

FiNOG, 2026

The No-Nonsense Approach to Build Infrastructure that Lasts

How real incidents reshaped how we design networks

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RETN[®]

2026

6 Steps to Network Enlightenment

- 1 **Denial:** Industry's Infrastructure Delusion
- 2 **Anger:** Real World Examples
- 3 **Bargaining:** An internal fight to work out what matters
- 4 **Depression:** Rules to help the change
- 5 **Acceptance:** Build like it Matters
- 6 **Enlightenment:** Resilience first philosophy in application





Denial

The Industry's Infrastructure Delusion

The Taiwan Wake-up Call

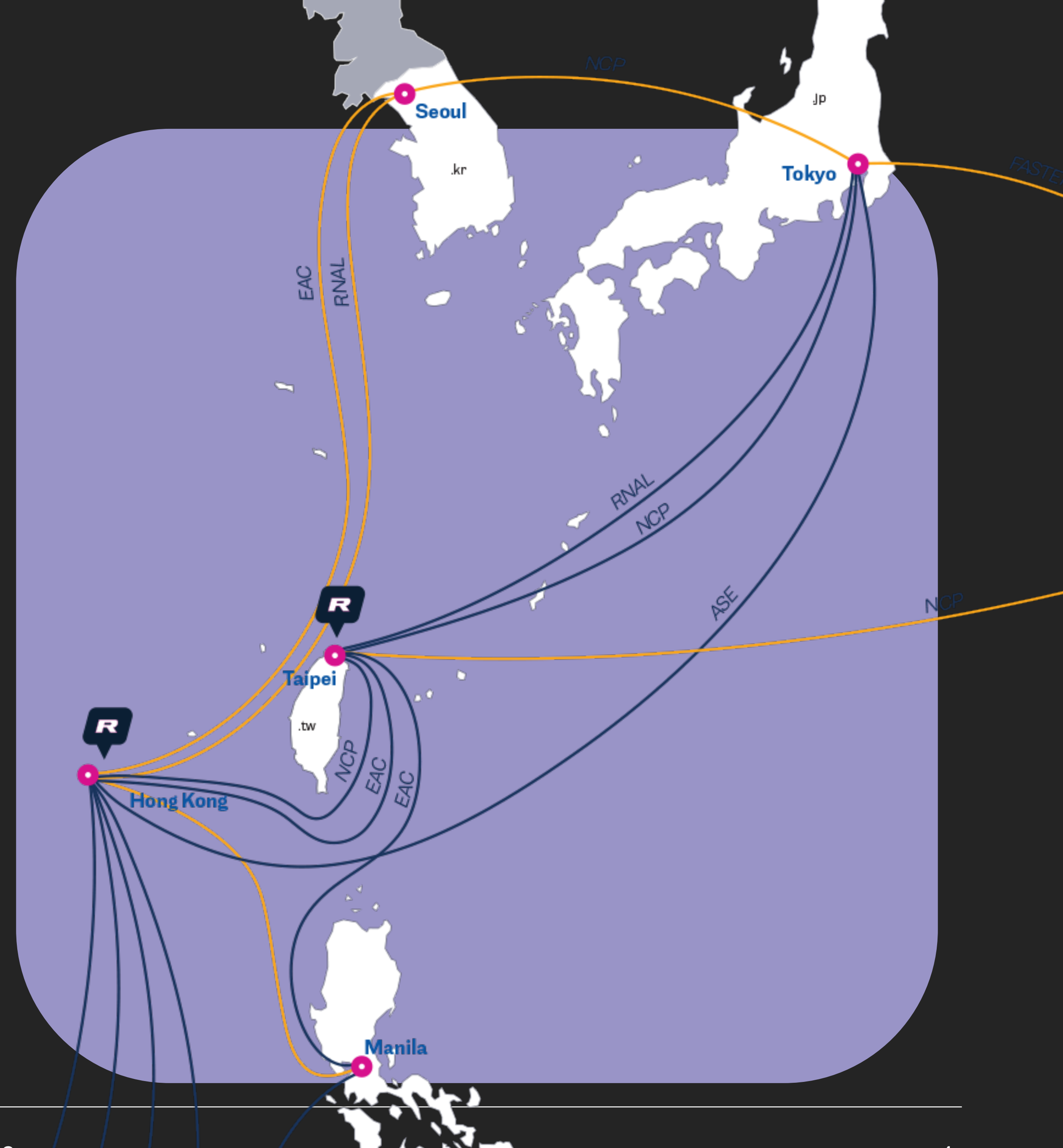
Tier 1 providers in other geographies e.g.: Taiwan stalled for weeks—and sometimes months

