

# THE KEYS TO A SUCCESSFUL FIBER DEPLOYMENT

An in-depth look into how to scale fiber services

#### INTRODUCTION

Fiber networks now support everything from 5G backhaul, to smart cities, to next-gen gigabit services. According to the Fiber to the Home (FTTH) Council's New Fiber Market Panorama 2020 report, in the European Union the number of homes passed by fiber (FTTH/B) is nearly 172 million homes. This trend is likely to continue across global markets as subscriber broadband usage shows no signs of slowing down. The growth is driven by the gigabit internet, IP video streaming, and digital gaming services delivered on the backbone of the fiber network. Communication service providers (CSPs) are trying various deployment models to join this fiber revolution.

According to a previous Light Reading report conducted in partnership with Incognito, CSPs are either replacing or overbuilding legacy networks in "brownfield situations", or deploying fiber networks in "greenfield" situations by capping their legacy networks for existing services and using fiber to deliver the new services. Irrespective of the fiber deployment approach, operators who figure out how to scale and monetize their fiber services first will clearly have a foothold in the market and will be able to realize the return on investment (ROI) of deploying fiber sooner.

#### CHALLENGES IMPACTING THE ABILITY TO SCALE FIBER SERVICES Upgrading network platforms

Legacy

B/OSS

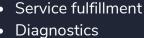
• Integrating new fiber customers to existing OSS

Fiber customer migration, OSS

systems, ordering and billing process changes



Service



Device discovery

New service bundles

Multi vendor integrations

Third-party systems

# CRITICAL CAPABILITIES

workflows into current services

WHAT'S NEEDED -



# Automated order management, service activation, provisioning,

Plug-n-play stack to reduce operational costs

firmware management, diagnostics



# Mitigate costly integrations and customizations that don't scale

Configure vs. code productized approach



#### management Ease of integration with legacy OSS and integrate fiber

Model-driven IP service orchestration & CPE



#### Flexible support for xPON architectures, multivendor xPON equipment

Support for multiple vendor EMS, standard/non-standard CPE, programmable CE/PE



# Look for support beyond gigabit internet service

Third-party cloud orchestration adapters; MQTT, Zigbee, other protocol support for IoT services; extensive proven



# interoperability with third-party platforms

An experienced fiber vendor Credentials in service fulfillment for fiber