

# Success Story

## Active Fibre Solution

The city carrier wilhelm.tel in Norderstedt supplies residence customers in greater Hamburg with Internet, telephony, and cable TV multi-service over its state-of-the-art fibre infrastructure from ZyXEL and Extreme Networks.

### Market Challenge

Multi-service is a trend and definitely the key for service providers to attract or sustain subscribers. Foreseeing constant bandwidth demand driven by multi-service, data, voice and video, service providers need to have the ambition to build up a reliable and secure fibre network to the home which provides new-generation IP services for their subscribers.

**Background:** In December 2009, Extreme Networks, Inc. and ZyXEL Communications, a leading broadband access solutions provider, announced that ZyXEL's MEF certified Carrier Ethernet switches and Extreme Networks' Carrier Ethernet solutions, including the BlackDiamond 20800 Carrier Ethernet transport switch, have been jointly tested for interoperability to ensure reliable network performance. They are thus able to offer a comprehensive integrated FTTx solution for service providers.

Architectural flexibility and intelligent service delivery were tested for interoperability as part of Extreme Networks' Go Purple Partner Program. The companies also evaluated fast failover over resilient rings, the implementation of Quality of Service (QoS), and network security. These jointly tested solutions help service providers to build a scalable and reliable service-driven Carrier Ethernet network.

The city carrier wilhelm.tel is a cable operator offering customised communication and

data services delivering high-quality triple play services in the Norderstedt area. Combining ZyXEL's MEF certified Carrier Ethernet switches, leading VDSL2 DSLAMs and Extreme Networks' BlackDiamond 12000 series, wilhelm.tel successfully supplies residence customers in greater Hamburg with Internet, telephony, and cable TV service.

### High Quality Solution

"wilhelm.tel is delivering a more scalable, resilient network with advanced Ethernet and fibre technology. The combination of Extreme Networks' and ZyXEL's Active Ethernet ETTx, VDSL2 FTTx solution plays an important role in providing higher quality communications, increased bandwidth and subscriber scale," said Heiko Liebscher, CTO for wilhelm.tel. "The economies are superior with Ethernet and fibre, allowing one network to serve many needs and preparing us for the future."

Extreme Networks' Carrier Ethernet switches are designed to provide service providers with flexible and cost-effective solutions to meet their high availability requirements for converged services. "We are pleased to have ZyXEL join our Go Purple Partner Program and add to the best-of-breed vendors which promote interoperable and scalable networks," said Dick O'Hara, director of strategic alliances for Extreme Networks. "Customers benefit from proven solutions which are cost-effective and ready for deployment."



**Heiko Liebscher**  
CTO, wilhelm.tel Norderstedt

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ZyXEL's Carrier Ethernet product quality has been recognised by global telecom operators for years. The Ethernet technology performance meets the challenging demands of operators in the construction and development of Carrier Ethernet networks.

### Future Prospects

**Successful Partnership:** The new alliance between ZyXEL Communications and Extreme Networks will complete the end-to-end Carrier Ethernet product portfolio for service providers. With architectural flexibility and intelligent service delivery mechanisms, service provider customers will be able to build a scalable and reliable service-driven metro network for maximum return on investment. ■

