

Fusionnet Expands its Network Edge by Utilizing Datacipher's Expertise

Summary



Company: Fusionnet

Industry: Service Provider

Challenges: As Fusionnet expanded its network core and high-speed edge to meet growing demand, it required high-quality routing equipment to be implemented without compromising on security plus overall service planning and technical assistance post integration.

Network solution:

- Network Design support
- Implementation and security
- Technical & Non-Technical issues support

Outcome:

Smooth service launch, Network optimization and client satisfaction

Client synopsis

Fusionnet, a privately owned company with its headquarters in Delhi, is a dynamic Internet Service Provider that brings convenience and speed to its clients – both residential and enterprise units in the Delhi/ NCR region. The company envisions a powerful broadband-enabled Delhi/NCR by offering a smooth network traffic flow support to their customer base. They offer FTTH (fiber to the home) technology on GPON (Gigabit passive optical network) to form a perfect convergence networking solution of data, video and voice. Engaged in building the next-generation wireless broadband services, the company aspires to develop a comprehensive capability services framework to deliver service plans with speed ranging from 12mbps to 100mbps going forward.

Situation

Fusionnet with its next-generation network core and high-speed edge wanted to expand its backbone and high-speed edge services in the greater Noida region. For this new subscriber base, they required high-performance reliable routing along with the capability to synchronize the services before its actual launch within a certain timeline. The target was to cover around 12000 users spread across domestic units and small enterprises in that region. For this purpose, Fusionnet procured a huge quantity of routing equipment from Juniper Networks to provide error free, high-quality services to the Noida subscribers. Having the routing solution wasn't enough for Fusionnet, the installation procedure was equally vital and necessitated. It was an end-to-end

"Datacipher completed the project as per timeline with very professional manner and with excellent skill set. The delivery of the equipment got delayed from distributor, so we were worried about meeting the time line to complete the project. But, Datacipher played a key role in unloading the equipment, installing the server room and implementation of the equipment. It was a complete end-to-end project and Datacipher did it quite professionally."

– Pankaj Nagpal, IT Manager, Fusionnet

integration project that called for network implementation services and required maintenance support post integration.

Solution design

After evaluating the situation and upon Juniper Networks' recommendation Fusionnet deployed Datacipher for executing the project. Datacipher is an authorized and allied partner of Juniper Networks and often considered the best in Junos® implementation. After extensive discussions and meetings on a range of project related issues, Datacipher finally took on the job to offer services, which included network designing, implementation, providing support to technical and non-technical related issues. The 3 phase project – PLAN, BUILD and RUN went through smoothly to attain completion.

Project management

The Datacipher team was able to step in and manage the project from start to the finish. The project titled as 'Subscriber Solutions Management' had a delivery deadline of approx 14 days. Take a look at the team's unique streamlined approach:

- They unboxed the equipment and installed in the server rooms, adhering to the ISP protocols.
- They tested all the devices prior to implementation.

- The entire process was monitored and carried out efficiently.
- Apart from installing and testing, the team secured the devices as well; the 'no compromise' action on the security front was in accordance with the project requirement to ensure absolute smooth network traffic service without any technical hitch.
- Post project integration, the team provided support to resolve technical network issues, including remote assistance to the client.
- They ensured device installation as per the bill-of-quantities (BOQ) and structured cabling as per the planned design proposal.
- Post initial configuration, they did upgrade the devices by additionally configuring advanced features as suggested by the product series.
- They also provided documentation support, online support and offline support.

Outcome

The Datacipher team successfully completed the project within a very tight time frame. The delay in the equipment delivery by the distributor posed some apprehension but was clearly counterbalanced by Datacipher's professional approach to conclude the process way ahead of the

actual service launch. The team included Suresh Reddy and two more members. Post implementation, Fusionnet leveraged full advantage of the advanced traffic engineering and routing capabilities to optimize the network traffic. Datacipher played a key role in optimizing the service delivery which impacted Fusionnet's operational and economic performance significantly.

About Datacipher

Datacipher is offering network design and strategy, implementation, System integration services, security practices and specialized in providing Professional Services Consulting and Certified Training. Datacipher has extended Training & Services Delivery to multiple regions in APAC i.e., India, Australia & New Zealand, Singapore and Philippines.

Datacipher is recognized with Award by Juniper Networks for World Wide Highest Customer Satisfaction in 2015, also in APAC by Juniper for three years in a row 2015, 2014 and 2013 as a JNAEP Partner of the Year. Datacipher's Instructors are awarded as Best Trainers by Juniper Networks for 2007-2015 almost every year. Quality is our obligation and we ensure 100% delivery commitment. We consider our success is our Technical Capability. We have highly experienced Engineers with a passion to deliver Services and trainings and access to latest cutting edge technologies. We focus on building the best Testing labs with all latest devices and access methods to ensure certainty in delivery. These are some of the key points that helped us to stay focused in our pursuit of achieving quality and excellence.

For more information

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