Approved Networks

A brand of **legrand**

Case Study

Approved Networks Brings Multi-Platform Compatibility Expertise to Large University

THE CHALLENGE

A prominent southeastern college, one of the largest US universities by enrollment, was a longtime user of Approved Networks' optical transceivers with their Avaya equipment, citing superior performance to the OEM's own transceivers. However, after a forklift network upgrade to Cisco, they began purchasing Cisco-bundled optics. When they began upgrading inter-campus links from 1G to 10G, the cost of the upgrade itself made the leased fiber costs unbearable.

THE SOLUTION

Approved Networks provided Cisco-compatible 10G single fiber (BiDi) transceivers, offering full-duplex 10G service over a single strand of fiber. These transceivers were not offered as part of Cisco's standard bundle.

RESULTS

Approved's **proven track record of compatibility expertise** with a previous network platform led the college to return to Approved Networks to solve their next challenge. By providing a solution that was absent from the network platform's standard offering, Approved Networks facilitated this crucial network upgrade by **reducing leased fiber costs by up to 50%.** Since this upgrade, the college has continued to turn to Approved Networks for subsequent projects, earning the status of **trusted optical networking partner.**

10
years as a trusted optical partner

50%
reduction in leased fiber cost

100%
success rate for programming compatibility