Putting Control Back in Engineering's Hands

Case Study: Faster Network and Platform Integration with Integra's Smart Coder



Summary

Customer	• Fiber infrastructure provider
Challenges	• Multi-network, multi-platform integration • Protecting current optics investment • Idle assets due to sparing
Solution	• Recoding wavelength and platforms with Integra's Smart Coder
Result	• Simplified integration • Reduced optics inventory and sparing • Increased flexibility in the field
Equipment Used	• Integra Optic's Smart Coder

Multi-Network Integration Challenges

When it comes to mergers and acquisitions in telecom, most say it's not a matter of if, but a matter of when. This industry trend does not show any signs of slowing down. The shift toward 5G, the additional M&A funds created by corporate tax reform, and the convergence of fixed/wireless is spurring carriers and infrastructure providers to 'bulk up' asset portfolios.

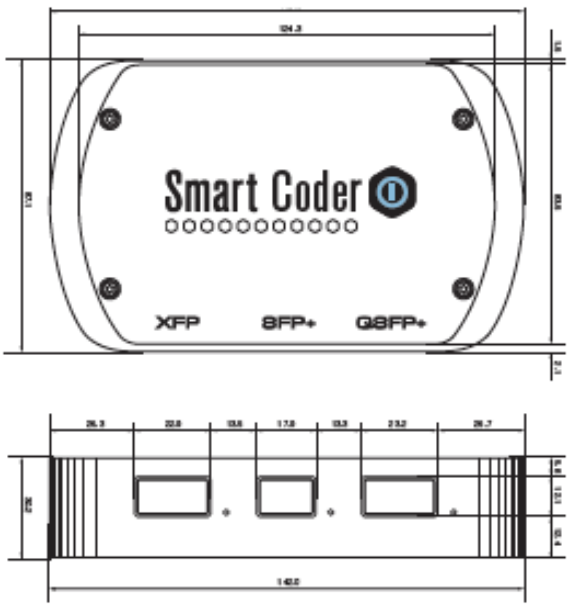
One of Integra's customers recently found itself amidst an acquisition and navigating the common challenge of multi-network and multi-platform integration post merger. A leading provider of site backhaul, small cell, and dark fiber, they wanted to upgrade the transport portion of their network infrastructure, while minimizing integration challenges and protecting the investment they had already made in Integra's transceivers.

Another consequence of merging three networks, with multiple platforms, was needing to maintain inventory for each OEM and wavelength across every warehouse, tying up significant money in idle assets. This is when Integra suggested its Smart Coder, realizing an industrywide need as mergers and acquisitions continue.

Protecting Initial Investments

Our customer was looking at a costly upgrade and having to replace over 7,000 current Integra optics as part of the project. The changeover would have also resulted in anticipated downtime.

Integra's Smart Coder helped eliminate these challenges entirely. The customer was able to recode both the wavelength and OEM platform as needed, and then pre-populate the line cards to reduce downtime associated with the network upgrade.



Integra's solution of using the Smart Coder not only saved their initial capital investment, but also ensured network uptime and helped free up idle assets. The customer no longer needed to maintain stock piles of optics for every OEM.

> "Our network uses multiple vendors' equipment and we've been able to recode optics as needed depending on the equipment being deployed. This means we don't have to keep a stock of optics for each type of equipment; we only stock and code as needed. "
>
> - Director, Network Engineering

Tech-Friendly and Intuitive

Integra's optics and the Smart Coder proved to be a practical and cost effective solution. The technicians were surprised by the Smart Coder's intuitive software and how easy it was to reconfigure transceivers for any network hardware.

They were able to protect their initial investment and save over $150,000 (and counting) by simply recoding their current optics instead of purchasing new ones. Our customer also minimized the challenges of integrating multiple networks across multiple platforms, reducing sparing and increasing flexibility in the field.