

Case Study

TURNING WIRELESS INFRASTRUCTURE STRATEGY INTO REALITY



Client:

Tier 1 USA Telecom Carrier

Managed Service:

Transport Upgrade with
Fiber Optics

Location:

Midwest, Northern Plains,
Southwest, Southeast

Duration:

18 months

Accomplishment:

Innovative resolutions to obstacles and delays to implementing mission critical strategy were carried out. Cost avoidance exceeded \$8.5 million on 38 sites.

The result:

Upgrade was completed on time with considerable budget savings, extending the Carrier's quality of service and reach.



Saving Millions in Remote Transport Upgrades with Fiber Optics Installation Negotiations and Project Management

A Tier 1 carrier was upgrading to new spectrum and towers, and needed to integrate existing microwave networks into its backbone as part of its mission critical strategy. Axis Teknologies was hired to find the best companies to provide the fiber connectivity, at the best prices with the fastest deployment time. The Axis Teknologies project team was responsible for ensuring the deployment of the fiber connectivity met deployment deadlines, removing implementation barriers to accomplishing strategic objectives.

Challenges Solved

At more than 20 of the specified "drain sites", the Axis Team investigated and, working hand in hand with the Microwave Team, recommended bringing fiber to alternate sites than in the original plans, saving the client tens of thousands of dollars for each site.

For another eight specified sites, the Axis Team found alternative sites where fiber was already in place that only required an order to increase capacity to those sites to meet KPI objectives. This also saved the client thousands of dollars.

The regional service provider wanted \$2 million to build facilities to a specified location. Instead, the Axis team found a local provider with excess fiber he had already leased from the regional provider, eliminating the need to build the facilities.

The regional provider in the Rocky Mountain region said it could get fiber to a specified location and were paid up front to do so. After the project started, the regional provider reported it could not do the job. The Axis Team scrambled and found another vendor that could get the job done, and still completed it on time.

Connectivity to new sites in the Arizona desert did not work well. There were dropped calls. In order to resolve the issue, the technical problems causing jitter and timing issues had to be found. The Axis team worked with the client's transport and switch engineers and local service provider engineers to locate the source of the problem.

The Axis team spent a lot of time in the wee hours of the morning doing testing. It was found that the vendor was providing services based on different technology that was not disclosed. Considerable sensitive negotiations were needed to come up with a solution that complied with the terms of the contract. As a result, the vendor changed the settings on the new technology to eliminate the interoperability issues. The Axis team worked many days until 2-3 am to do the testing needed to isolate the problems so the project still completed on schedule.

PERFORMANCE PASSION PURPOSE