



## Telepak Networks

Based in Mississippi, Telepak Networks is a full-service provider of voice, video, and data telecommunications and network services over 1900 miles of fiber optic cable in its territory. Telepak is a state-certified CLEC in Mississippi, Tennessee, Alabama, Louisiana, and Florida, supplying broadband, Internet, and local and long-distance telephone services to other carriers, Internet service providers, universities, government agencies, and businesses.

### BUSINESS ISSUE

In response to customer demand, and to expand its market share, Telepak decided to deliver a range of advanced new broadband services. This policy meant that Telepak needed 10 Gb/s capacity in a protected ring architecture to support leading-edge 2.5 Gb/s, 10 Gb/s, high-density Gigabit Ethernet (Gig E), and SAN services.

At the same time as expanding its service portfolio, Telepak was concerned to maintain its stringent CAPEX and OPEX goals, and continue to excel in service velocity and interface flexibility.

### MERITON SOLUTION

After an in-depth analysis of more than a dozen vendor offerings, including fixed OADM suppliers, Telepak concluded that Meriton's 6400 OTP (Optical Transport Platform) in a DWDM overlay network would be the best foundation for its growth and would deliver the lowest total cost of operation. The 6400 OTP's features — optical backplane, jumperless technology, and provisioning simplicity — were clearly advantages that would reduce Telepak's operating expenses, as well as speeding up in-service times for its customers.

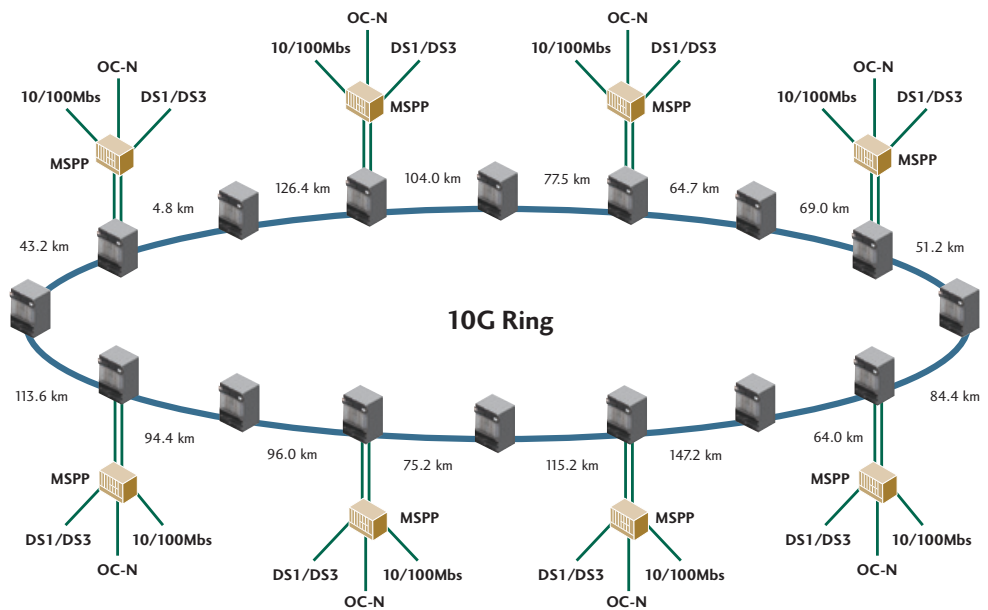
Fifteen Meriton 6400 OTP nodes were self-installed by Telepak after receiving initial training from Meriton. Carrying multiple 10 Gb/s wavelengths, the 6400 OTP nodes were deployed in 2006, providing the Telepak network with an optical transport platform that combines true wavelength selective switching with a GMPLS control plane, 10-port multi-service GFP card, and GUI-based network management system. Telepak has since selected Meriton for another large network to be deployed in late 2006.

**BENEFITS**

- Service velocity — The 6400 OTP's technological and operational characteristics — remote provisioning, GUI-based management, automated network planning — allow Telepak to meet its customers' changing service demands with accelerated service provisioning times and realize revenues sooner
- Flexibility — The diversity of Meriton's protection schemes and the 6400 OTP's multiservice interfaces support a wide variety of advanced, high-revenue services, including OCn, high-density Gig E, and SAN
- OPEX savings — One of the main reasons for Telepak's selection of the 6400 OTP was its clear superiority in OPEX reduction capabilities, as well as the one-time engineering feature that allows Telepak to add capacity without re-engineering
- Ease of installation — After minimal initial training from Meriton, Telepak was able to install the network itself
- Ease of operations — With Meriton's automated network planning and remote provisioning, Telepak can improve its bottom line through simplified engineering and operations processes

**TESTIMONIAL**

"The one-time engineering capability of the 6400 OTP is a key advantage for Telepak Networks, allowing our engineering staff to quickly and efficiently design and provision both backbone bandwidth and new services," said Tillman Rodabough III, director of commercial networks for Telepak Networks. "The inherent flexibility and ease of use of the 6400 OTP allow us to rapidly and cost-effectively keep up with our customers' changing demands for advanced broadband services."



**ABOUT MERITON NETWORKS INC.**

Meriton Networks Inc. has developed the industry's first unified end-to-end Agile Optical Networking (AON) architecture, a crucial element for carrier and enterprise migration to next-generation IP services networks. A flexible, scalable, future proof infrastructure capable of multi-service, multi-topology support, the Meriton AON architecture equips telecommunications networks with the capabilities needed for the Broadband Revolution, including rapid service deployment with one-time node engineering and zero-touch, automated provisioning under a unified control plane. With metro access, metro core and regional extension products, all fully managed by a best-in-class suite of network planning and management tools, Meriton Networks gives network operators a single source for the rapid, cost-effective delivery of high-speed services.



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