PACKETPUSHERS
Human Infrastructure Magazine
A Newsletter About a Life in Networking

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High Marginal Tax Was Good For My Health

Greg Ferro

I used to work in a country that had a high marginal tax rate. As I progressed through my career, my salary hit higher tax brackets until I reached the top marginal rate.

This was a GREAT thing. Why? It stopped me from working too hard. A marginal tax rating has as many positives as its does negatives.

When I first started out, let's say I earned $35,000 a year. The first $10,000 was tax free. $25,000 was taxed at 20%.

I worked hard and did my job well. A few years in, I was earning $50,000. The second marginal tax rate kicked in at $45,000.

Total tax = 10000x0% + 15000x20% + 20000x35% = $10,000. Hurts a bit but ok, I'm losing a third.

I was doing pretty well when I reached $80,000. At that time, my salary was about twice much as the average person's.

The marginal tax rate was 49% for incomes over $75,000. Every extra dollar would see half go to the government. I had less incentive to work hard enough to earn that extra cash.

Frankly, this saved me. I was working too hard and spending too many hours working for free while dreaming of the next salary review.
I got angry at first. Why couldn't I get that money ? I worked hard, I deserved it. I wanted more. But denial didn't last long before I reached acceptance.

I had enough money. My debts were manageable. My wife and children were all healthy and covered by government health insurance with a supplemental private plan. I had a nice car and house, and I could afford good schools.

Why was I working so hard? I couldn't remember.

What happened next?

My boss hired a junior engineer. It was fantastic. I had someone doing the boring, basic work. I was able to spend time on interesting, advanced work.

It worked so well, our billable hours increased. And we got another engineer. I could take holidays and not panic. I knew our customers would get the service they deserved.

It took a while to realize that a high marginal rate was good for my health.

Sponsor: Comstor
Smart Net Total Care Vs. Standard Warranty

Cisco Services is so much more than a warranty. A manufacturer warranty can't be relied upon to prevent network downtime.

With Cisco Smart Net Total Care you get:

- **Technical service and incident management:** Provides access to Cisco expertise, resolving incidents quickly. Cisco TAC can assist with product use, configuration, and troubleshooting issues.
- **Service coverage management:** Helps quickly and easily ensure critical assets have the necessary support levels to meet your business needs and comply with corporate policies.

- **Product lifecycle management:** Provides an up-to-date view of your Cisco installed base. This makes it easier to maintain proper device configurations, identify end-of-life hardware, and plan for needed product upgrades.

Read the full report here.

Listen to the latest Tech Byte recording with Comstor and Cisco, which covers Cisco's Smart Net Total Care offering.

The Lulz

"THIS IS WHAT THE AVERAGE PERIMETER FIREWALL LOOKS LIKE TO HACKERS." - BEN STORY (@NTWRK80)

For Ignition Premium Members

An Introduction To Intent-Based Networking: A Whitepaper

We've added a new whitepaper to our Ignition content library: An Introduction To Intent-Based Networking.

Available for paid Premium members, this report covers the key technology concepts and business drivers behind Intent-Based Networking (IBN).

The whitepaper includes:
- 19 pages
- Color illustrations
- A technical overview of IBN
- Enterprise business drivers
- Benefits and drawbacks
- 5 key takeaways

Go to Ignition.packetpushers.net, log in, and you'll find it in the Downloads section. If you're not a Premium member, you can subscribe for $99 a year.

Internets Of Interest: Blogs

NAE: Some Help Dealing with Brain Block - David Gee

http://ipengineer.net/2019/01/nae-help-dealing-bra...

David Gee compares learning network automation to getting a new puppy. If you expect the puppy to act like a person, you're going to get

frustrated. But if you reframe your perspective to that of the dog, you'll find it much easier to understand and control its behavior--though don't be surprised if it still chews on your shoes or pees in the corner now and again. - Drew

AWS, MongoDB, and the Economic Realities of Open Source - Stratechery

https://stratechery.com/2019/aws-mongodb-and-the-e...

Ben Thompson draws parallels between the music industry at the dawn of file-sharing and today's companies selling products built on open source software. The record companies held the mistaken belief they were selling music. What they were really selling was convenience of consumption, in the form of a CD. Then file sharing came along, which was massively more convenient. Record companies watched profits crater.

A similar problem may be arising for companies built around supporting open source software. As Amazon launches scalable, high-performing services based on open source, what happens to companies offering traditional support and services? - Drew

Wi-Fi 6 Is A Stupid Branding Idea - Networking Nerd

https://networkingnerd.net/2019/01/24/wi-fi-6-is-a...

Wi-Fi 6 is the marketing term cooked up by the Wi-Fi Alliance for the 802.11ax standard. Its goal was to make new generations of wireless gear more easy for consumers to identify (and thus buy). But Tom

Hollingsworth anticipates problems.

He writes *"It's up to the vendors to implement this spec as well as other things that have been made option, as upstream MU-MIMO is rumored to become as well. Does that mean that if I include both of those protocols as options that my protocol is Wi-Fi 6.1? Or could I even call it Wi-Fi 7 since it's really good?"* In other words, vendors are going to muddle the definitions so they can game the numbering system to try to make their product look like the latest version. - Drew

Wi-Fi 6: What It Means To You - Packet6

https://www.packet6.com/wi-fi-6-what-it-means-to-y...