The Congestion Trap

Concentration risk hiding in plain sight

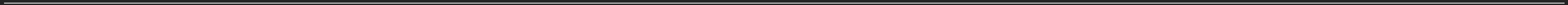
The Disconnect

Marketing does not reflect operational reality





Anger: Real-World Proof



Case Study: Taiwan Cable Cuts 2025

Multiple Subsea Cuts

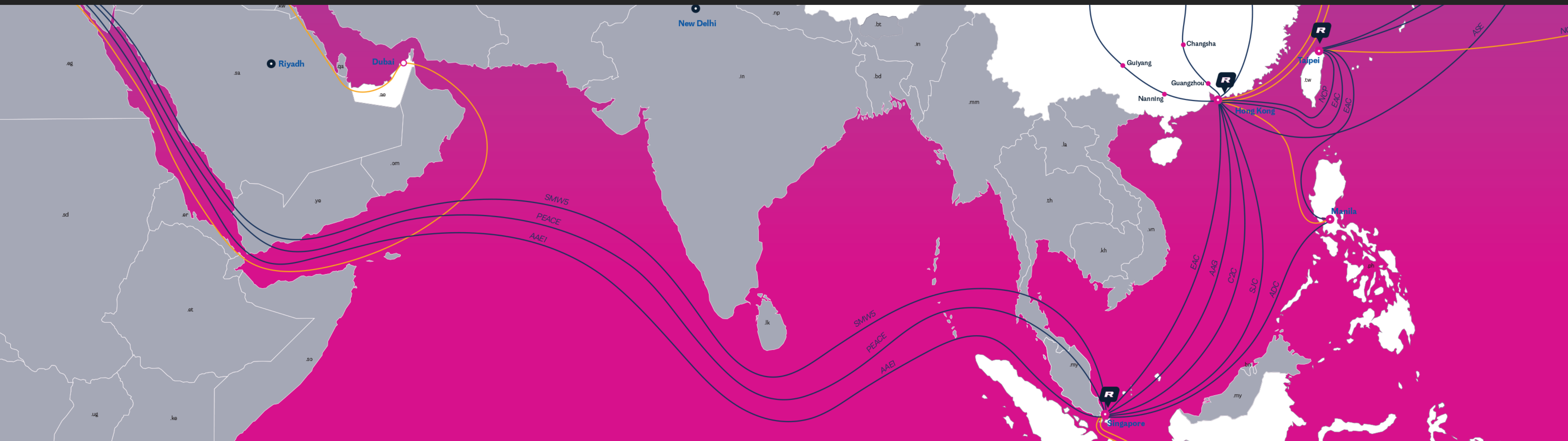
2025
(two suspected sabotage)

RETN's Response

70-day repair period → stable latency

Tier 1's Response

Tier 1 providers: degradation for weeks



Case Study: Red Sea 2024 (& 2025; here we go again)

