



Maximize fibre infrastructure investment value while maintaining cost efficiency

Learn how telecom operators can optimize FTTH management with VX Fiber's fully managed services, ensuring predictable costs, efficient operations, and high service quality. VX Fiber offers a scalable model to support mergers, streamline operations, and boost network penetration.

Summary

VX Fiber's approach ensures the operator benefits from a sustainable, scalable FTTH network that supports open access, fosters competition, and drives efficiency. By leveraging VX Fiber's expertise and solutions, the operator achieves predictable costs, higher take rates, and a competitive edge in the market.

1. Background and Objectives

Introduction

A telecom company operating across diverse technology platforms as part of a current or potential M&A strategy aims to manage a passive FTTH network with an emphasis on efficient wholesale and open access.

Vision and Mission

The operator's key objectives are to maintain long-term value and stability of the passive FTTH asset, enable a broad range of network services via wholesale, and ensure efficient operations of both current and future network assets.

Objectives and Business Drivers



Increase Network Penetration

Leveraging wholesale to maximize take rates and overall network penetration.



Predictable Operational Costs

Maintain a stable OPEX for FTTH networks, including consolidated assets from mergers and acquisitions.

2. Requirements and Challenges

Product Requirements

To meet the needs of both B2C and B2B customers, the operator's network should support:

- **B2C Customization:** Efficient network operation with automatic provisioning, flexible service packages, customizable bandwidth, telephony, IPTV, and wholesale capabilities.
- **B2B Services:** Symmetrical L2 B2B products with robust SLAs to meet business demands.

Operator's Needs

The operator seeks a technology partner under a Platform as a Service (PaaS) model to provide predictable operational costs and high network efficiency, with extensive automation of FTTH processes.

Network Operations Partner Requirements

A reliable partner capable of managing all network operations, including wholesale, with services such as:



Zero or low-touch
service provisioning



Hardware monitoring
and maintenance



Structured
troubleshooting



Clear maintenance
communication



Compatibility and
lifecycle management
for network components

Challenges and Concerns

The operator recognizes potential challenges, including:

- **Network Commercialization and Utilization:** Open Access fosters growth in take rates and introduces new business models.
- **Risk of Overbuild:** Open Access approach by a trusted partner mitigates the risk of infrastructure duplication.
- **ISP Quality Control:** Automation and partnership ensure high service standards across ISP offerings.
- **Network Control and Efficiency:** Strategic outsourcing enhances efficiency without relinquishing control.
- **Skill and Expertise Gaps:** VX Fiber's personnel and knowledge transfer cover expertise gaps, enhancing operational efficiency.
- **Cost Predictability:** VX Fiber's pay-as-you-grow model aligns costs with growth, stabilizing expenses while increasing take rates and revenues.

3. Solution and Partnership with VX Fiber

Strengths of Partnering with VX Fiber

VX Fiber provides a turnkey solution with a one-stop-shop approach that maximizes ISP participation and operational efficiency, offering:

- **Expert Support:** Skilled engineers and developers available 24/7.
- **Tailored Processes:** Customized workflows for ISP interactions (northbound) and operational management (southbound).
- **Proactive Communication:** Regular consultations and custom reports on network health and performance.
- **Open Access and Automation:** High-level automation and “zero-touch provisioning” to minimize internal resource demands and reduce overbuild risks.
- **Competitive Advantage:** Open Access competition drives sales and take rates, benefiting the operator’s proprietary offerings.

4. Results and Benefits

Customer Benefits of Partnering with VX Fiber

Through a partnership with VX Fiber, the operator can maximize fibre infrastructure investment value while maintaining cost efficiency. VX Fiber’s outsourcing model enhances core operations with a proven platform, access to fibre network and IT expertise, and software updates throughout the contract period.

Ready to accelerate your business?

Contact us today and we will tell you how.

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