

CASE STUDY

US Cloud Service Provider Using the Infinera 100 Gb/s Metro Solution as Alien Wavelengths over Existing 10 Gb/s ROADM Network



CUSTOMER NAME COMLINK

CHALLENGE

- Major upgrade of significant section of the network
- Must be up and running very quickly
- Required to run over an existing optical infrastructure

SOLUTION

- The Infinera TM-Series metro/regional 100 Gb/s solution
- The Infinera efficient network design enabling the 100 Gb/s capacity to run as an alien wavelength over a 3rd party network
- The Infinera rapid installation and commissioning services

RESULTS

- Rapid capacity increase to 100 Gb/s
- Less than one month from initial discussion to full commissioning
- Works extremely well with existing network infrastructure
- Easy to use service provisioning, enabling fast time to revenue (TTR)

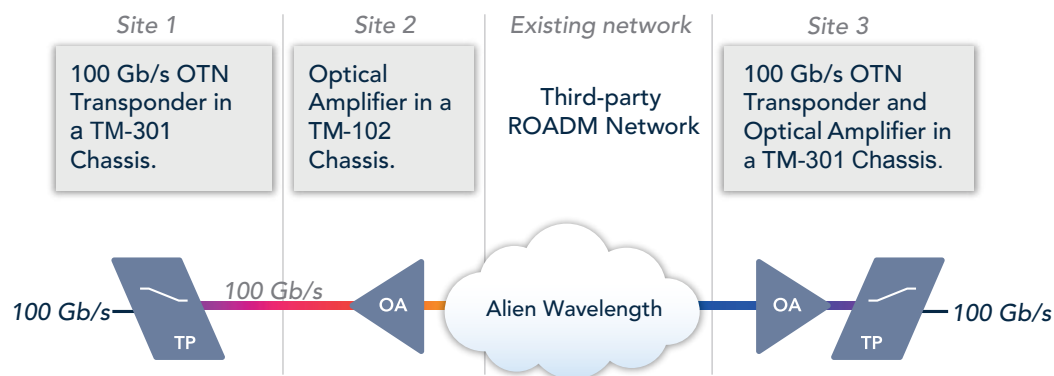


Fig 1. The Infinera 100 Gb/s Solution Running as an Alien Wavelength on COMLINK's Existing Network Infrastructure.

COMLINK is a leading provider of cloud, hosting, storage, colocation, data and transport services. COMLINK's 6,000-mile fiber network extends throughout Michigan, Ohio, Indiana, Illinois, Minnesota and Wisconsin, and it runs multiple certified datacenters hosting clients that reside in more than 100 countries.

COMLINK offers various cloud services for applications such as voice, web hosting, accounting, storage & backup and collaboration, all ensuring a secure and reliable network for its clients.

When one of COMLINK's wholesale customers, a large service provider, required high capacity connectivity in a significant section of the network, COMLINK needed to expand the capacity of its own network in order to fulfill this requirement – and time was short.

The new capacity had to be installed and in operation as quickly as possible to meet the rapidly growing needs of the client.

Another key requirement was that the new high-capacity connection had to run over COMLINK's existing 10 Gb/s reconfigurable optical add-drop multiplexer (ROADM) network provided by an incumbent vendor.

Easy Interoperability with 3rd Party Network

COMLINK's customer needed a 100 Gb/s connection between two points in the network, and a significant distance of the route had to run over the existing 10 Gb/s ROADM network infrastructure delivered by a third party.

The Infinera network was easy to design and build and consisted of the award winning 100 Gb/s

metro/regional solution's 100 Gb/s OTN transponders, as shown at the top of this page.

Running this network as an alien wavelength was problem free and proves the Infinera valuable capabilities in this space.

Furthermore, the low power and high density design capabilities of the Infinera 100 Gb/s network makes this an ideal solution in data center applications such as COMLINK's.

"We are now able to offer 100 Gb/s connectivity services to our most bandwidth intensive customers between any points in our network."

