



OPTICOMM CONNECTS COMMUNITIES, BUILDING FIBER TO AUSTRALIAN HOMES AND BUSINESSES

Summary

Company:
OptiComm

Industry:
Telco

Business Challenges:
Build a robust, scalable network to realize aggressive business plan for customer growth and rapid deployment.

- Technology Solution:**
- MX480 and MX204 Universal Routing Platforms
 - QFX5110 Switch
 - EX4600 and EX4300 Ethernet Switches
 - SRX300 Services Gateway
 - Juniper Training Services

- Business Results:**
- Connected 124,000 hotels, apartments, retirement homes, malls, and commercial buildings
 - Met extremely aggressive business plan to bring fiber to homes and businesses
 - Doubled network size while creating a high-performing, automated, reliable core infrastructure
 - Enabled greater access to new customers, better reach, and better ROI due to network upgrade

Now more than ever, our lives demand fast, reliable Internet. Whether it's for an important video call, a collaborative project with schoolmates, or watching a movie, people expect great digital experiences every time. OptiComm is enabling those digital experiences. As Australia's second-largest builder and operator of broadband fiber, OptiComm doubled the size of its network to meet the booming opportunity to bring fast, reliable connectivity to homes and businesses across the nation.

A robust, scalable network is at the heart of OptiComm's business plan to connect new housing estates, apartments, commercial buildings, retail stores, and more to its growing network which currently has 124,000 lots.

"With the growth of our retail ISP customers and our expansion across Australia, we found that our core network infrastructure needed to be upgraded," says Stephen Davies, CTO of OptiComm. "In particular, we wanted to facilitate more 1 Gbps services as well as smart cities services."

Demands of a Digital World

"We needed a partner that could support us in our journey toward doubling OptiComm's core network, while providing state-of-the-art speed and security," Davies says. "Juniper Networks has a strong reputation for building simple and reliable networks, so it was a natural fit."

"With higher bandwidth requirements coming from our retail service provider customers, we needed a platform that could deal with the raw bandwidth of the aggregated traffic, and scale with our business from an economic and technical perspective," says Ben Liew, chief network officer at OptiComm. "Juniper stood out on top in its ability to meet our requirements."

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OptiComm chose Juniper Networks® MX480 Universal Routing Platform as its new core network to enable the delivery of residential and advanced business services. The MX Series platform delivers the programmability, reliability, performance, and scalability OptiComm needed today and in the future.

Juniper Networks MX204 Universal Routing Platform provides efficient aggregation of more than 86,000 service connections. An ultra-high density, compact router, the MX204 has enabled OptiComm to economically support the growing demand for 1 Gbps services.

“Given the growth we’re seeing from our retail service providers, we will need to bring 40 Gbps and 100 Gbps capacity online next,” Liew says. “Juniper enables us to easily meet our requirements to scale economically.”

In its data centers and service delivery points, OptiComm uses Juniper Networks QFX5100 Switches for the spine of the IP fabric and Juniper Networks EX4600 or EX4300 Ethernet Switches for the leaf nodes. Juniper Networks SRX300 Services Gateway securely connects customer premises.

Automation Speeds Deployment

OptiComm already had aggressive rollout plans, but then COVID-19 swept through in the midst of the rollout.

“We were about to send an engineering team to South Australia, and then the borders were closed,” Liew says. “We had to rethink our deployment strategy.”

But the rollout wasn’t disrupted. Liew quickly orchestrated with local teams to physically install network equipment and patch cables. With the highly programmable Junos® operating system, the engineering and operations teams were able to automate network operations. Router and switch configurations were templated from previous deployments and could be configured by engineers working from home, requiring minimal physical presence.

“We see an opportunity in smart city services and the Juniper platform allows us to meet complex technical requirements with greater flexibility.”

- Ben Liew, chief network officer, OptiComm

Developing New Skills

The Juniper relationship is just beginning at OptiComm, but it is off to a strong start. “Our Juniper account management team are exceptional,” Liew says. “They are very supportive and provided any assistance we needed to get the migration and deployment completed and across the line.”

Liew had previous experience with Juniper networking, but OptiComm’s engineering and operations teams were new to Junos OS. To ensure the team had the knowledge and skills, OptiComm engaged Juniper Training Services. The courses were delivered through a local education partner using Juniper-developed courseware and authorized instructors.

“We had a diverse set of stakeholders from engineers to field techs who do the physical work of the upgrades,” Liew says. “We worked with Juniper to develop a tailored training regime based on our areas of interest. The training was exceptional in terms of content, knowledge, and depth.”

Ready for Growth

A robust, scalable Juniper network is at the core of OptiComm’s growth strategy and competitive differentiation.

“With the Juniper platform, we can play in a larger market and provide a product and feature set equivalent to larger network operators,” Liew says.

A state-of-the-art broadband fiber network is core to winning new business, and the company cited having a Juniper network as a key factor in winning the business to deliver connectivity to Nicheliving, a major property developer in Perth.

OptiComm sees a growing opportunity in helping smart communities like Nicheliving as well as cities, with innovative connected devices like smart light poles that support street lights, surveillance cameras, public Wi-Fi, digital signage, and television signals.

“We see an opportunity in smart city services and the Juniper platform allows us to meet complex technical requirements with greater flexibility,” Liew says.

For More Information

To find out more about Juniper Networks products and solutions, please visit www.juniper.net.

For more information about OptiComm and its capabilities, visit www.opticomm.net.au/

About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

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