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TECH FORUM 23



IP Wave Customer Case Studies

Ric Jones

Regional Account Director – US Rural West, Ribbon

Lee Jager

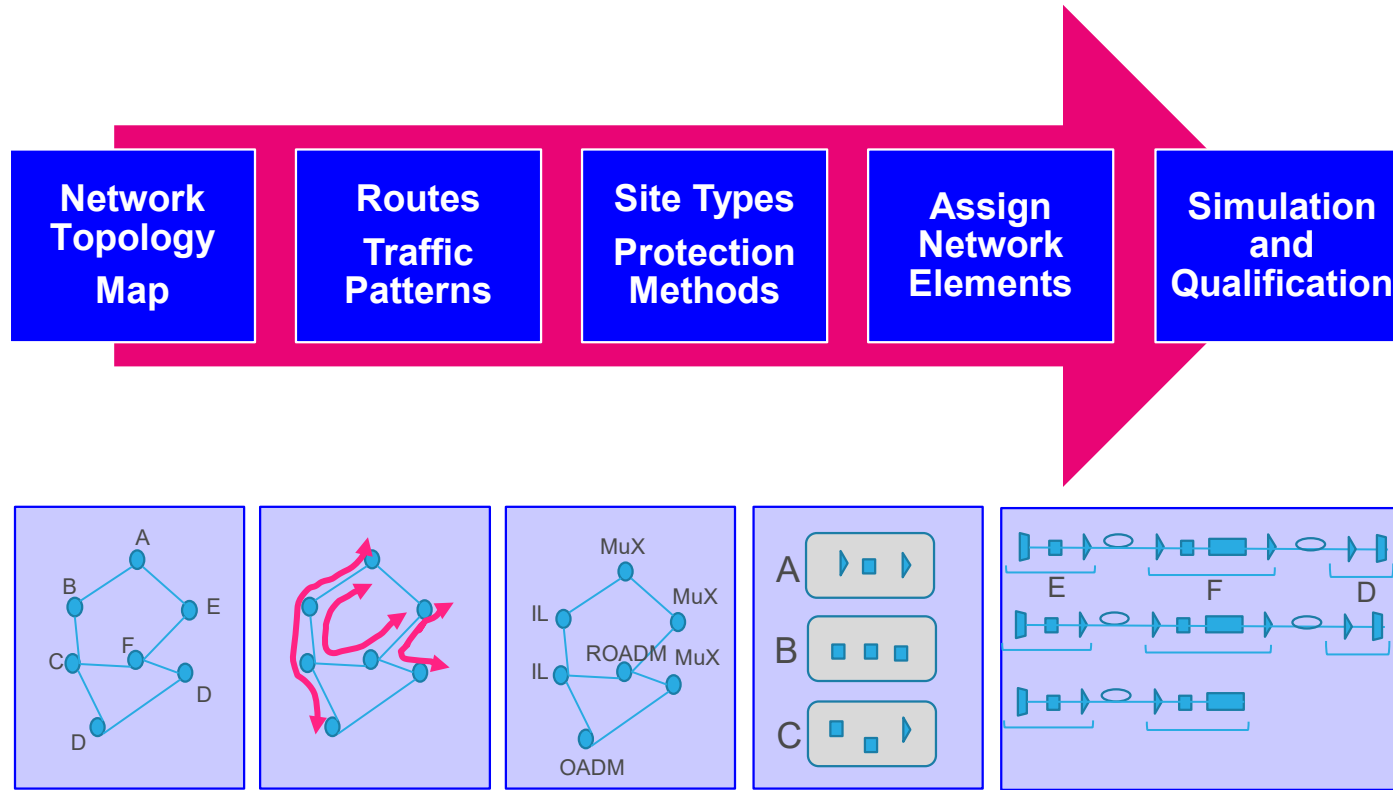
Director of Integration Services, Vantage Point Solutions

Steps to a Successful Network Build

The Consulting Engineering Model

- **Advise – Design – Propose – Solicit – Manage – Close/File/Operate**

Network Design and Planning Process

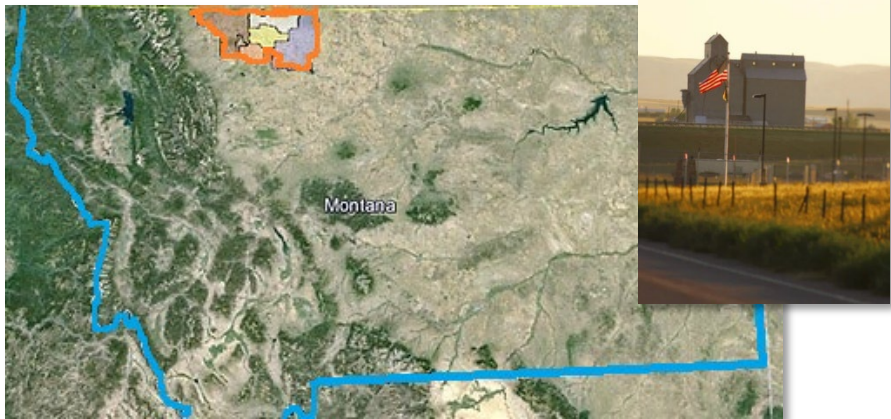


Customer Case Study: Northern Telephone

Sunburst, Montana

Customer Scenario

- Need for 400G x n Backbone Speed to Support xPON Access Upgrade
- Required Routed Middle-mile for Advanced Service Offerings
- Replace Aging Ciena Network



