

## Case Study

### Company:



### Technical

#### Specification:

10G SNMP manageable Fibre to Fibre converters providing on-island high speed customer links but keeping within the IMC portfolio and therefore being fully integrated with existing deployed equipment

IMC Networks is a leading ISO 9001:2008 registered manufacturer of optical access and media conversion solutions for LAN, MAN and FTTx applications

### Project Overview:

Constantly growing amounts of data storage, requirements for rich media, the Internet, smart phones and the speed of delivery are just some of the drivers behind the ever evolving technology that is deployed by Sure on a daily basis, so it is of no surprise that their customers are constantly asking for greater bandwidth and new solutions to enable those requirements

More recently Sure contacted FTL about a new 10Gb requirement they had and after several discussions set out on an extensive trials programme using proposed high speed Ethernet products provided by FTL

### FTL Solution:

The solution had to follow some existing guide lines and be compatible with existing equipment supplied by FTL

Following those extensive trials and guide lines, Sure have now announced that their preferred solution for circuits on-island in Guernsey will be based on the IMC\* 10GbE equipment, provided by FTL

### Conclusion:

SURE now has the ability to provide on-island 10G circuits to support Ethernet or Fibre Channel and still keeping with a common platform with complete support from FTL

### Customer feedback:

*Jan Collins the Corporate Solutions Product Manager for Sure said that their selection criteria was based on 4 things;*

*'The requirement for remote access and monitoring using SNMP is critical, so we can be proactive for our customers'*

*'The familiarity with IMC because of other IMC products in our portfolio makes complete sense'*

*'Because of the other IMC products, common parts are therefore involved, meaning cost effective sparing of parts is possible'*

*'Service, support and supplier lead times for the equipment is well matched by both Fibre Technologies and IMC. This is a critical piece as it allows us to place orders in a timely fashion for early delivery to our customers and to gain valuable support should it be required during the product lifecycle.'*