Multiple Cuts

~70% subsea EU–Asia
capacity loss

TRANSKZ Solution

RETN instantly moved 60–70%
of traffic to TRANSKZ

Uptime Priority

Maintained 99.9% uptime



Case Study: Ukraine War

Immediate Response

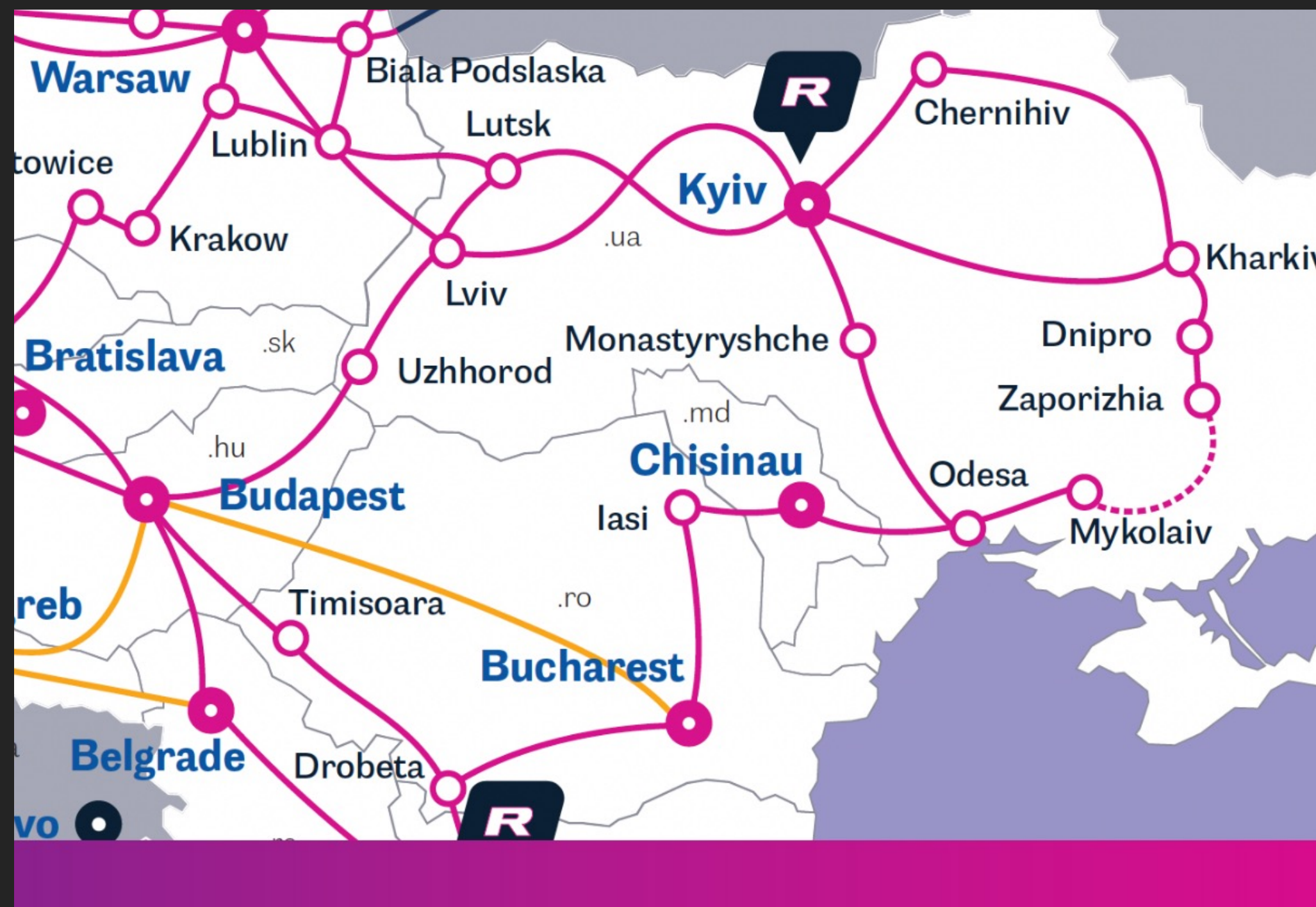
Capacity-swap deal
within a week of invasion

New Routes

New southern Kyiv route
to bypass exposed paths; New route
Romania-Ukraine-Moldova

