

The Power of Open Networking

How a UK-based service provider is using the flexibility, agility, and cost benefits of open networking to bring gigabit-capable broadband to 1 million homes.



Netomnia is a full fiber access network infrastructure provider, deploying full fiber networks to homes and businesses in towns and cities in the UK. Netomnia have traditionally focused on areas that are under served or have had no access to ultrafast full fibre broadband. This has propelled them to becoming the fastest-growing network operator specialising in connecting homes and businesses.

Overview

Broadband demand is a constant in networking, in both urban and rural markets. Netomnia is the fastest growing, full-fiber broadband network operator in the United Kingdom targeting underserved towns and cities. Netomnia started their open disaggregated networking journey with IP Infusion's 2022 Partner of the Year EPS Global, who advised on which solutions would offer greater openness in their network design, allowing them to leverage new technologies, innovate faster and be more cost effective. It was clear that in order to support this rate of growth, the OcNOS platform from IP Infusion was a natural fit for their networking software needs.

ISPs select IP Infusion's OcNOS-based solutions as part of a progressive migration strategy away from legacy vendors to expedite delivery of services. The OcNOS Network Operating System on the customers' choice of open networking hardware can provide a cost-effective and modular platform to accommodate current needs, and future growth.

IP Infusion and EPS Global were able to deliver a broadband aggregation routing solution to fulfill Netomnia's goal of delivering multi-gigabit broadband to one million premises.

Highlights

- Rapid deployment delivering reliable, high quality and high-speed internet
- Reliable Turnkey Solution simplifying Operations for full-fiber network operator
- Single point-of-contact enabling network expansion
- Fast time-to-market for innovative customer services
- Seamless network expansion capabilities
- Layer 2 aggregation use-case with migration capabilities to Ethernet VPN (EVPN)
- Improved total cost of ownership
- Product: IP Infusion PRO (Software: OcNOS; Hardware: Edgecore AS7712-32X, AS7726-32X)

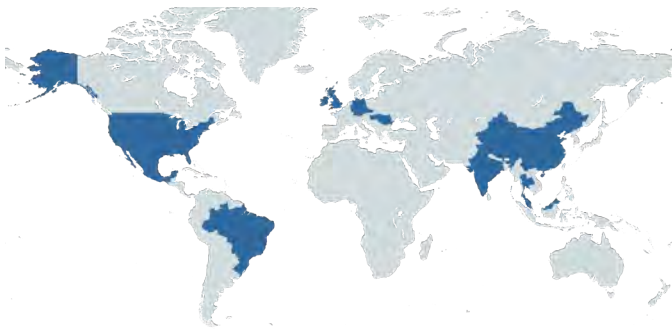
Original Networking Challenges

- Deliver multi-gigabit broadband to one million premises
- Build out scalable and adaptable full-fiber network
- Highly efficient and fault tolerant network
- Effective network deployment at lower cost
- Fast delivery of internet services to homes and businesses

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How EPS Global Supported Netomnia & You Fiber

EPS Global delivers end-to-end open disaggregated network solutions for ISPs globally supported by local sales, engineering and customer support teams from its 28 locations worldwide, providing network design, hardware configuration and deployment to ensure success for all use cases.



EPS Global's 28 Global Locations

Jeremy Chelot, the CEO of Netomnia, was interested in taking a disaggregated approach in the design of their network because it would give them the flexibility and agility they needed to support their ambitious growth plans. EPS Global's engineers advised Netomnia on the hardware and software options available and worked hand in hand with their team in setting up a Proof of Concept with the chosen software vendor IP Infusion. EPS supported the deployment through the provision of expertise and a deep understanding of Netomnia's business to provide practical and cost-effective solutions which helped to accelerate the rollout.

EPS Global, together with IP Infusion, is now working with Netomnia on the next phase of their network design.

"EPS Global has matched our dynamism and enterprise with flexibility and foresight. Their knowledge of the industry and market trends have really helped us to mitigate some key issues.

