











Encapsulation 1	ypes		
Access Types		Layer 2 VPN	Layer 3 VPN
Ethernet	Native	✓	✓
	VLAN	1	✓
Frame Relay		4	1
АТМ		4	✓
TDM	Frame, MLFR	1	✓
	PPP, MLPPP	×	✓
	HDLC	✓	✓
May req	uire that the car	rier "thinks beyo	ond the box"









Opportunities to Lov	ver TCO
 Layer 2 Savings Control IP address space Ability to leverage lower cost Ethernet Switches Requires carrier savvy to prevent broadcast storms 	Layer 3 Savings Routing is outsourced
Layer 2 Costs Requires DIY routing talent	Layer 3 Costs Requires router CPE
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