

Diveo

Full Speed Ahead Toward MPLS Migration

Tellabs Global Services assists Diveo with network planning, architecture and design services to leverage best practices and reduce time-to-market.

Diveo provides high quality, highly flexible, data services to support more critical business needs to customers in Latin America. Their largely corporate customer base is seeking to improve its competitiveness through increasingly advanced communications services. Corporate customers demand the highest quality of service levels and have little tolerance for network downtime or performance issues. They need to utilize and deliver advanced applications such as employee one-number mobility between fixed and wireless networks, increased connectivity with broadband access and advanced messaging services. The increasing volume of traffic from these new services has placed significant demands on Diveo's ATM-based backbone. As a result, Diveo faces the same challenge that service providers around the world are dealing with - how to deliver quality of service on a network that was not designed to carry significant broadband traffic, while rapidly migrating to a new IP-based MPLS network as the long-term solution.

In the race to win the highly valued enterprise customer market share, Diveo looks to their partners to bring more to the table than equipment solutions. "The partners selected to participate in our migration strategy need to demonstrate capabilities and expertise in planning, architecting, designing, implementing and operating advanced next-generation networks - beyond dropping their box into our network," said Jose Peyon, Diveo's Marketing and Channel Director. "Diveo is looking for partners who are focused on helping us win - how the partner can help us move faster, reduce costs and maximize our investments."

Tellabs Global Services recently stepped up to this challenge by delivering comprehensive MPLS network planning, architecture and design services to help Diveo maximize their return on investment with the Tellabs equipment being deployed in their network. Through these services, Diveo was able to take advantage of the experience and best practices of a team that had been involved in similar projects around the world. Leveraging real-world deployment experience enabled them to reduce their risk and maximize Quality of Service through a network architecture focused on flexibility and scalability.

Diveo's IP-based MPLS network will help them gain a vital advantage over their competitors by strengthening their market leadership positions in Brazil and Colombia. Beginning the IP/MPLS migration challenge is a significant step toward this goal. Selecting strong partners like Tellabs Global Services to help them move faster and market more effectively just might be the extra boost needed to cross the finish line first.



Tellabs delivers expert IP/MPLS network planning, architecture and design services to help service providers maximize their return on investment.

Tellabs® Global Services

Tellabs Global Services delivers quantifiable results that help you succeed. Our deep expertise and specialized services are designed to help reduce costs, optimize performance, minimize risk and speed time-to-market. We solve the complex business, technical and operational challenges you face in deploying advanced networks - anywhere in the world. Tellabs Global Services' reputation for providing a better customer experience is the result of an open and honest approach, the ability to provide an objective viewpoint and dedication to customer satisfaction.

About Tellabs

Tellabs helps customers succeed through innovation. That is why many of the top global telecom service providers choose our mobile, optical and business solutions. We help telecom service providers, independent operating companies, MSO/cable TV companies, enterprises and government agencies get ahead by adding revenue, reducing expenses and optimizing networks. With wireless and wireline networks in more than 90 countries, we enrich people's lives by innovating the way the world connects™. Tellabs (Nasdaq: TLAB) is part of the NASDAQ Global Select Market, Ocean Tomo 300™ Patent Index, the S&P 500 and several corporate responsibility indexes including FTSE4Good and eight KLD indexes. www.tellabs.com

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