



# Meeting the Gigabit Challenge using Axians UK Network Expertise

The appetite for gigabit broadband continues to grow, driven by UK Government targets, and rising public demand. With the race now on to get 'homes passed', capture market share, and deliver a solid ROI, Axians can help you.

We have a long-standing and solid reputation in the telecoms sector as a reliable and trusted network solution Integrator to both MSPs and ISPs. Working with providers of all sizes, including Gigaclear and COLT, our proven track record in planning, designing, building and managing networks will enable you to deliver secure, consistent, innovative, and high-quality services to your customers.

Whether you are following a wholesale strategy or want to build an end-to-end ISP with a rich set of advanced services for residential subscribers or businesses you will benefit from Axians' skills and expertise.



Building the network that is needed today whilst allowing for the increased scale of tomorrow.

## 'Homes Passed' getting out of the ground!

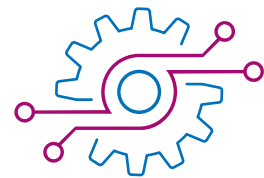
Axians can assist with design, implementation of your passive and active optical access and aggregation, optical or IP backhaul, and the core optical and IP network to then manage the traffic out to your wholesale partners. Axians intent is to jointly build the network that is needed today whilst allowing for the increased demands and scale of tomorrow.

We will give you the ability to grow quickly and consistently.

## Building and deploying ISP Services

Axians can also help support you to evolve and build your infrastructure past day one ambitions of 'homes passed'. If your aim is to grow by providing ISP services, we can help you to create your own offering, including more complex elements such as introducing CGNAT to alleviate IPv4 depletion and network based security to ensure carrier class availability. Key to our joint success is the adoption of automation and visibility across the entire estate, which is critical for onboarding, secure segmentation, IoT integration, and guest access. This will also give you the ability to grow quickly, consistently and without having to hire huge teams to handle provisioning and operations.

Our services support the end-to-end design, deployment and operations from the access layer through all aggregation points to the core network at both the optical and IP layers. Axians can bring value to providers with everything from technical and strategic consultancy to full turn-key solutions, all with a view to improving the end customer experience and ensuring that the resulting outcomes align with the business requirements.



Supporting end-to-end design, deployment and operations

Get in touch today for an initial consultation.

## Delivering advanced capability and increasing returns

Axians UK is a technology partner that can accelerate your project delivery in line with the complexity, scale and timescale requirements of your business. Our people are already utilising their in-depth industry knowledge and expertise to deploy and build multiple layered, complex network infrastructures. We also have engagement models through our Ascent Program where we can help you to develop new ISP services.

If your time, money and above all skills, capability and resources are being stretched get in touch today for an initial consultation.

## Carrier Grade NAT solution overcomes IPv4 challenge

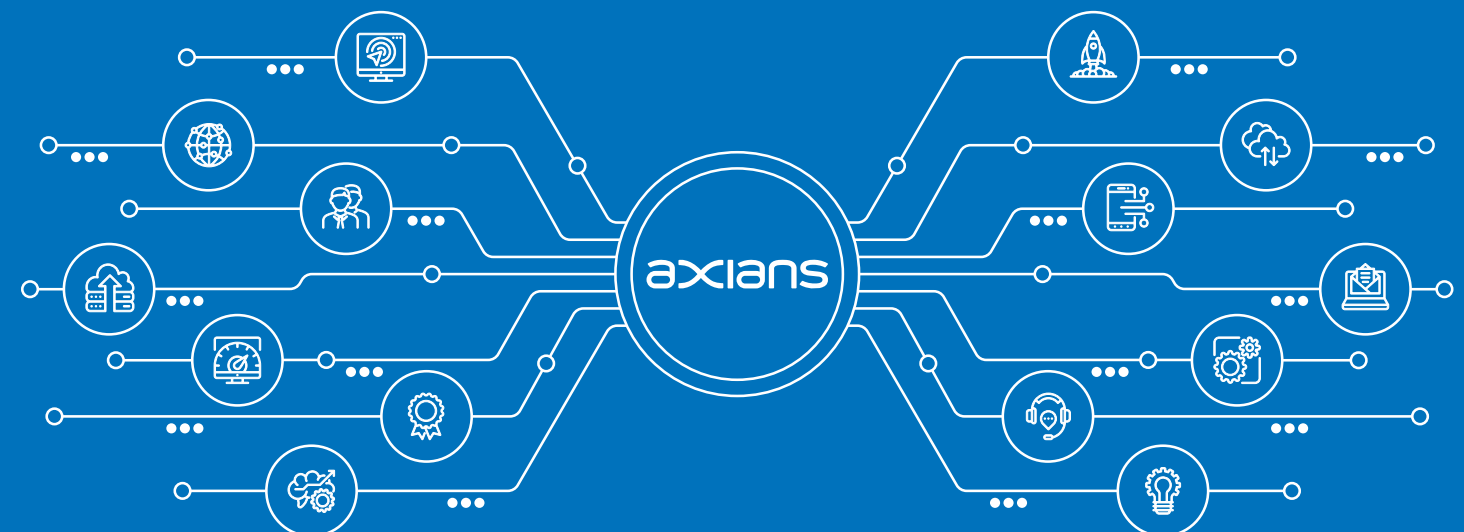
Experiencing rapid subscriber growth, and with 70% of their traffic using IPv4 addresses, Axians UK overcame an IPv4 exhaustion challenge, using large-scale network address translation, to support the company's growth. Although blocks of public IPv4 addresses can be purchased through a secondary market, buyers often run into quality issues and it inevitably increases costs.

Our solution overcame the issue of IPv4 exhaustion but also delivered an excellent subscriber experience and application availability while maximizing IPv4 resources. The company was able to reclaim 63 IPv4 addresses for each public IPv4 address consumed and achieved a clear ROI whilst eliminating the need for volume IP address procurement. Identifying and adopting the right approach early led to significant savings in annual operating expenses.



# 70%

of Axians UK traffic was previously using IPv4 addresses.



## High reliability, increased scalability, greater confidence for Gigaclear

The original network infrastructure Gigaclear utilised was unable to meet the rapidly growing needs of the business. The company took the decision to migrate to a Juniper platform, however this was proving more complex than expected and was placing pressure on the technical team in Gigaclear who needed additional experience for this type of major operation.

The Axians UK team acted as technical advisors and, following the migration to Juniper by Gigaclear, undertook a Network Assessment. This led to clarity around the state of play and we made a series of recommendations to support the network development strategy in line with the needs of the business.







**"The people at Axians UK really understand our business vision and I'm very happy with the technical expertise they provide. I see Axians UK as a long term partner assisting our business to grow."**

Shawn Nolan, Head of Networks, Gigaclear

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