



## Pioneer Telephone Cooperative

Based in Kingfisher Oklahoma, Pioneer Telephone has been providing service to its members since 1953. Services are provided to over 140,000 customers/members in 76 communities, encompassing 30 counties in western Oklahoma. Pioneer is owned by the members it serves and is the largest telephone cooperative in the state and the third largest in the nation.

### BUSINESS ISSUE

The first project that Pioneer undertook was to add capacity to their regional network in order to provide new revenue-generating services for their customers. Experienced with DWDM for the long-haul parts of their network, Pioneer looked for a cost effective metro-regional solution that would add sufficient capacity to offer these new services. Pioneer hired a communications engineering consulting firm, Monte R. Lee, to issue and evaluate the RFPs sent to eleven different vendors.

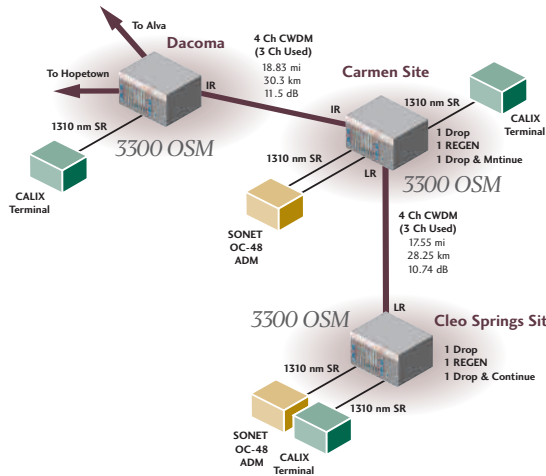
Since the first deployment, Pioneer has also deployed Meriton's high-speed architecture in conjunction with Calix C7 multi-service access devices to carry video over IP.

### MERITON SOLUTION

The products used for Pioneer's network included Meriton Networks' 3300 OSM (Optical Services Multiplexer), 8300 EMS (Element Management System) and 8600 NMS (Network Management System).



Figure 1: Phase 1 comprised four 3300 OSMs to form a Regional CWDM Network



**Figure 2:** Phase 2 comprises a 3-Node network featuring Calix C7 Multi-service Access for IP Video (using 4-channel CWDM and OC-48)

Meriton Networks provides simultaneous support of CWDM and DWDM, with a channel agnostic architecture that can scale and grow to meet the needs of a metro or regional network. Meriton's cost points showed it was the best value of all competing offers. With the Meriton HSM Architecture, Pioneer has a fully managed, transparent network that scales seamlessly, supporting existing SONET rings without any service disruptions or re-engineering efforts.

**BENEFITS**

- Cost-effective — CWDM pluggable optics provided the lowest total cost of ownership, especially from a sparing perspective
- Interoperability — One of the unique aspects of the Meriton 3300 OSM is that it can be deployed directly on a SONET ring without requiring duplicate optics

**TESTIMONIAL**

“The Meriton Networks AON architecture is a good fit for our network,” said Michael Baustert, division manager of network engineering, planning and design at Pioneer Telephone. “Meriton offered the best overall solution that addresses our immediate needs, as well as provides a cost-effective, platform that accommodates extensions and additions in the years to come.”

**ABOUT MERITON NETWORKS INC.**

Meriton Networks Inc., provider of the optical networking foundation for 21<sup>st</sup> century networks has developed the industry's first unified end-to-end Agile Optical Networking architecture. Meriton customers, which include incumbent and competitive carriers as well as world-class enterprises, deploy a single, cost-effective solution that addresses the issues of fiber relief and network cost reduction, while also enabling the delivery of all high-speed metro and regional services. The Meriton solution includes metro access, metro core and regional extension products, which are fully managed by a best-in-class suite of network and service management and network planning tools.



www.meriton.com  
info@meriton.com

**Corporate Headquarters**  
3026 Solandt Road  
Ottawa, ON, Canada  
K2K 2A5  
Phone: +1.613.270.9279  
Fax: +1.613.270.9628  
North America toll-free:  
+1.866.270.2007

**United States of America**  
20 Corporate Place S.  
Piscataway, NJ 08854  
Phone: +1.732.465.1000  
Fax: +1.732.465.1010

**Europe**  
Regus House  
1 Friary  
Temple Quay  
Bristol, BS1 6EA  
UK  
Phone: +44.(0)117.344.5028  
Fax: +44.(0)117.344.5208

**Asia Pacific**  
3302, Lippo Centre, Tower 2  
89 Queensway  
Admiralty,  
Hong Kong SAR  
Phone: +852.2150.1328  
Fax: +852.2150.1388

**Caribbean and Latin America**  
155 E. Enid Drive  
Miami, FL 33149  
Phone: +1.305.365.2205  
Fax: +1.613.270.9628

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