A1 Telekom Deploys a Solution That Combines LTE and DSL to Deliver Faster (Additional) Broadband Speeds to Small and Midsized Enterprises

A1 Telekom Austria Group

- Industry: Service Provider
- Location: Austria
- Employees: 18,944
- Website: www.a1.group
Results

- By working together, Cisco and A1 Telekom developed the A1 Dual Power Pro solution, which combines the best of both worlds, LTE and DSL, for enterprise customers, exploiting the bandwidth of the service provider’s fixed and mobile networks.

- The solution achieves required broadband speeds of up to additional 50 Mbps using the C899 LTE router.

- Business customers receive an extremely reliable, high-quality service with integrated backup to avoid network downtime.

Helping Customers Achieve Greater Success

With operations in seven countries in Central and Eastern Europe, A1 Telekom Austria Group is a leading provider of fixed and mobile communications services. In recent years, the service provider has placed an enhanced focus on providing integrated fixed and mobile packages and solutions to both private and business customers.

As part of that strategy, A1 Telekom had already introduced a hybrid modem that combines access to its fixed-line and mobile networks and enables it to offer higher speed fixed-line products to its consumer customers. The service provider then found it required an enterprise-grade solution to meet the even more stringent reliability and quality demands of its small and medium-sized enterprise (SME) customers, by bundling LTE and DSL.

Essentially, A1 Telekom wanted to be able to reliably offer broadband speeds of up to 100 Mbps to SMEs, but found this was difficult to achieve on its DSL network alone across Austria. Plus it wanted to make use of its strong LTE network. It began to explore ways of developing a higher quality LTE and DSL connection combined with load-balancing and load-sharing services in rural areas of its operations. Yet it needed a standardized way to bind together the DSL and LTE services to provide the necessary bandwidth to support higher (additional) speeds and increase capacity, without compromising important business features such as fixed IP addresses.

A further requirement was that the solution should include higher quality CPE and central gateways to provide transparent connectivity to customers. It was important to make migration simple for customers and make sure that A1 Telekom could deploy the solution on its Multiprotocol Label Switching (MPLS) networks.

Delivering combined strengths of LTE and DSL

A1 Telekom trusted Cisco, as an innovative technology leader, to design a solution that would meet all of these requirements, allowing A1 Telekom to better serve its SME customers with LTE and DSL connectivity, the best of both worlds.

Cisco, working in close partnership with A1 Telekom, decided it could fulfill this requirement by using the proxy mobile IPv6 (PMIPv6) multipath extension to allow parallel use of DSL and LTE bandwidth in one product transparently and still reach CPE under same IP address for both paths.

For More Information: about Cisco Service Provider, visit www.cisco.com/go/sp
Cisco then selected the Cisco 800 ISR for the CPE and Cisco ASR 1000 as the central platform to provide a robust solution, able to handle enterprise use of high-end multimedia solutions, for example.

Cisco demonstrated a working solution that fulfilled the requirements for service quality and reliability. The collaborative approach between Cisco and A1 Telekom culminated in the launch of A1 Dual Power Pro, a service allowing enterprises to transparently combine their fixed-line bandwidth with the bandwidth of a mobile Internet connection.

With A1 Dual Power Pro, business customers benefit greatly, because they are assured higher speeds, a more reliable and stable service, and backup in the event of network failures. In fact, the technology boosts download speeds up to 40 Mbps and upload speeds up to 10 Mbps. The jointly developed multipath technology is not limited to just DSL and LTE; it can be used with any IP connection, demonstrating its flexibility across access networks.

Worth noting is that Cisco ISR 1100 and Cisco ISR 4000 routers can be used to achieve even higher bandwidth, as required. In addition, the DSL and LTE service is monitored so traffic can be rerouted in the event of a low-quality service provision.

Roadmap: Delivering the Solution to Larger Customers

The initial success of A1 Dual Power Pro in large part is attributable to the strong working relationship between Cisco and A1 Telekom. The benefits for the service provider are already evident at an early stage. For example, business customers that took part in a field trial all expressed satisfaction with the service: strong validation of the solution and an indication that enterprises would be interested in subscribing to Dual Power offers.

This is just the start of a much bigger journey for A1 Telekom, which is already combining A1 Dual Power Pro with A1 Breitband Pro Business products. The service provider, again with the help of Cisco, now wants to investigate ways of deploying this jointly developed technology to meet the connectivity needs of larger enterprises, exploiting the wider opportunities this solution is expected to bring. In the very near future, A1 Telekom will use the technology to connect MPLS VPN customers, opening up a broader market for the service provider.

For More Information: about Cisco Service Provider, visit www.cisco.com/go/sp