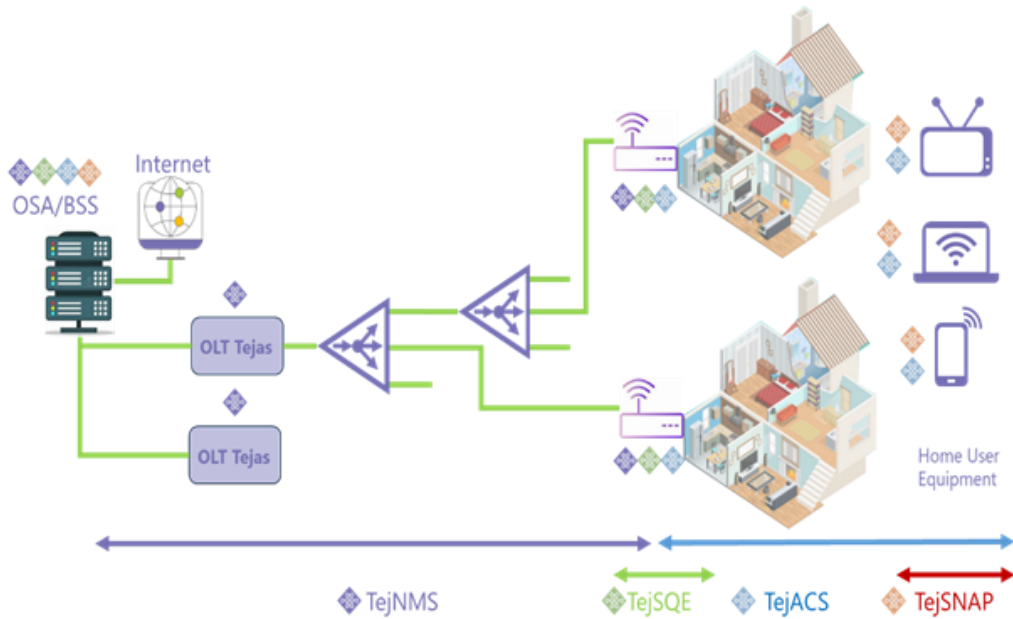


Tejas Networks lowers the 4-yr total cost of ownership by 60%

An XGS-PON Case Study

PON (Passive Optical Network) is a preferred broadband solution to provide broadband services. A single optical fiber can serve multiple users, reduce infrastructure costs, while also offering speeds of 10 Gbps. PON networks are also easier to install and upgrade, and they are reliable due to their passive architecture. PON solutions are cost effective, offer high speeds, and are scalable. Most PON solutions offer similar functionality with each vendor having a few special features. Usually, the determining criteria is cost.



Customer

Any Broadband service provider in the USA.

Challenge

Broadband service providers are struggling to remain profitable with existing solutions that include exorbitant recurring licensing fees.

Solution

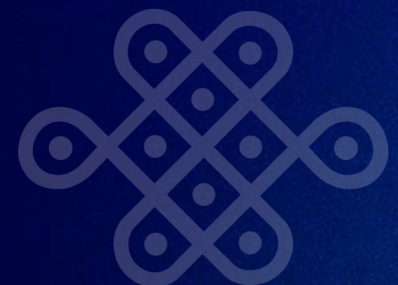
Tejas TJ-1400 PON Solution

Results

Broadband service providers around the country are able to provide a competitive solution with a 60% reduced CapEx investment.

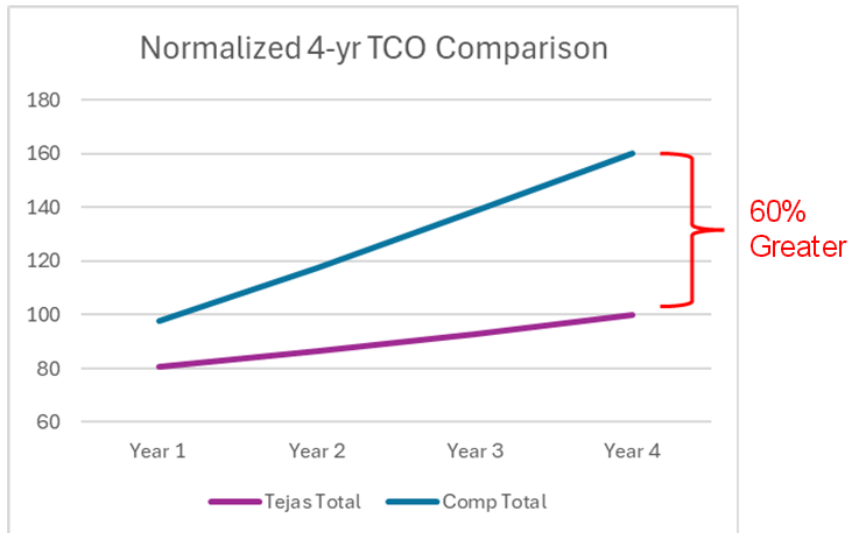
Tejas Networks

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.



Cost Comparison:

Most companies will compare the 4-year Total Cost of Ownership of various solutions. The TCO has main components, the OLT, ONT, s/w costs and recurring license fees. A normalized comparison of the 4yr TCO for a five thousand subscriber XGS-PON system using typical street prices is shown in the following chart. In this case virtually all the TCO difference is due to the exorbitant recurring license fees charged by this particular vendor.



The Solution: The Tejas TJ1400 PON

The Tejas PON solution offers a number of unique propositions.

- Lower 4-yr TCO
- Supports 3rd party ONTs
- We offer unique protection option for enterprise services
- Tejas PON s/w reduces Customer Service savings by 50% with improved dashboards, greater visibility into the customers' premises and dramatically improved built-in Root cause analysis tools.

The Results

Tejas PON s/w reduces Customer Service savings by 50% with improved dashboards, greater visibility into the customers' premises and dramatically improved built-in Root cause analysis tools.

