



Air France Takes Off with VoIP and Power over Ethernet Project

Executive Summary:

Customer: Air France

Industry: Airlines

Business Challenges:

- Find most cost-effective solution to power IP phones
- Solution must work with existing HP non-PoE switches
- Must be scalable solution for expansion additional Air France sites
- Must centralize management of multiple IP phones

Network Solution:

- PowerDsine 6024/AC/M PoE Midspans
- HP2524 Switches
- Tenovis IP Phones

Business Value:

- Installation of VoIP system with least amount of change to existing network architecture
- Scalable solution for future expansion
- Easy plug-and-play functionality provides little to no downtime

The Future:

- 2006-2008 Implementation of IP phones with PoE in other Air France sites worldwide.

In 2006, Air France deployed 30 PowerDsine 6024/AC/M Power over Ethernet (PoE) Midspans and 360 Tenovis IP telephones in the building where the IT department is housed.

Business Challenges

This VoIP installation is the first of several phases which will be implemented across the Air France organization, which totals about 1,000 sites and 70,000 employees. In preparation for the project, Network Engineer, Frederic Droy, sought a solution that would be able to power and centrally manage all IP phones, while utilizing the existing switches.

The success of this trial implementation was critical for Mr. Droy in order to make the decision to continue with VoIP/PoE installations throughout the organization with the least amount of changes to the existing network.

PowerDsine Powers Air France's IP Telephone System

The concern was that the IP telephone be implemented without disruption or replacement of the existing network architectures. The IT department was in an old building with a classic PABX. The network consisted of HP2524 switches in the access level (which had been installed in the year 2000) and Cisco Catalyst 5500 in the core level. Mr. Droy discovered that by using PowerDsine's 6024 PoE Midspans, they could protect their existing and future network investment by deploying the Tenovis IP Phones with little to no downtime.

PowerDsine's 24-port 6024 Power over Ethernet Midspan, which is compliant with the IEEE 802.3af PoE standard, provides Air France with a safe and cost effective power distribution for powering the IP phones. Multiple midspans can be mounted in a wiring



closet to support additional terminals, resulting in a simple, cost effective, time saving method for expanding Air Frances network, as the project expands.

“We also considered replacing our existing HP2524 switches with Cisco switches which integrated PoE on the ports, but this solution was too expensive,” said Droy. “So, instead, we installed the best Midspan in the market to co-exist with our existing infrastructure.”

Actual Business Value

The 6024 PoE Midspan was an easy plug-and-play device, resulting in next to zero downtime. With the scalable nature of the Midspan, the 6024 Midspan easily allows new terminals to be added without having to replace the older technology – thus significantly saving costs. The Midspan product has opened the door to expanding this installation to other Air France sites all over the world.

The Future

Mr. Droy is now forecasting VoIP installations in several Air France sites. For 2006-7, plans are in the works for implementing IP phones in 4-5 sites. Bigger plans are being made for 2008, where PoE will be run in a brand new building with approximately 900 terminals.

About Air France

Air France is a leader of world air transport. The company employs over 71,000 people. As of March 31, 2006, Air France's fleet is composed of 383 planes, 128 of which belong to the regional subsidiary companies.

The transport activity of passengers and freight operates out of: Paris - Roissy Charles de Gaulle, Paris – Orly and Lyon - Exupéry Saint. The principal sites of aeronautical maintenance are: Roissy Charles of Gaulle, Orly, Le Bourget, Villeneuve-le-Roi and Toulouse Blagnac.

For more information, please visit the site <http://www.airfrance.com>

About PowerDsine

PowerDsine™ (NASDAQ: PDSN) is a leading provider of Power over Ethernet (PoE) technology. PowerDsine supplies a full line of innovative Power over Ethernet products that allow power to be transmitted over the same network cable as data. The company's PoE Midspans are sold via leading distributors worldwide, such as the Westcon Group, Anixter and Azlan. PowerDsine is a founding, active and contributing member of the IEEE 802.3af and 802.3at Task Forces and the Ethernet Alliance. For more information, please visit <http://www.powerdsine.com>