

# Approved Networks

A brand of  legrand®

## Case Study

### Approved Networks Performance and Logistics Expertise Helps a Large Service Provider Save in Multiple Ways

#### THE CHALLENGE

A large US service provider was under considerable pressure to reduce capital and operating expenses for a large deployment in their edge network. They identified open standards-based optics as the easiest way to reduce these costs but wanted to take their savings a step further by eliminating the cost of carrying spare parts inventory as well.

#### THE SOLUTION

This service provider elected to partner with Approved Networks to provide optical transceivers for use with Ciena network equipment. In addition to simply providing the product, Approved Networks also acted as their logistics partner. Approved and the service provider developed a collaborative forecast, for which Approved Networks would manage the service provider's inventory and ship the parts directly to the field as needed for immediate deployment.

#### RESULTS

From the outset, the service provider **saved over 60%** in costs by using Approved Networks optics in their OEM equipment. Moreover, Approved's commitment to quality and programming expertise have resulted in a **100% compatibility rate**. Additionally, by shipping directly to field deployment locations, Approved Networks provides much-needed **operational simplicity that accelerates time-to-revenue** for the service provider.

**60%**  
cost savings

**100%**  
compatibility rate

**500**  
estimated new links  
per month