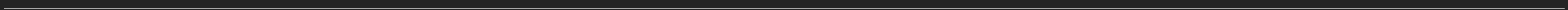
Autonomous PoPs

72-hour autonomous PoPs; pre-
positioned spares





Bargaining...
With Yourself



The Internal Fight

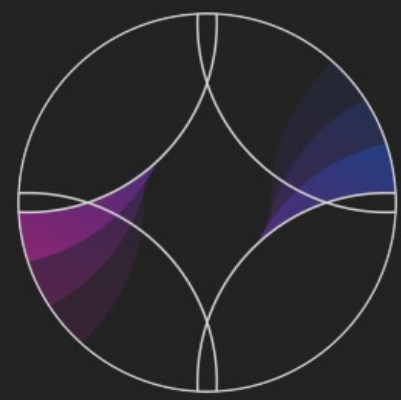




Depression: Following the Rules

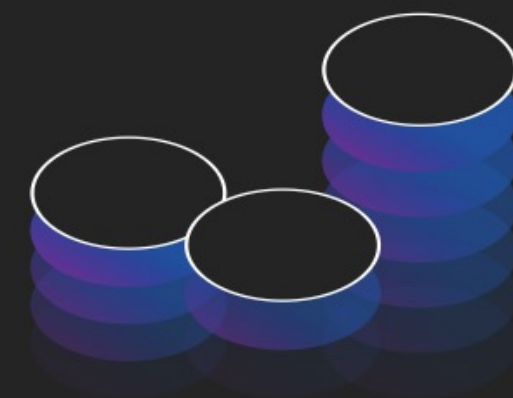
Three Rules for Engineering

Engineering Principles for When Lives and Businesses Depend on You



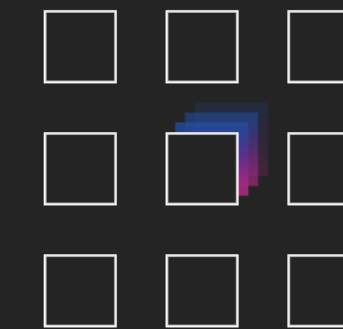
Build for Risk

Geo, supplier, and infra diversity;
automated reroute, MTTR <6 hrs.



Design Smart, Not Big

Unique routes (e.g., Milan-Zurich
bypass); lean team, global reach.



Optimise Efficiency

400GbE rollout, vendor energy
benchmarking, low watts/Gbps.

Three Rules to Stop the Madness

1.

“If it seems too good to be true...”

Stop buying solutions which are obviously under-engineered

2.

Demand Transparency

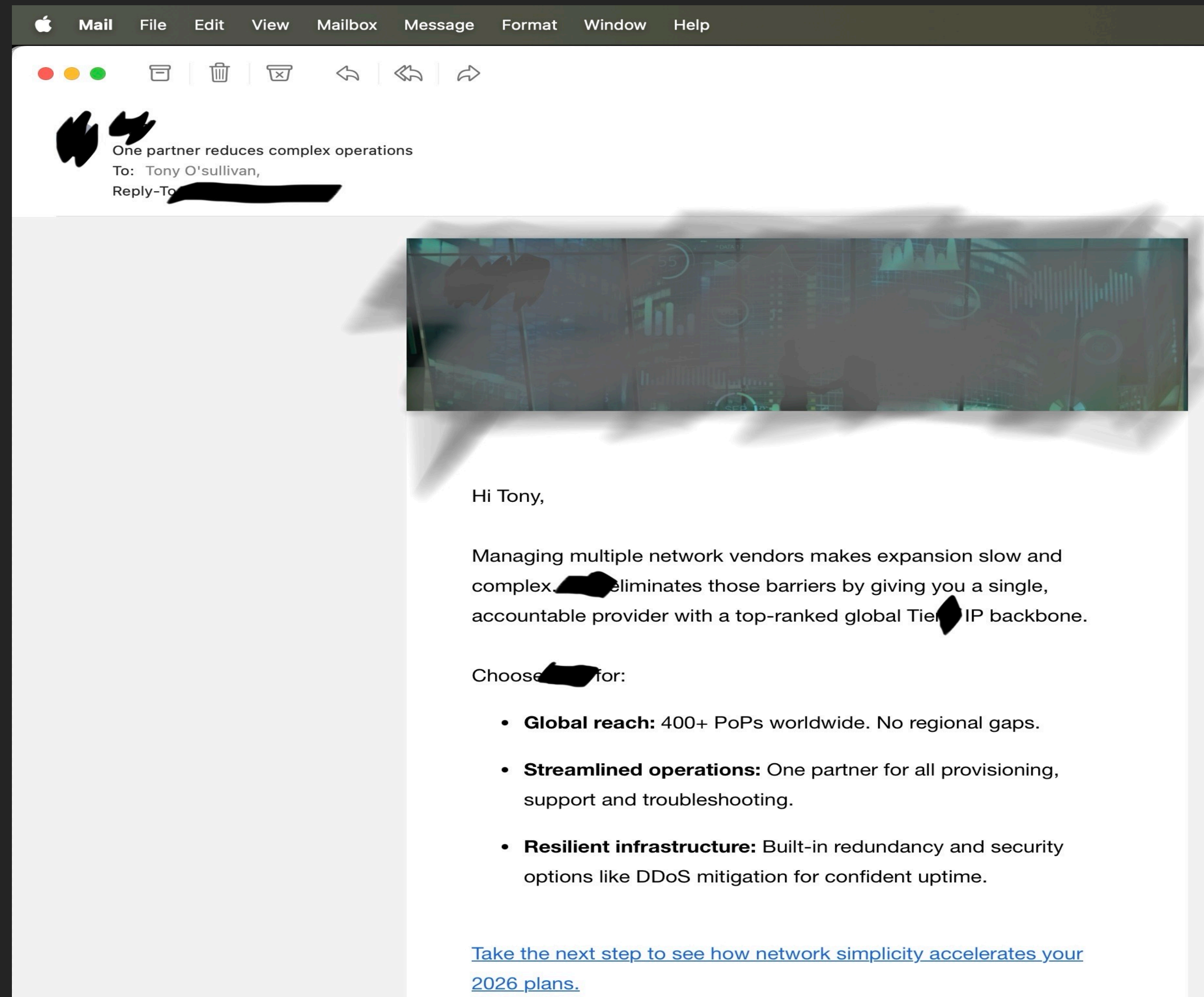
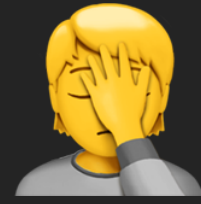
Shared accountability for infra truth-telling