Rowell Dionicio give a quick overview of the branding behind Wi-Fi 4, 5, and 6. A quick read that handles the translation between the standards we're used to and the new branding that obfuscates. - Ethan

Internets Of Interest: Tech News

The DevOps Salary Report is in, and is great news for American men - The Register

https://www.theregister.co.uk/2019/01/16/devops_sa...

Everyone loves a salary report. A chance to compare ourselves to the averages and feel smug...or upset. Either way.

"The good news, though, is that salaries have generally increased around the world. Unsurprisingly for a study published by a DevOps vendor

[Puppet] is the finding that more employees made more than $100,000 in organizations where there is strong support for DevOps practices."

Companies doing their best to modernize IT ops pay more, it seems. - Ethan

Special Report - Inside the UAE's secret hacking team of U.S. mercenaries - Reuters

https://uk.reuters.com/article/uk-usa-spying-raven...

Amazing story about national spy agencies using contractors to effectively perform cyber attacks using experienced foreign nationals. What happens when a US citizen working for a foreign government is attacking the US government? The sheer lack of moral compass that these people demonstrate in the pursuit of a big payout while pretending it's not that bad is quite something. - Greg

Facebook knowingly duped game-playing kids and their parents out of money - Reveal

https://www.revealnews.org/article/facebook-knowin...

The next time you hear a Silicon Valley exec talk about making the world a better place, just reference this story about Facebook scamming children to boost its revenue to remind yourself it's only about the money. - Drew

Steve Jobs Never Wanted Us to Use Our iPhones Like This - Cal Newport

https://www.nytimes.com/2019/01/25/opinion/sunday/...

Cal Newport, writing in an opinion piece for the New York Times, says Steve Jobs never intended for smartphones to be the "constant companion" they've become. Based on a viewing of Jobs' keynote for the iPhone's debut, Newport says Jobs intended the device to have limited utility: phone calls, music, directions, and maybe email. He didn't intend for the device to devour our lives.

I'm not sure I buy Newport's argument. Maybe limited utility was Jobs' intent. Or maybe he was being disingenuous. Or maybe he just lacked the vision for how to fully exploit the platform he'd built. However, other smartphone makers and app developers certainly didn't, and Apple caught on rather quickly. In any case, if you're worried that you spend too much time on your phone, Newport offers a few simple tips to help you cut back. - Drew

Industry & Vendor Links

DigiCert announces CertCentral® Enterprise, a comprehensive, all-in-one digital certificate management solution for enterprise cloud and hosted TLS/SSL environments - DigiCert

https://www.prnewswire.com/news-releases/digicert-...

NetYCE Launches Free Version + NetworkAutomationHeroes.com - Wim Gerrits

https://www.networkautomationheroes.com/

https://www.linkedin.com/feed/update/urn:li:activity:6493359855145930752/

If you haven't heard of 17-year-old NetYCE, they make network automation software that's big in Europe, but less well-known in North America.

Free flavors of commercial software are designed to whet your appetite for the full-blown version. So, is NetYCE worth your time to investigate? I believe so. In a chat with the NetYCE folks, they told me they are positioning the release for those of you who don't want to have to learn a bunch of new tools to get started with automation. This version is designed to be up and running in an hour. - Ethan

AWS Network Load Balancer Now Supports TLS Termination - Amazon

https://aws.amazon.com/about-aws/whats-new/2019/01...

https://aws.amazon.com/blogs/aws/new-tls-termination-for-network-load-balancers/

Move your TLS encryption/decryption off to the load balancer leveraging this new AWS NLB feature. Sure, we've been used to this functionality in our big-boy load balancers for years, but looking through the spec sheet, the AWS offering doesn't suck. The impact to operations should be a positive one, consolidating certificate management.

"Today's launch ... gives you a central management point for your certificates. If you are using AWS Certificate Manager (ACM), your certificates will be stored securely, expired & rotated regularly, and updated automatically, all with no action on your part."
At this point, it's unclear to me how using TLS on NLB might impact your AWS bill. - Ethan

Bringing Internet Explorer 11 to Windows Server 2012 and Windows Embedded 8 Standard - Microsoft Tech Community

https://techcommunity.microsoft.com/t5/Windows-IT-...

Microsoft is killing IE 10 and Windows 7 next year. Are you ready for that? - Greg

Cisco Announces Intent to Acquire Singularity Networks - Cisco Systems

https://blogs.cisco.com/news/cisco-announces-sp-news

"Cisco plans to integrate Singularity Networks' analytics platform capabilities into its Crosswork Network Automation portfolio. The Cisco Crosswork Network Automation software portfolio helps service providers automate their networks. By effectively extracting and managing huge amounts of data, operators can rapidly address and even proactively avoid disrupting events and impending security threats. Singularity Networks technology will help to provide reliable, timely, and actionable information about what's happening in the network 24/7 to deliver premium networked experiences."

Building the analytics capability in the service provider product will move Cisco down the path of providing autonomous networking using SDN without human action. - Greg

The End Bit

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Human Infrastructure is bi-weekly newsletter with view, perspectives, and opinions. It is edited and published by Greg Ferro and Drew Conry-Murray from PacketPushers.net. If you'd like to contribute, email Drew at drew.conrymurray@packetpushers.net.

We don't give away your email address or personal details because that would suck.

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