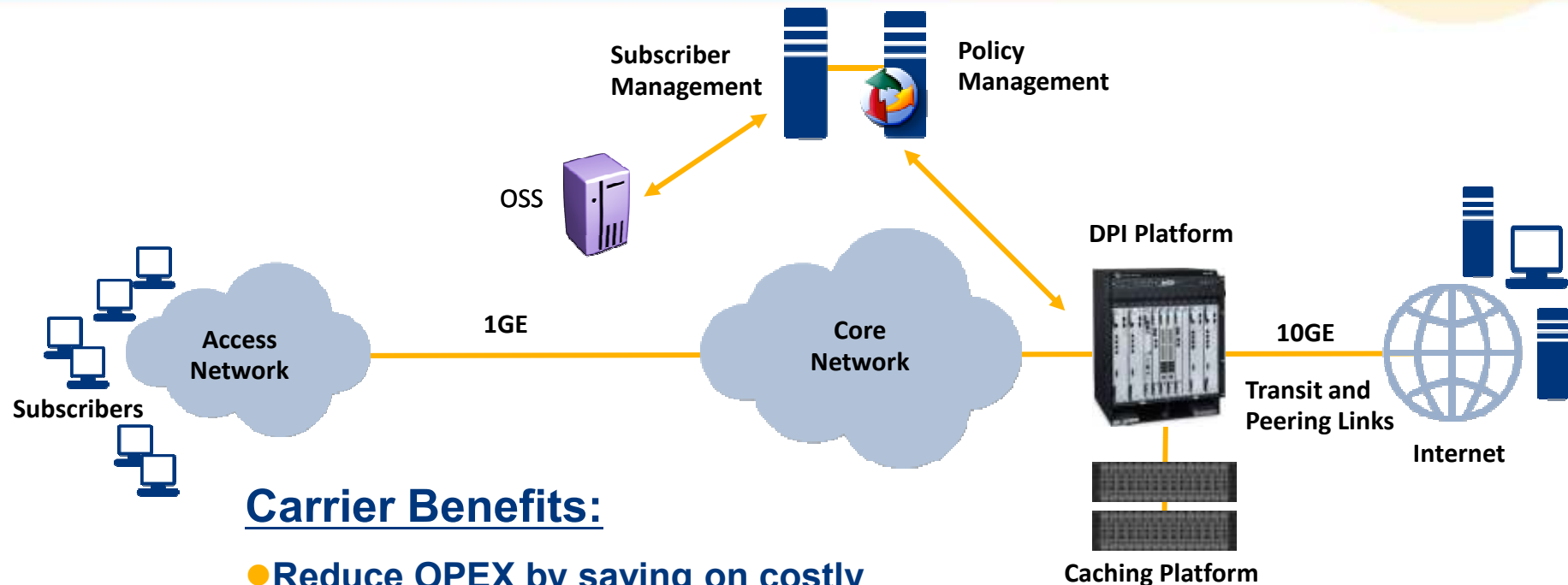
Case Study I: Tier1 Mobile Provider in Europe



Operator Benefits:

- Fair Use Control, Congestion Control
- Personalized Mobile Subscriber Experience (Policy per subscriber)
- Subscriber Quota Management
- Online Charging by subscriber usage

Case Study II: Tier1 Fixed Carrier in Asia



Carrier Benefits:

- Reduce OPEX by saving on costly transit/peering links
- Generate New Revenues based on accelerated media tiered service and due to increased adoption of higher bandwidth packages
- Increase subscriber QoE and customer loyalty

Allot At-A-Glance



Public Company

- Traded on NASDAQ [ALLT]
- Founded in 1996

Value Proposition

- Network Intelligence; IP Service Optimization and Revenue Generation

Products sold

- More than 13000 units sold in 120 countries
- More than 800 Service Providers
- More than 2000 Enterprises and Education Inst

Offices

- Americas: Minneapolis, USA
- Europe: Nice, France
- Asia: Tokyo, Japan & Singapore