3.

Educate and Inform

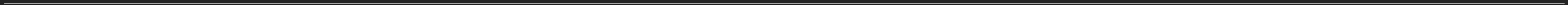
Customers must know their Plan B

What not to do....





Acceptance



Build Like it Matters

Protect Your Budgets

Trust & Supply Chain Risk

Business and Operations



Enlightenment: Putting Resilience First

RETN's Resilience-First Philosophy

Resilience is our foundation, not a feature.

Calculate your acceptable cost of failure

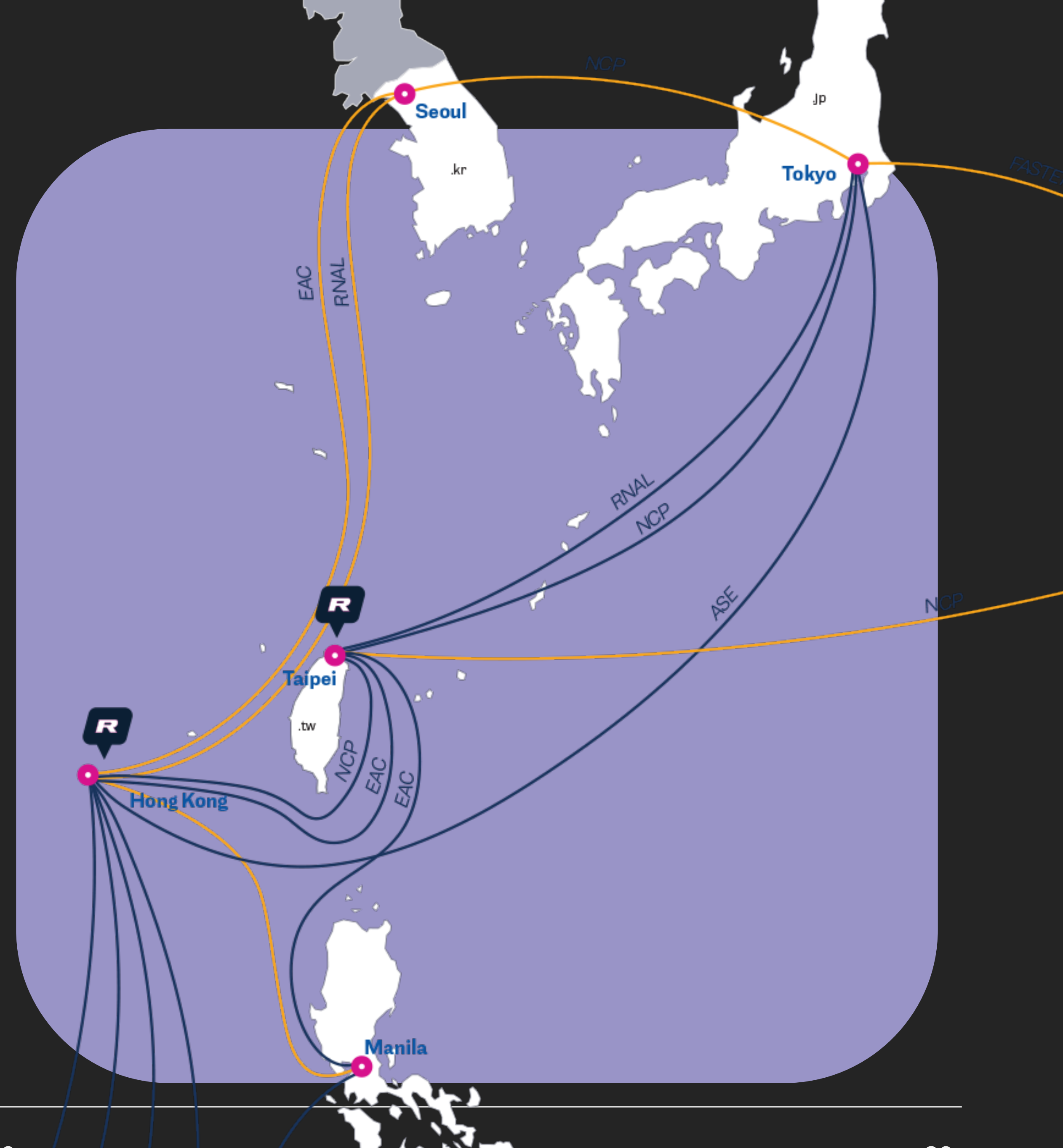
Build to this:

- Network diversity
- Deliberate Multi-Vendor Strategy
- No Single-Supplier Dependency
- In-House Engineering
- Controlled supply chain
- Diversified business operations

Set a fair price

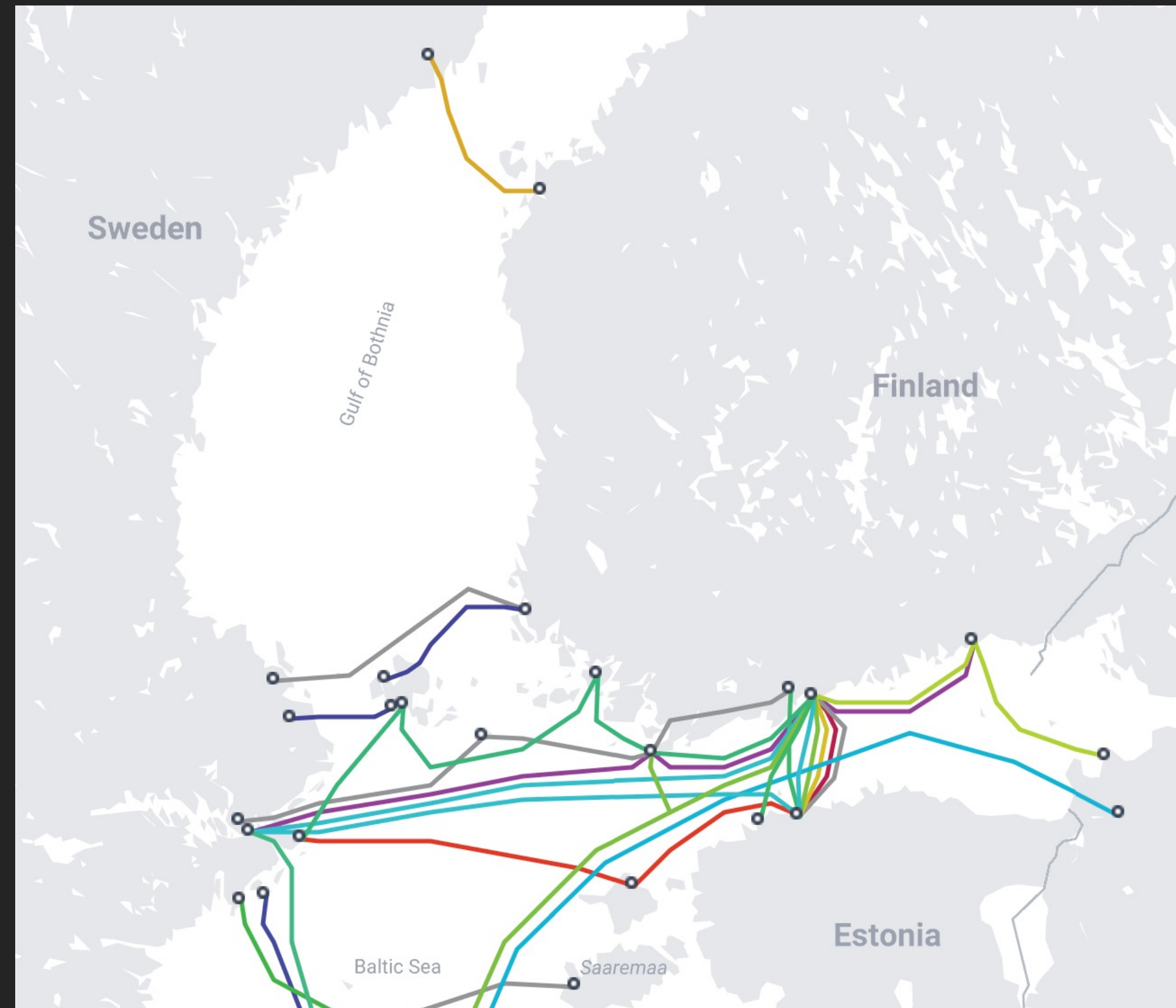
The Industry's Infrastructure Delusion

- Limited subsea connectivity
- Limited landing stations
