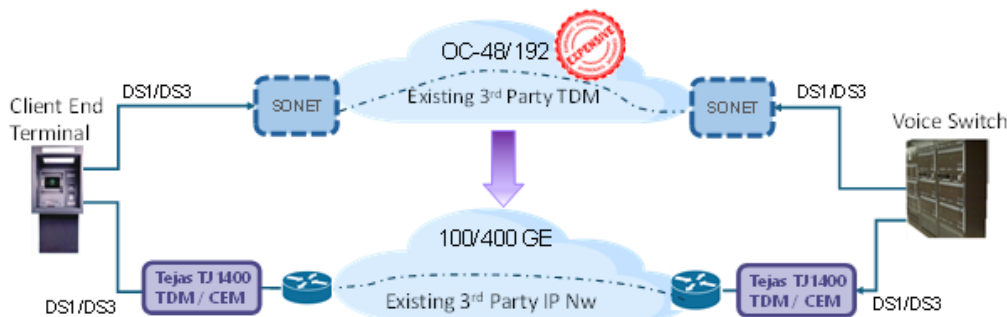


Driving Opex Savings with Tejas Networks: Eliminating Costly OC-x Leased Fibers

A TDM Cost Reduction Case Study

Any service provider that provides DS1, DS3 or SONET services has seen the cost of providing those services steadily increase. The major component to the cost increase is that lease costs for OC-x connections have become exorbitant. Additionally, the slow but steady departure of vendors providing SONET equipment results in increasing equipment costs. As this technology ages, component manufacturers stop making the chips forcing equipment vendors to EOL the solutions.

This case study will explore the merits of modernizing the network and eliminating the leased OC-x leases and shifting that traffic to an existing Ethernet / MPLS network. TDM services generate increasing annual revenue, underscoring the importance of maintaining them. Tejas has a supported viable solution for EOL SONET solutions that eliminates costly OC-x leases.



Customer

Any service provider in the USA that provides TDM DS1/DS3/SONET services.

Challenge

TDM service providers are struggling to remain profitable with existing solutions that are EOL.

Solution

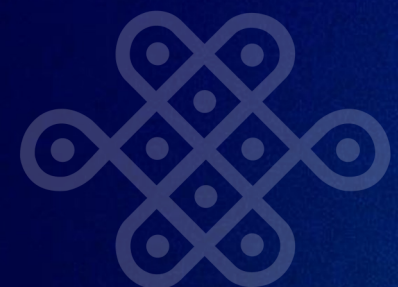
Tejas TJ-1400 Network Modernization Solution.

Results

Service providers around the country are able to provide a competitive supported TDM solution by replacing costly OC-x leases with more economical Ethernet/MPLS services.

Tejas Networks

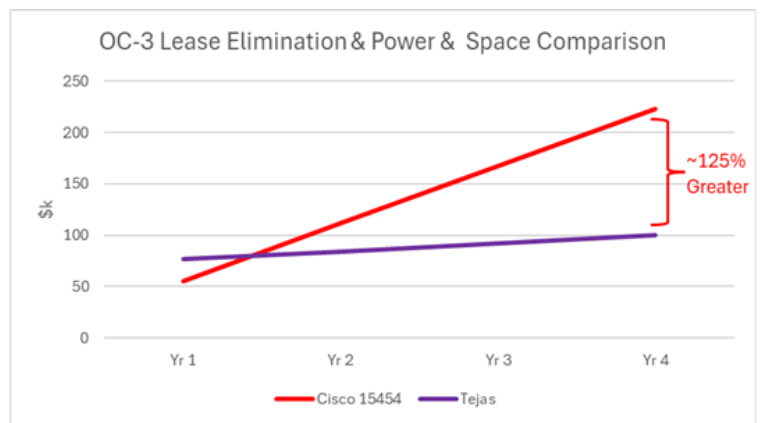
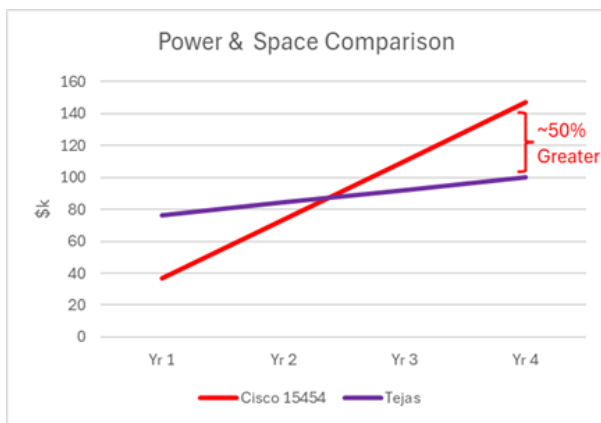
Tejas Networks is a global broadband, optical and wireless networking company, with a focus on technology, innovation and R&D. Tejas' carrier-class products are used by telecom service providers, utilities, government, and defense networks in 75+ countries. To know how we can help you fulfill your business,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



Most companies will compare the 4-year Total Cost of Ownership of various solutions. This TCO comparison includes the equipment, space, power, support and spares. The first chart shows cost savings of replacing EOL equipment. The second chart includes a single OC3 lease that gets eliminated, showing how extreme the savings can be from eliminating OC-x leases. A normalized comparison of the 4yr TCO for a Cisco 15-454 replacement is shown in the following charts.

Cost Comparison

Most companies will compare the 4-year Total Cost of Ownership of various solutions. This TCO comparison includes the equipment, space, power, support and spares. The first chart shows cost savings of replacing EOL equipment. The second chart includes a single OC3 lease that gets eliminated, showing how extreme the savings can be from eliminating OC-x leases. A normalized comparison of the 4yr TCO for a Cisco 15-454 replacement is shown in the following charts.



These example network modernization projects show how these updates dramatically improve the profitability of these TDM services and contribute to the bottom line of a Service Provider.

- **Eliminate costly OC-x leased lines**
- **Circuit Emulate DS1/DS3 onto a MPLS packet network**
- **Provide Ethernet and MPLS services on the same equipment at the same time as providing CEM**
- **Provides dramatic space, power, support and spares savings**

Tejas welcomes the opportunity to explore our NetMod Solution and its value to your network. We are eager to share the cost assumptions used in this modeling exercise and are willing to customize the model to your situation. If you are interested, email us at sales_northamerica@tejasnetworks.com to get started.