—John Summersett, Chief Operating Officer, COMLINK

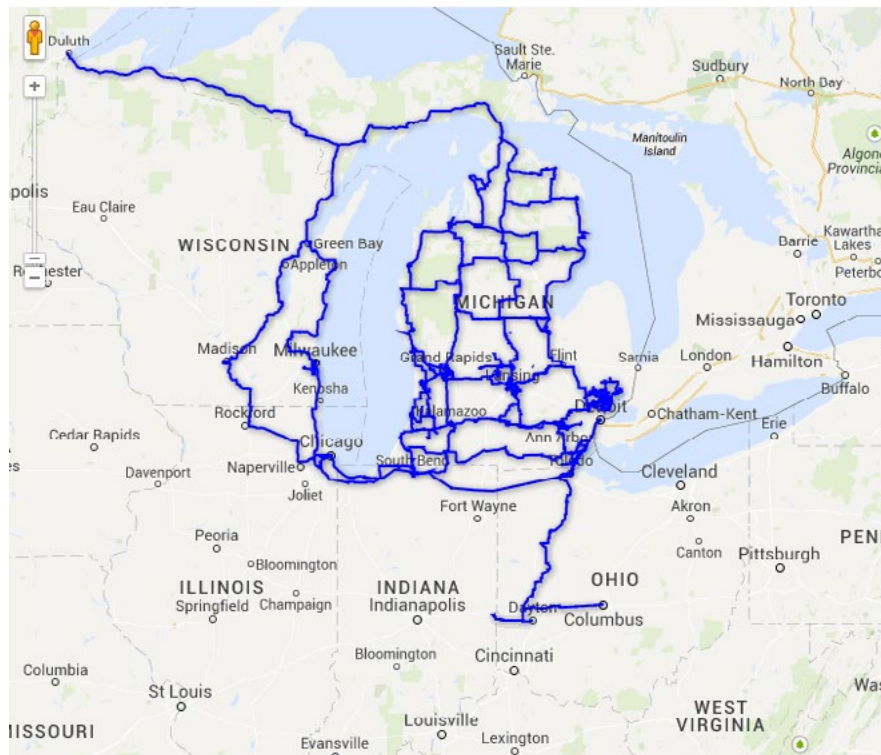


Fig 2. A Network Map Showing COMLINK's Extensive Fiber Optic Network Throughout the Midwest.

Easy Service Provisioning Means Faster Time to Revenue

The ease of operation and the rapid service provisioning of the 100 Gb/s metro/regional solution were capabilities that COMLINK valued a lot from the Infinera solution. It also

brought additional benefits such as faster time to revenue (TTR) – because the service is set up more quickly – and faster service troubleshooting.

This, in combination with the smooth interoperability with 3rd party equipment, was key to COMLINK's decision to use Infinera as their 100 Gb/s network vendor.

From Initial Discussions to Network Commissioning in Less Than a Month

Because of the requirement from COMLINK's customer, the 100 Gb/s connection had to be up and running within an extremely short timeframe. This was nothing that scared the Infinera team off and from the initial discussions to final commissioning it took less than a month. During this time the network was designed, shipped, installed and then finally commissioned.

For COMLINK this meant they had a fully implemented 100 Gb/s circuit put into service ready to carry the client's traffic in less than six weeks. COMLINK's client will benefit as "they will be able to transport huge amounts of data faster and more efficiently rather than using multiple 10 Gb/s or 1 Gb/s circuits," says Bill Goodfellow, COMLINK's VP of Network.

"The solution was simple to implement and has worked extremely well with our existing infrastructure."

—Barry Raterink, VP Business Development, COMLINK

While other local operators may use 100 Gb/s bandwidth within their networks, COMLINK is now the first service provider to offer 100 Gb/s connectivity services in the state of Michigan.

Conclusion and Future Outlook

After a thorough review and evaluation process, COMLINK selected the Infinera metro/

regional 100 Gb/s solution for their expansion into the high capacity 100 Gb/s market.

The solution was smoothly installed and put into service within less than one month and proves the capabilities of Infinera as a vendor of metro optimized 100 Gb/s networks.

The ease of running the network as an alien wavelength over a 3rd party network and the responsiveness of the Infinera team, that was 100% dedicated

to meet COMLINK's tight time schedule, were also significant factors.

COMLINK sees this deployment as a network model the company will replicate as the network expands to successfully serve capacity hungry clients in the future.