Fight Obsolescence

ZT Technology Solutions' mission
is to extend the life of your legacy
telecom investment by fighting
obsolescence

Extend the life of legacy telecom equipment

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The B-52 was introduced in 1952, over 60 years ago. During that time, it has undergone many updates and upgrades that have allowed it to continue to be a critical part of the U.S. Air Force. It is expected to serve into the 2040s.

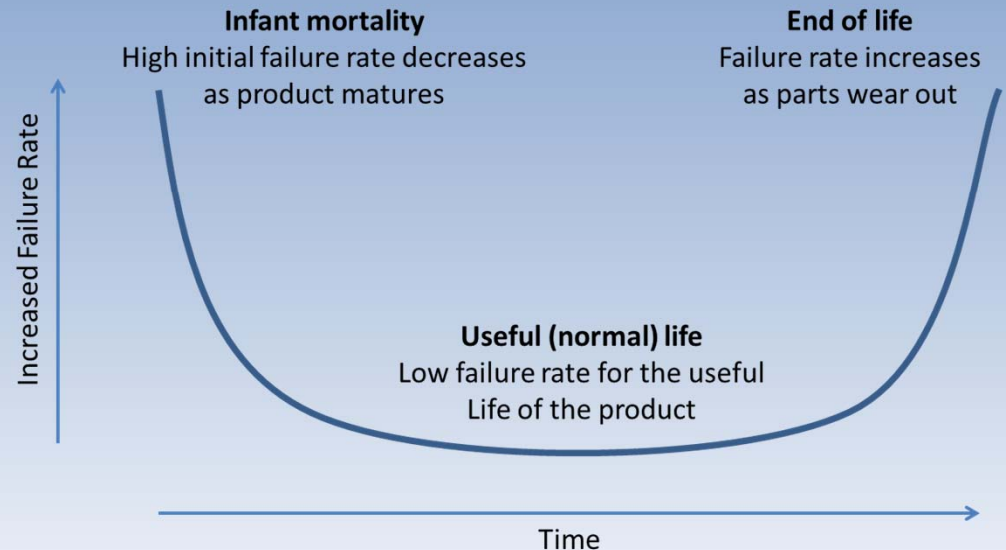# What's the mileage reading on your Telecom Network Switches?

Integral parts of the average Telecom network are almost 30 years old.
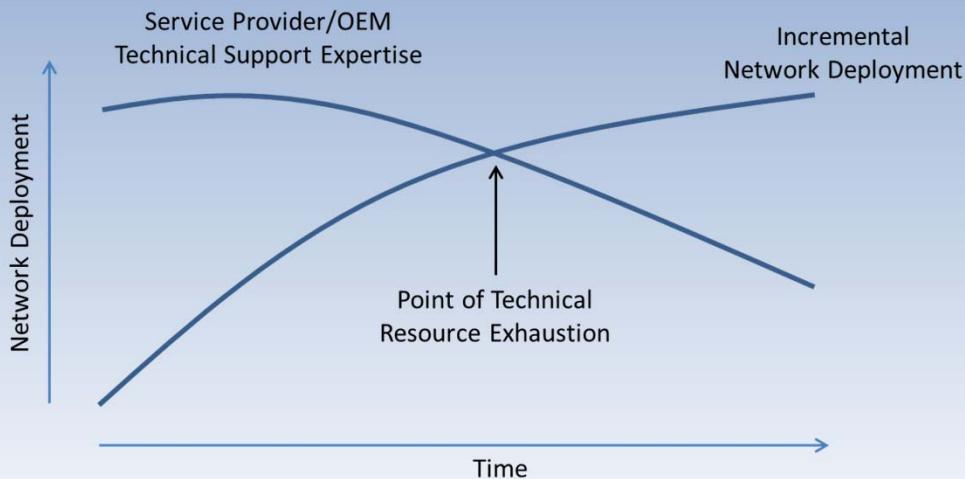
End of Product Life Cycle

- Telecom Components are MD-ed (Manufacture Discontinued) or EOL (End-of-Life)

- Repair and Replace strategies are necessary to avoid lack of spare parts and catastrophic network failures

Failure Model (Bathtub Curve)

Infant mortality
High initial failure rate decreases as product matures

End of life
Failure rate increases as parts wear out

Useful (normal) life
Low failure rate for the useful Life of the product

Increased Failure Rate

Time

Will The Network Always be Operating?

