



TelePacific is a premier managed services carrier, delivering a complete portfolio of hosted unified communications, connectivity, cloud and continuity solutions to business customers nationwide, ranging from SMBs to enterprises with hundreds of sites.

"We are constantly focused on enhancing our capabilities and required a new last-mile technology to replace a legacy wireless system that could not meet the increased capacity demands.

"CBNL's licensed PMP platform is an innovation in wireless connectivity and in line with our aim to provide our customers with the most reliable carrier-grade connectivity possible.

"CBNL has been outstanding from both a technology and support perspective - we look forward to expanding our VectaStar last-mile infrastructure across the rest of California, Nevada and Texas."

Harish Bachuwar,
RF Engineering Manager,
TelePacific

VectaStar brings carrier-grade broadband across Silicon Valley and California

TelePacific upgrades legacy wireless network with VectaStar to quickly scale their award winning fixed wireless services



The challenge

Between 2014 and 2015, the San Francisco Bay Area made strides across all major areas of economic activity, including adding 129,223 jobs (rising to a total of 3.67 million jobs*). As a consequence, the growing business community required more ubiquitous access to faster broadband to meet its needs.

As one of the leading carriers in the region, TelePacific was quick to realise the needs of businesses, however needed to evolve its fixed wireless strategy to meet demand and maintain its strong market position.

Although TelePacific's legacy point-to-multipoint (PMP) technology was able to quickly expand its last-mile coverage, it no longer met the increased capacity and performance requirements of modern businesses. In contrast, despite delivering the necessary performance, deploying a fiber or licensed point-to-point (PTP) link was not financially viable and too slow to deploy to offer a competitive proposition.

TelePacific needed a new last-mile solution that combined the efficiency and time to market of its legacy PMP solution, but offers faster connectivity, carrier-grade SLAs and the ability to scale to even higher capacities in the future.

The solution

After excelling in field trials, TelePacific chose to introduce CBNL's VectaStar[®] licensed PMP platform. Not only did VectaStar maintain the time to market and cost efficiency of TelePacific's legacy PMP, but offered a significant uplift in capacity and vastly more efficient use of the 28GHz spectrum band.

Before the deployment took place, CBNL leveraged its experience in deploying over 100,000 licensed PMP links globally to provide TelePacific with expert network design and planning services.

The following deployment was focused in San Francisco and Silicon Valley where VectaStar hub sites were deployed at TelePacific's fiber points of presence.

Case study

Carrier

Enterprise access



TelePacific's VectaStar hub sites created multiple sectors of 300Mbps coverage that offered 99.99% availability for up to 2.5 miles. Once installed, the hubs enabled TelePacific to upgrade their customers to a range of higher bandwidth packages, whilst providing access to a suite of voice, cloud and security services. TelePacific also benefited from VectaStar's use of licensed spectrum, which enabled them to offer customers higher SLAs and avoid the congestion associated with unlicensed PMP platforms.

As the market-leading licensed PMP platform, VectaStar offered TelePacific additional benefits over similar products. Through using VectaStar's proprietary time division multiple access (TDMA) scheduling software, TelePacific was able to drive exceptional levels of efficiency through the innovative reuse of spectrum.

The network in San Francisco and Silicon Valley was fast to grow, supported by the fact TelePacific could connect customers to sectors in a matter of days from initial order.



Following this success, TelePacific replicated their VectaStar strategy across California, including key sites in San Francisco, San Jose, Sacramento, Los Angeles and across Orange County.

The results

In under 12 months, the business case of VectaStar enabled TelePacific to scale the capacity of its legacy wireless network at key locations of demand.

To date, over 220 California businesses have connected to the network. In many cases this has boosted broadband provision in underserved areas and enabled customers to connect to carrier-grade services in under a week, rather than the months it can take with fiber or PTP.

Central to the success has been VectaStar's ability to be faster to deploy and up to half the cost for a high capacity licensed link compared to alternative technologies. This enabled TelePacific to invest in wide-scale uplift in services for its customers across the state.

VectaStar is now a key component that supports the delivery of TelePacific's 'OneAir Fixed Wireless' service, which offers a powerful solution for business continuity, for companies with remote offices or as a company's primary source of SLA-guaranteed connectivity. OneAir Fixed Wireless won the *2015 Internet Telephony Excellence Award* and the *2016 Visionary Spotlight Award*, which showcases the best of the communication industry's innovation efforts, future-thinking execution and creativity.

Following the success of the network, CBNL will be supporting TelePacific's network expansion across the rest of California, Nevada and Texas.

CBNL is the global market leader in licensed point-to-multipoint.

CBNL's carrier-class VectaStar[®] platform serves more than 100 communication providers in over 45 countries, including seven of the world's top ten largest mobile operators.

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