

XON closes the gap for isolated towns in Namibia

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— Jannie Engelbrecht, Managing Director, XON

INSTINCTIVE INNOVATION

XON designs, builds, operates, and manages information and communication technology (ICT) solutions designed uniquely for customers based on partnerships with industry-leading vendors and the broadest and deepest skills base available. XON’s corporate motto is, “Innovation is instinctive.” That spirit is reflected in the work they do as systems integrators to Africa’s most recognized brands.

Two years ago, XON was approached by the largest telco operator in Namibia, a company that runs the most expansive digital telecommunication network in the country. With a growing demand for voice, text, data and video solutions, the telecom operator needed to further widen their network capacity. The telecom’s biggest challenge: to overcome the distance limitation of the known 80km SFPs on optical, without using any active equipment in between. The solution needed to be a pure fiber

connection to minimize the need for active equipment which adds significant additional costs. Active equipment also has a greater chance of being lost or stolen in the field.

SMARTOPTICS: EXPANDING NETWORK HORIZONS

The IP equipment used in the core of the network had transceivers with a maximum reach of 80 kilometers. This clearly fell short of the required distance. According to Jannie Engelbrecht, Director of XON, “Sometimes it’s 250 kilometers to the next town. And to bridge that distance can be costly. We needed to find a transmission equipment vendor that could close the gap that others couldn’t, without adding complexity or blowing our client’s networking budget completely.”

XON was faced with resorting to using an amplified active DWDM system. Or to build an interim repeater site. Both would have introduced unnecessary complexity and cost into their solution.



They needed a company that could forgo a standalone transmission system by leveraging the power and flexibility of pluggable transceiver modules.

XON had worked with Smartoptics in the past. And Engelbrecht knew the company's reputation for quality service and solutions. Most importantly, Smartoptics had a track record of providing reliable and cost-effective enterprise-grade solutions.

Engelbrecht explains: "We knew that Smartoptics offered a portfolio of optical transmission solutions for networking that range from data center and campus connectivity to enterprise and long-distance networking. With just a few simple components they helped us overcome the distances. I don't know of any other provider that could have accomplished that."

Specifically, XON used Smartoptics' 210km CWDM system to link far-flung towns together. The Smartoptics' solution integrated seamlessly with XON's existing equipment. And the approach has been running with no issues—no comebacks or faults—for two years. Best of all: The solution dramatically reduced the cost of the overall installation for XON.

What's more: Smartoptics products are "future proof." They can be purchased and then re-programmed for additional use through something the company calls, "SmartHub." Saving time and money when network demands change. "Given their expertise, and the simplicity of solutions they offer, Smartoptics was the only vendor we trusted our client's network to," said Engelbrecht.



Jannie Engelbrecht
Managing Director, XON

ABOUT SMARTOPTICS

Smartoptics offers optical transmission solutions making networks more powerful. Expanding bandwidth without the upfront investment or hassle of traditional WDM. Our products allow corporate data centers, governments, hosting solution providers and ISPs to build simple, straightforward and cost effective solutions to fulfill their ongoing and future network capacity needs. Headquartered in Oslo, Norway, Smartoptics is an international provider with thousands of installations all around the world. Our award-winning approach has helped companies from every industry sector stay ahead of expanding network demands.

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