netElastic systems

# Telpin Saves 70% with netElastic

## Achieves Greater Scalability and Enhanced Customer Experience with netElastic vBNG

**Telpin is a high-speed internet service provider in Argentina that has been serving customers for over 50 years. Having achieved significant growth during this time frame, Telpin has successfully built their business on a few core values: technology and product innovation, listening and responding to the needs of customers, and commitment to their communities.**

## THE CHALLENGE

Telpin's customer base was growing and customers were constantly using more bandwidth. As a result, the company was nearing capacity limits with their Juniper and Huawei access routers, which were also expensive to support and nearing end-of-life.

Unfortunately these hardware-based routers weren't very scalable, which meant they had to be upgraded or replaced to handle the increased workload. And upgrading or replacing legacy hardware-based routers is expensive.

Also, Telpin wasn't interested in a one-time increase in capacity. They wanted the ability to add capacity as network demands warranted. However, given the limited flexibility of hardware-based routers, this meant Telpin would have to purchase legacy routers with capabilities far greater than what was currently needed (to account for future growth), which was a waste of money.

In summary, Telpin was frustrated by the high cost to maintain and upgrade its infrastructure to meet the needs of its growing customer base.

## THE SOLUTION

netElastic's Virtual BNG was immediately attractive to Telpin, since the software-based solution provided the elastic scalability Telpin was looking for.

After further comparing netElastic vBNG to their legacy access routers, Telpin chose netElastic for its high-performance virtual router running on white-box servers that deliver improved scalability

NETELASTIC VBNG AND INTEL HAVE ACHIEVED **300**GPS THROUGHPUT ON A SINGLE SERVER.
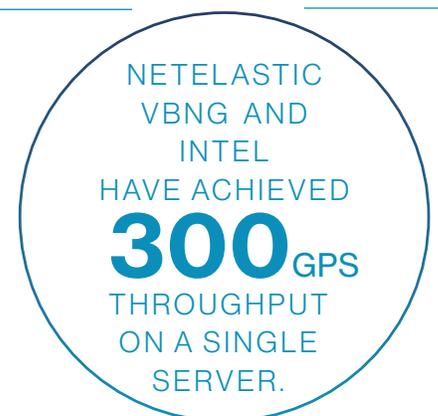
and performance at significantly lower costs. With its software-defined networking (SDN) architecture, vBNG supports up to 128,000 subscribers per vBNG, with throughput up to 300 Gbps on a single server. This high throughput makes netElastic BNG an ideal choice for growing networks like Telpin.

vBNG also takes advantage of control and data plane separation so each can be scaled independently, which provides the ability to dynamically adjust the network based on rapidly changing demands. Both the control plane and data plane can scale up and down to meet performance needs, and they can run in different hosts to take advantage of CPU cores to maximize scalability and performance.

According to Martin Pagano, Technical Manager at Telpin, "vBNG's scalability will allow us to keep pace with network demands from our expanding subscriber base. Best of all, we won't have to continually replace our infrastructure."

Support from netElastic has made the transition from legacy hardware routers to a software-based solution easy, and netElastic vBNG seamlessly integrated with Telpin's existing billing and Radius infrastructure.

netElastic's "Pay-as-you-Grow" licensing model has also enabled Telpin to start small. Since their initial order, Telpin has placed another order for additional vBNG subscriber licenses. This incremental approach has provided even greater flexibility and cost savings.

## RESULTS

"One of Telpin's core principles is to provide our customers with innovative technology and products," said Telpin's Martin Pagano, "and netElastic's vBNG is an example of our commitment to innovation. netElastic's next-generation vBNG has brought us greater scalability and flexibility, which has enabled us to provide an even better customer experience."

netElastic's software-based solution and market-leading scalability has also helped Telpin lower costs by more than 70% over legacy, hardware-based solutions. These cost savings are helping Telpin expand into new markets.

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>
> — Martin Pagano, Telpin

Based on their initial success, Telpin is planning to replace more legacy routers with netElastic vBNGs to eliminate the high maintenance costs. "Telpin exists to bring people together through reliable communications. If we can get the same performance as our legacy access routers at lower costs and with greater scalability, there's no reason not to buy additional vBNGs," concluded Telpin's Pagano.

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**Contact Us**

✉ contact@mbuzzeurope.com
🌐 www.mbuzzeurope.com
in linkedin.com/company/mbuzzeurope
🐦 twitter.com/MBUZZEurope