Why Ribbon

- **Unique IP / Optical Solution with Best in Class Unified Management**
- **Circuit Emulation (CES) to Support Legacy TDM Services**
- **In-Service OTDR and Signal Health Monitoring**
- **Cost Effective 400G IPoDWDM Solution**
- **100% US-Based Support**



Customer Case Study: Valley Telecommunications

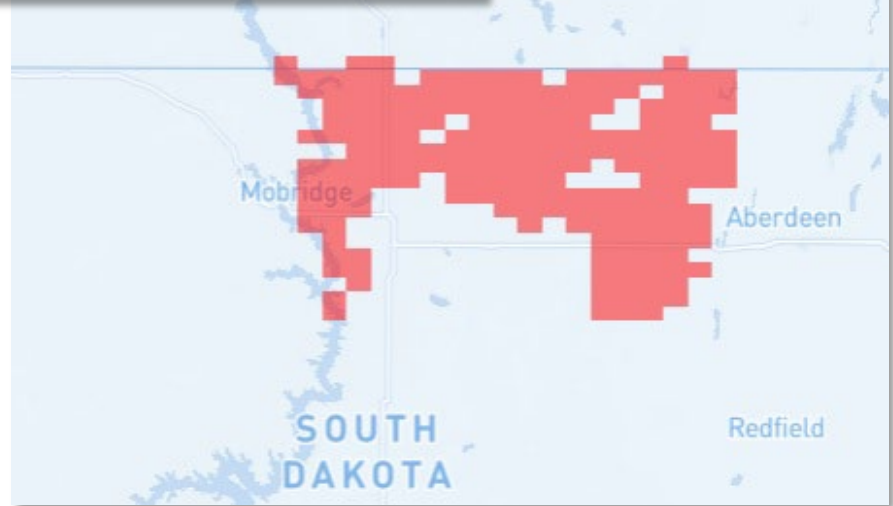
Herreid, South Dakota

Customer Requirements

- **Scale to Support New Buildouts as well as Continued Traffic Growth**
- **Network Reliability**
 - Automated Failover with Simplicity of Operation
 - Fully Redundant Shelves in All Locations

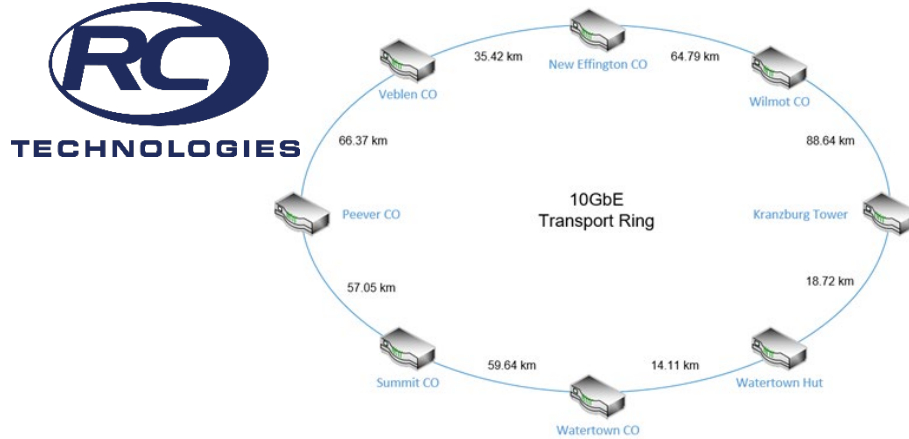
Solution

- **IP/MPLS 200G x n Backbone**
 - Segment Routing, EVPN
 - Service Restoration with TI-LFA
- **Unified Management with Muse**
 - In-Line, In-Service OTDR and Signal Health Monitoring to Prevent and Reduce Fault Impact



Customer Case Study: RC Technologies

New Effington, South Dakota



Customer Scenario

- Need for Increased Backbone Speed to Support New FTTH Access Upgrade
- Looking for Routed Middle-mile for Advanced Service Offerings
- Replacement of EoL BTI Solution

Successful Solution

- 400G IPoDWDM Routed Network
- Removed Need for DWDM Layer for Additional Cost Savings
- Turn-Key Network Implementation

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THE RIGHT WAY

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