- Fake dual carrier hotel
- Invisible congestion
- Opaque supplier information
- Lack of Local Traffic Exchange
- Geopolitical concerns



Finland's infrastructure delusion

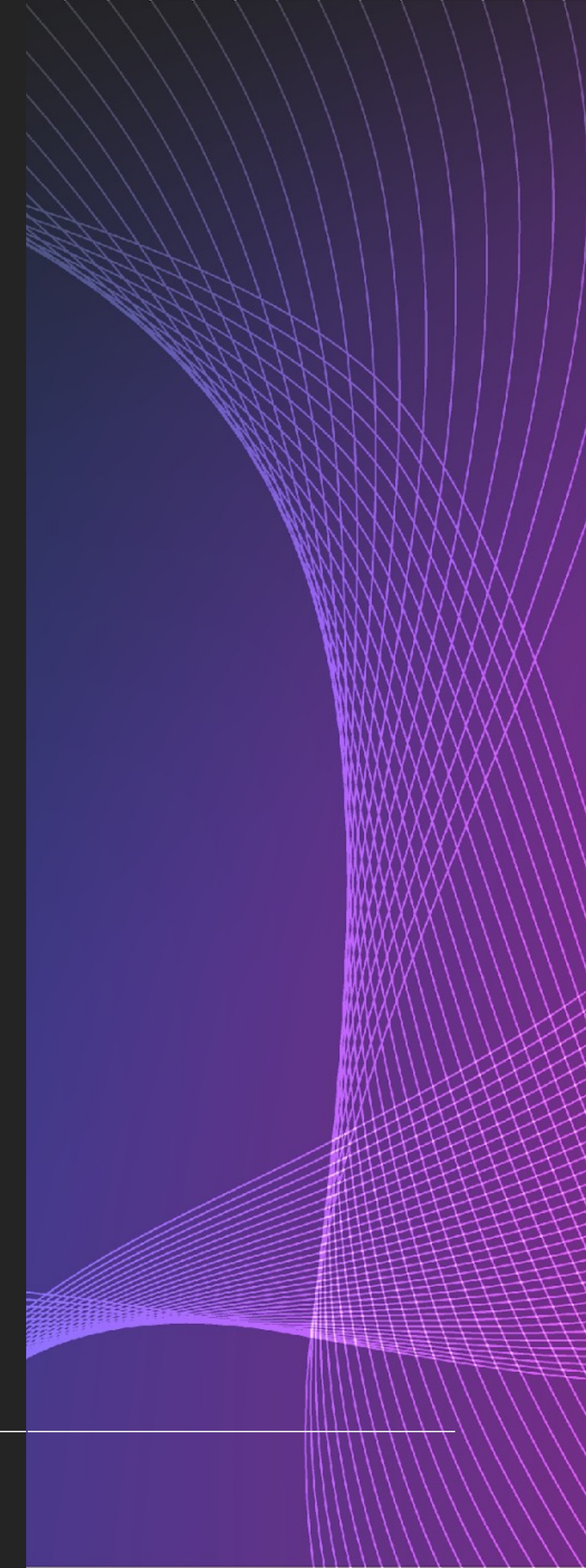
- 6 Landing Stations
- 12 Cable Systems (exc RU)
- 5 to Sweden (3 > 25 years old)
- 6 to Estonia (5 > 25 years old)
- 1 to Germany



