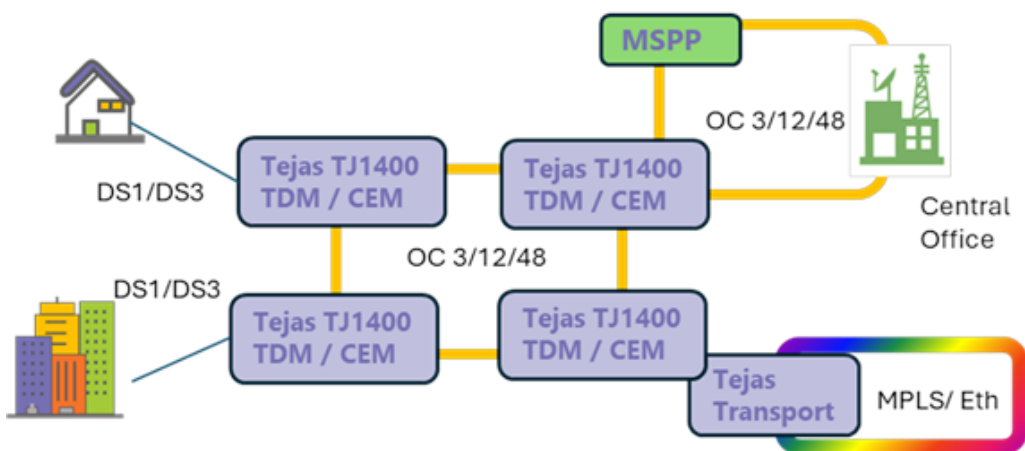


Tejas Networks lowers the 4-yr total cost of ownership by 50% - 165%

A Circuit Emulation Case Study

Any service provider that provides DS1, DS3 or SONET services has seen the cost of providing those services steadily increase. This is due to the slow but steady departure of vendors providing SONET equipment. As this technology ages, component manufacturers stop making the chips forcing equipment vendors to EOL the solutions. Selling a service based on EOL equipment is challenging due to difficulties obtaining cards for new services, high cost of finding spares, usually on the gray market, high cost of service contracts, skilled labor with TDM expertise is harder to find, and lease costs for OC-x connections are growing. This case study will explore the merits of investing into a new network with a support EOL service.

Tejas has a supported viable solution for EOL SONET solutions.



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@tejastnetworks.com.

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

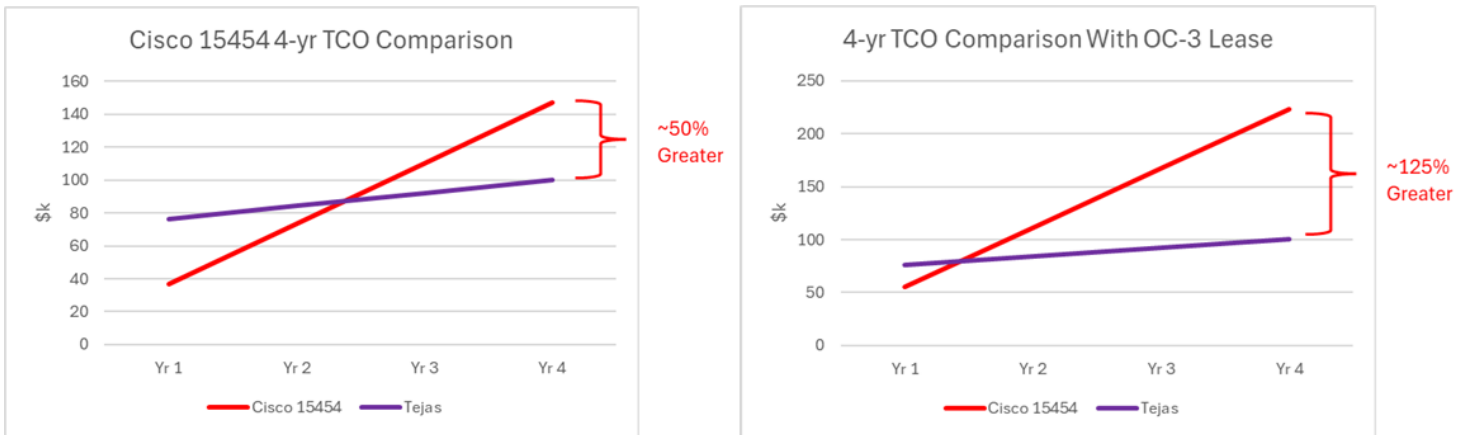
Results

Service providers around the country are able to provide a competitive supported TDM solution with 50% - 150% reduced CapEx investment.

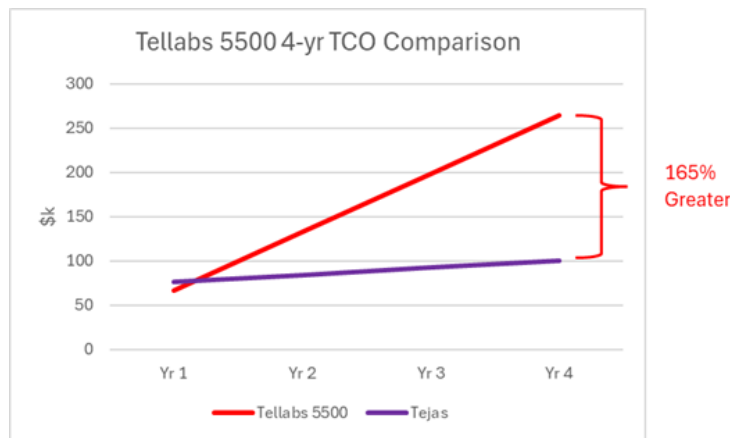


Cost Comparison:

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. A normalized comparison of the 4yr TCO for a Cisco 15454 replacement is shown in the following charts.



A normalized comparison of the 4yr TCO for a Tellabs 5500 DACS replacement is shown below.



Tejas TJ1400 Network Modernization Solution

- *Replace EOL SONET Aggregation equipment*
- *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.