



Case Study – Datora

About Datora

Datora Telecom operates in the communications market, providing efficient termination, transportation and outsourcing services for its clients. As a pioneer in the use of VoIP technology in Latin America Datora has accumulated experience in the provision of services to the largest Brazilian telecom operators, with operations in Portugal, Madrid, Miami, Rome, Guatemala and more than 14 Brazilian cities. Datora is one of the largest telephone traffic wholesalers in Brazil and around the world, Datora Telecom offers voice and SMS traffic routes for large, mid-size, and small company operators.

The Challenge – High Performance VoIP Peering

Datora's continued success as a wholesale provider was driving increasing traffic on its IP-based peering services. To meet this demand and to be positioned for the future growth, Datora was looking for a virtual Session Border Controller (SBC) that would deliver high performance as well as accelerate their network modernization from traditional appliances to a virtual cloud-based model.

The Solution – Ribbon's SBC Software Edition (SBC SWe)

Ribbon's cloud-native SBC SWe was the perfect match for Datora's requirements. With the SBC SWe, Datora continues to secure SIP interconnections with their wholesale peering

"We're pleased to entrust our network modernization to Ribbon – thanks to our long-term relationship, we are familiar with the quality of their solutions and their ability to execute. The SBC SWe performed extremely well during our trials, making complex routing decisions flawlessly even when dealing with high volumes of call traffic."

Samy Uziel
Engineering and Operations Director



partners, but now they have much greater flexibility in how they handle traffic demands. With the SBC SWe, Datora has the high performance solution they require. As a proof point, Datora is the first Ribbon customer to achieve over 800 CPS for the SBC SWe using the integrated SBC model.

Because the SBC SWe is a virtual solution, Datora can rapidly respond to changing traffic requirements on-demand. The SBC SWe gives them the ability to dynamically allocate data center resources, to optimize how they address traffic growth and avoid unused capacity. With Ribbon's support and expertise, Datora will be able to smoothly migrate their interconnect traffic from their existing appliance-based SBCs to a virtual solution.

Datora and Ribbon Partnership

Ribbon is a long-time supplier to Datora and has maintained this position by consistently delivering innovative products. Datora's decision to rely on Ribbon's expertise with this network modernization project is reflection of the trust established in this long-standing relationship.

The biggest factors in winning this opportunity were:

- Proven high performance to handle traffic demands including those with very complex call flows.
- Ability to optimize data center investments by instantiating SBC capacity on-demand which avoids any stranded investments in unused capacity that is often associated with an appliance-based SBC.
- Ribbon's proven history and ability to deliver solutions that address Datora's requirements.