

## *Customer Case*

# *Telindus-ISIT builds new future-proof core network for Ziggo*



Although the organisation was formed more than a year-and-a-half ago as the result of a merger of three companies – @Home, Casema and Multikabel – Ziggo’s underlying IP backbone infrastructure still consisted of three physically separate networks. Telindus-ISIT won the contract to integrate the infrastructure to form a single core network.

The Network &  
Storage Company



together with



With 3.2 million subscribers, Ziggo is the largest cable operator in our country. The company was formed in 2007 as the result of a merger between @Home, Casema and Multi-kabel. The wish to establish a uniform backbone is logical: reduction of the complexity means a simplification of the administration. Furthermore, the construction of a new core is an ideal moment to add the capacity that will ensure the infrastructure will be adequate to meet future demands. And last but not least, a uniform network makes it possible to roll out new services more quickly.

For the procurement process, Ziggo issued an RFI with three options. On the basis of its in-depth knowledge and the experience gained during other projects, Telindus-ISIT added a fourth option that allows a greater level of redundancy. This results in a more robust and reliable network. Ziggo adopted this advice in its RFQ, which was ultimately awarded to Telindus-ISIT.

*“The ‘renovation with the shop open’ caused no problems.”*

The contract is for a turnkey project in which the migrations are conducted in three steps. During the first step the capacity of the IP routers at the Amsterdam Internet Exchange was expanded. Telindus-ISIT achieved this using TX Matrix systems from Juniper. The second step was to achieve uniformity of the regional networks with Juniper MX systems, during which the core of the network was also made completely redundant. This work was carried out on an operational network, so it was a ‘renovation with the shop open.’ Thanks to good planning and intensive collaboration among Telindus-ISIT, Juniper and Ziggo, this work was completed without any problems. Once the network had been consolidated into one physical entity, the final step was the transition to a single logical network.

Ziggo chose the combination Telindus-ISIT and Juniper based on their extensive knowledge. The cable operator never shies away from taking a pioneering role, and that gives it a competitive advantage. “The technical solution that Telindus-ISIT proposed based on Juniper equipment was innovative and future-proof. The quality and capacity are also at a level that will ensure smooth operation for years to come. That was the deciding factor,” acknowledges Stefan van Oijen, programme manager at Ziggo. He is positive about the collaboration among the three parties. “We worked together to find creative solutions, and it has been a very constructive and agreeable partnership,” he concludes.

More information about Telindus-ISIT:  
Krommewetering 7, 3543 AP Utrecht, the Netherlands  
T +31 (0)30 247 77 11, info@telindus-isit.nl

*“Good collaboration among Telindus-ISIT, Juniper and Ziggo was the foundation for success.”*

#### About Telindus-ISIT

Telindus-ISIT, part of the Belgacom Group, is specialised in the field of convergence of voice, data, video, storage and security. The organisation distinguishes itself by providing objective advice and a high level of innovation. As ‘The Network & Storage Company’ it is one of the few market players to deliver fully integrated end-to-end network and storage solutions to both companies and governmental (and semi-governmental) organisations.

Telindus-ISIT also offers various managed services, from the management and monitoring of network and storage environments to complete outsourcing of all network-related activities, such as managed storage and managed WAN optimisation. Finally, Telindus-ISIT’s Education Services department offers a wide range of ICT training courses, primarily including vendor-specific certification programmes pertaining to networks, storage and office applications.



together with

