Greenfield Internet Service Provider in Mexico Selects Tejas Networks' OLT and ONT Platforms

The customer is an emerging ISP providing high-speed internet services to residential and business customers in Mexico. With a challenger mindset, they would like to become the provider of choice by ensuring optimum service quality while balancing the Total Cost of Ownership (TCO).

With existing vendor solution, as the network was growing, the customer was observing a corresponding increase in the TCO which was not suitable for their growing business model. As a result, they were looking for an alternative technology partner that can provide more optimized and flexible fiber broadband platforms.

Challenges

- Network expansion while balancing the CapEx and OpEx and not compromising on service quality and reliability

- Accessibility to future-oriented technology platforms from a trusted partner

- Simplification of the network management

- Achieve the aggressive network roll-out timeline with availability of inventory on time

Solutions

- The customer has selected Tejas OLT and ONT platforms after an extensive POC and due diligence. They were satisfied with Tejas' ability to provide the equipment within a tight time-horizon and its support capability in the North America region

- OLT Platforms used: TJ1400-1 pizza-box (in different variations—8 and 16 ports), TJ1400-13 and TJ1400-18 modular platforms

- ONTs used : TJ2100N (different variations) - 30,000+ units in first phase

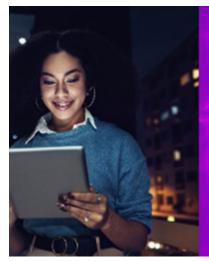- Management: Tejas TJ5500 multi-technology NMS solution

Results

- Tejas technical team worked extensively with the customer team to derive a network architecture, optimal for TCO management and high - reliability using ERPS

- The ability to use a single OLT port for GPON or XGS-PON ensured network flexibility

- With a highly-dense configuration and optimum power consumption, TJ1400 platforms resulted in space and power efficiency

- Tejas NMS enabled the operation teams a unified single pane of glass management of the network

Key Value Propositions

- The availability of 'right-fit' products from Tejas portfolio—from space-saving pizza-box OLTs with different port densities to larger modular multi-technology equipment for central locations

- High Reliability through ERPS, Type-B, and Type-C PON Protection Mechanisms

- Supports GPON, XGS-PON, and Multi-PON, with a future-proof upgrade path to HSPON (50G)

- With robust presence across the globe, Tejas is able to cater to customers of all sizes and across domains

- By providing cutting-edge technology and reliable performance, Tejas Networks ensures that the end customers experience optimal internet speed and service reliability

Tejas Networks

Tejas Networks is a global broadband, optical and wireless networking company, with a focus on technology, innovation and R&D. Tejas' carrier-class products are used by telecom service providers, utilities, government, and defence networks in 75+ countries. To know how we can help you fulfill your business objectives, contact us today!

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