Source: Telegeography, Submarine Cable Map, 2026

The same infrastructure delusion

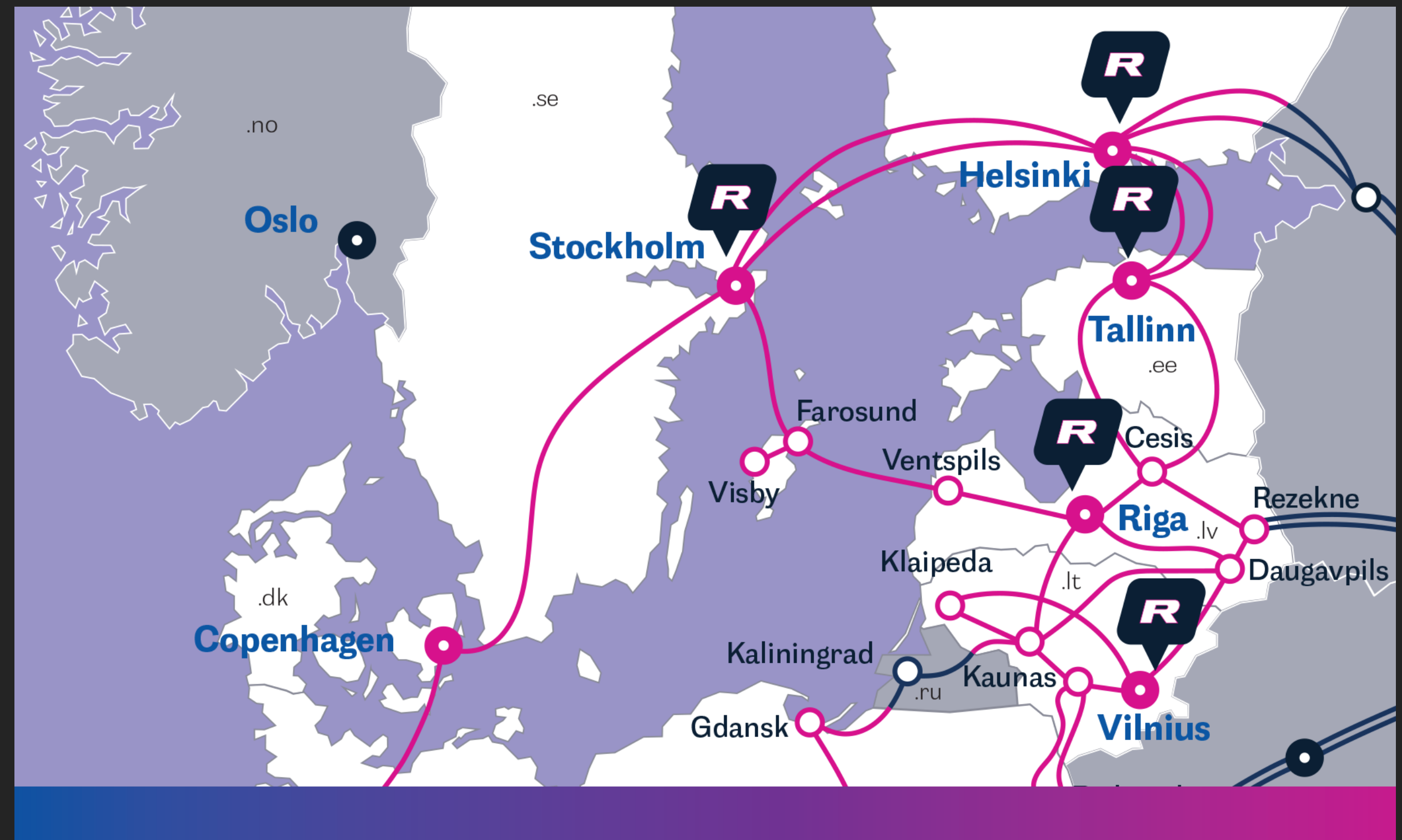
- Limited subsea connectivity ✓
- Limited landing stations ✓
- Fake dual carrier hotel ✓
- Invisible congestion ✓
- Opaque supplier information ✓
- Lack of Local Traffic Exchange ✗
- Geopolitical concerns ✓



RETN's Resilience-First Philosophy applied to Finland

Resilience is our foundation, not a feature.

- A distinct network offering for Nordic/Baltic-Western Europe
- Physical & Logical Diversity both on metro and international level
- Redundant capacity matched paths to the core traffic destinations
- Enhanced Resilience



Thank You

