

# Approved Networks

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## Case Study

### Cost Savings Future Proof Capacity to Independent Service Provider

#### THE CHALLENGE

An independent service provider was leasing space in a retail data center. They anticipated their future growth would mean incurring high annual fees for additional cross-connects between suites within the data center. To solve this challenge, they were initially considering a 16 channel CWDM single fiber solution.

#### THE SOLUTION

Due to performance limitations of the lower 8 CWDM channels, Approved Networks instead proposed a DWDM solution that offered better performance and a higher port count to accommodate future growth. Our solution paired an 80-channel/40-service single fiber mux with tunable SFP+ and XFP optical transceivers. This solution also included our patented, award-winning uTune Director, a standalone device for tuning and locking DWDM optics.

#### RESULTS

Even though the service provider only lit 4 services on deployment, the solution will **save over \$50,000** in cross-connect fees. Every additional channel they light will represent an additional \$7,200 in estimated savings. These additional channels add up to **90% excess capacity**, positioning the service provider well for future growth. Lastly, using tunable optics greatly simplifies their inventory, or a potential **97.5% reduction in transceiver SKUs**.

# 90%

excess capacity for future growth

# 97.5%

potential reduction in transceiver SKUs for sparing inventory

# \$50.4k

estimated annual savings on cross-connect fees after initial deployment