Point of Technical Resource Expertise Exhaustion

Service Provider/OEM Technical Support Expertise

Incremental Network Deployment

Network Deployment

Point of Technical Resource Exhaustion

Time

Reality

- Lack of devices due to being MD-ed or EOL-ed

- Lack of Technical resources

- Lack of spare parts and repair capability

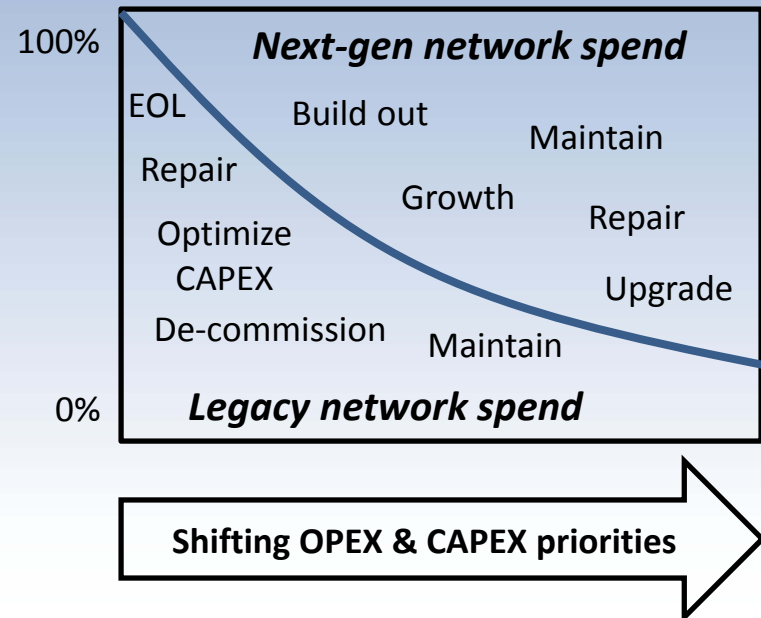**ZT TECHNOLOGY SOLUTIONS**

Customer Challenges

How do I support my current legacy network?

- Workforce retiring

- OEMs (Original Equipment Manufacturers) reducing expertise and declaring MD or EOL

How do I reduce my legacy maintenance costs?

- Costs increase 10% – 30% per year

- No alternative to OEM

100%

Next-gen network spend

EOL   Build out

Maintain

Repair

Growth   Repair

Optimize

CAPEX

Upgrade

De-commission   Maintain

0%   **Legacy network spend**

**Shifting OPEX & CAPEX priorities**

Market Trends

- Aging telecom network
- Subscribers decreasing 10% per year
- Wireline maintenance costs increasing
- Vendors exiting legacy business
- Lack of technical support and repair capability threaten major service disruption
- Cost to Migrate to next generation is too expensive

Let ZT Technology Solutions extend the life of your legacy telecom equipment
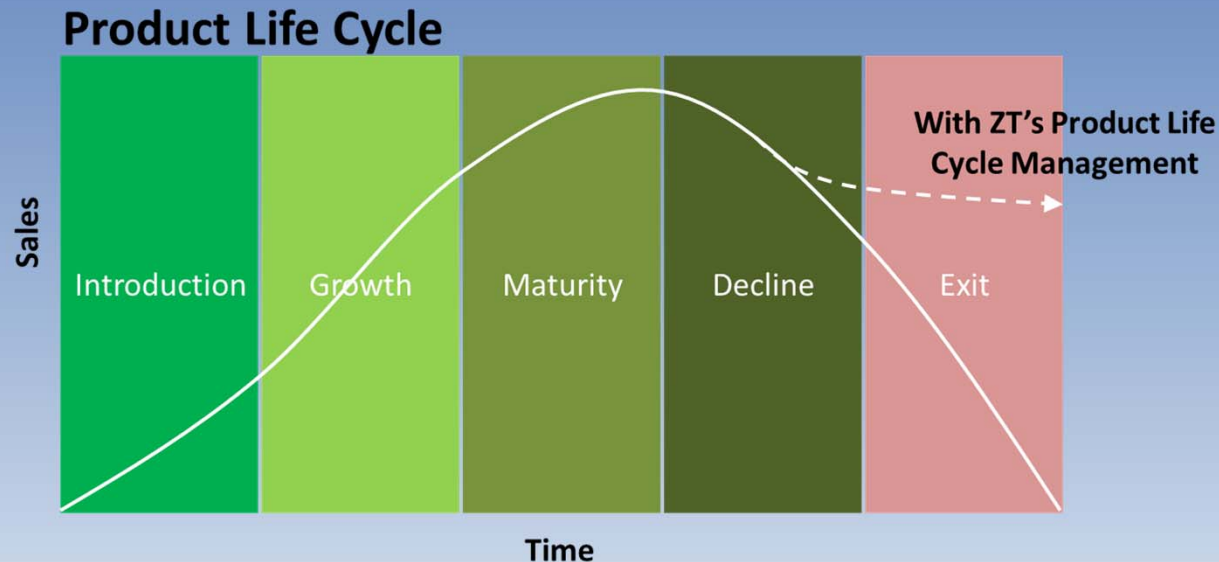
- We provide experienced technical resources
- We develop repair/replace/spare parts strategies
- We develop consolidation and migration strategies

ZT Technology Solutions has the answer

ZT's Proactive Maintenance Service

- Remote Technical Support
- Repair and Exchange Services
- Customized Solutions

Outsourcing to ZT for Sustaining Engineering of your Hardware/Software equipment

Next Steps

- Assess the network

- Develop Life Cycle Management plan for all legacy products

- Implement plan and business case for critical products