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Horizon Success Story

Challenge

Deploy Advanced Network via Multivendor Collaboration

Horizon Telcom (www.horizontel.com) is a leading broadband provider of advanced data services in southern and eastern Ohio. Horizon's mission was to construct an advanced broadband network across 34 counties as part of Connecting Appalachia, a federally-funded stimulus project. Fujitsu partnered with Juniper Networks and Calix to deliver a premier broadband communications network.

Why Horizon Chose Fujitsu

Fujitsu was selected by Horizon Telcom because of its industry-leading experience in collaborative deployments. Horizon recognized that Fujitsu has a proven track record of combining best-of-breed network products to create flexible network architectures capable of providing premier service well into the future.

Working Together to Deliver a Best-of-Breed Solution

Fujitsu: Fujitsu implemented its full turnkey Master Network Integration service to deliver an end-to-end solution that met Horizon's current needs while allowing for future scalability. Horizon's solution relies on the Fujitsu FLASHWAVE® 9500 Packet Optical Networking Platform (Packet ONP), which provides the ability to deliver Layer 2 services across an optical backbone. The Fujitsu Richardson Solutions Lab provided interoperability testing prior to network deployment. Fujitsu also provides EFi&T, NOC and maintenance services for all of the Horizon sites.

Juniper Networks: To increase total network capacity while reducing operation costs and accelerating service delivery, Fujitsu selected Juniper Networks' MX Series 3D Universal Edge Routers. These products address enterprise and service providers' needs for more flexible technology and business models. With total capacity of up to 2.6 Terabits per second, the MX Series enables Horizon to support intelligent edge services today while also building in long-term scalability and flexibility to support future bandwidth-intensive applications.

Calix: Fujitsu looked to Calix for its extensive expertise in the access portion of the network and its powerful Unified Access solutions portfolio. To bring high-capacity broadband services to the approximately 600 regional community anchor institutions targeted by the project, Horizon deployed the EXA Powered Calix E7-2 Ethernet Service Access Platform (ESAP) and 700GX/GE family of Optical Network Terminals (ONTs).

Full Turnkey Solution for Multivendor Network

Fujitsu provided Master Network Integration services to plan, engineer, deploy, provision, and maintain the advanced multivendor network:

- Network Design and Engineering
- Interoperability Testing
- EFi&T
- Turn-Up and Test
- Managed Network Solutions
- Advanced Hardware Replacement
- Onsite Maintenance Support

Managing Multiple Vendors

Throughout the process, Fujitsu has provided comprehensive multivendor management and services to ensure everything runs smoothly—from initial planning to deployment. The Fujitsu Program Management team provided a single point of contact to simplify communications and drive on-time, on-budget results. To maximize performance and minimize disruptions, Fujitsu provides multivendor peak maintenance & support for Horizon with ongoing software maintenance and upgrades, training, preventative maintenance, remote technical

assistance, repair and return, advance hardware replacement and on-site maintenance support.

Designed for Future Growth

Horizon's network is designed with a focus on quality and future scalability. The premier broadband communications network is an excellent example of how Fujitsu effectively manages products and services in a multivendor context, to meet customer needs.

Program Management Services with Single Point of Contact

Horizon is pleased to have Fujitsu as its single point of contact. Fujitsu provides full program management of the network deployment—overseeing everything from engineering, testing, installation, and turn-up to remote management. Additionally, Fujitsu acted as the network integrator, providing unbiased mentoring, engineering and recommendations for Horizon's overall network solutions.

Horizon's successful network solution fully demonstrates how Fujitsu has the ability and the commitment to provide advanced professional services to manage a vendor-neutral network deployment from conception to completion. Going forward, Fujitsu plans to work with Horizon on developing a network capacity and engineering solution, allowing both Horizon and Fujitsu to better manage the network and future growth requirements.