For example, securing supply chains to ensure that key components that are part of our active network deployment continued to be delivered on time, which has allowed us to be able to deliver against our aggressive build program."

Feka Samakuva, Director of Networks at Netomnia
on EPS Global

Why IP Infusion?

IP Infusion is the market leader in carrier grade, open networking solutions with more than two decades of experience providing hardened industry networking products. From OEM spec solutions to our own OcNOS based networking products, IP Infusion is found in many market-leading networking devices around the world. With over 10,000+ successful carrier-grade deployments, no other open networking vendor can claim the sort of industry experience represented by our market presence.

"Our lean and scalable operating model allows us to rapidly deploy our network to provide homes and businesses with reliable, high quality and high-speed Internet connections.

IP Infusion provided us with a flexible, turnkey solution that simplifies our operation, along with excellent single-point of contact support that we needed to expand our network."

Feka Samakuva, Director of Networks at Netomnia
on IP Infusion

IP Infusion's successful deployment of LINX's IXP network provided an excellent reference of a live network built on OcNOS. Our innovative turnkey product – IP Infusion PRO – with our ODM partner Edgecore Networks provided a single point of contact for any operational or maintenance support. This greatly enhanced Netomnia's capability for faster roll-out of their services.

Netomnia were able to leverage OcNOS as a platform across multiple Broadcom chipset families to get the desired network bandwidth and scale.

IP Infusion in partnership with EPS Global continues to collaborate closely with Netomnia through every stage of the network deployment.

"Service providers, such as Netomnia, are benefiting from the industry's move to disaggregated networking. They will be able to get to market faster and bring more innovative services to their customers at a fast pace. IP Infusion's leadership in the disaggregated networking space is accelerating the adoption of this novel approach for service providers."

Stéphane Téral, Chief Analyst, LightCounting Market Research

The Deployment

- IP Infusion PRO Turnkey Solution
- Provider Bridging to provider access to ISPs
- Transport is provided via iBGP-VxLAN
- EVPN E-Tree multi-homed between leaf devices
- Hardware Platform: Edgecore aggregation routers

“IP Infusion PRO removes the top barriers that help service providers, like Netomnia, to adopt and accelerate network disaggregation. Netomnia is joining service providers around the world who want to take advantage of the agility and scalability of disaggregated networking without relying on traditional networks to deliver innovative services for their customers.”

Atsushi Ogata, President and CEO of IP Infusion

 netomnia



Netomnia Deployments as of January 2023

Results

- Immense increase in scale for more subscribers.
- Reliable, high quality and high-speed Internet delivered to homes and businesses.
- When comparing competing solutions, OcNOS saved Netomnia 3x the price for bringing high-speed Internet to its customer base.
- YouFibre is Netomnia’s partner company in the UK, and has also selected OcNOS for broadband aggregation, and will be rolling out network upgrades across England and South Wales, with an addition in Scotland in the coming months.

“Passing 350,000 premises at the end of 2022 was an unprecedented achievement for a company of our size. We are on track to meet our one million premises passed target and to ultimately accelerate the UK’s transition to full fiber.”

Jeremy Chelot, Chief Executive Officer at Netomnia

About Us

Open Networking solutions are based on open standard, bare-metal hardware with a choice of open software for Software-Defined Networking, virtualization, and cloud orchestration. It was first adopted by hyperscalers to avail of the centralized network management, CapEx and OpEx savings, but mainstream adoption is accelerating as customer motivations are stronger and the barriers to entry are lower.

EPS Global sits at the center of the open networking ecosystem, bringing together the hardware and open NOS software to provide turnkey solutions for any use case, delivering value and expertise to your business. Our engineers can advise you on the best product set to suit your business needs, offering software configuration and bundling of solutions for hassle-free, consolidated shipments.

We have local language and currency support in each of our 28 locations, and we provide stock availability from our regional distribution hubs worldwide, minimizing lead times.

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