

Network Transformation

Top 5 Best Practices

Lessons Learned in planning
migrations from TDM to IP



ZT Technology Solutions



ZT was created in 2010 to provide government, telecommunications and enterprise customers with technology solutions to address their product and service life cycle needs, especially for legacy products.

Our value proposition is to continue to support legacy products by providing advanced technical services; repair/replace options for defective and obsolete equipment and to provide a consolidation and migration strategy to newer and more advanced technologies.

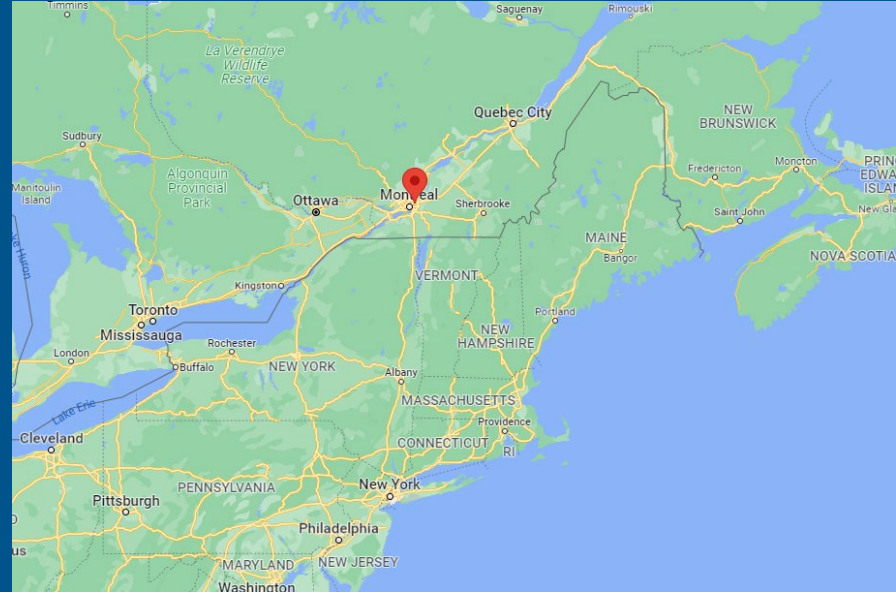
Our expertise is primarily in legacy Data Networking, Switching, Transmission and Voice Messaging Platforms. We are currently headquartered in Hazlet, New Jersey and have employees in support centers located throughout the United States.

Our focus has changed since our customers have told us the “Death of the PSTN” is finally here. Our goal is to assist our customers in their migration to an all IP world. We have the experience to manage the migration and have recently partnered with TelcoBridges to accelerate the transition NOW!



Alliance Partner

- Manufacturer of VoIP gateways and session border controller software for telecom carriers
- Privately held
- Founded in 2002
- Employees: ~40
- Headquarters: Boucherville, Canada
- Hardware & software R&D as well as production of its products in Montreal
- Sales/Marketing/Support: Boucherville, Buffalo, Hong Kong, Italy, Turkey, Vietnam
- 24/7 technical support



*TelcoBridges HQ
138 de la Barre
Boucherville, QC
Canada*

Where are you along
your TDM to IP
network
transformation
journey?





TDM TO IP NETWORK TRANSFORMATION

A Transformation Strategy for Service Providers

- ~25,000 Central Offices across the US
- 5,000 Offices are under 5,000 lines
- Built in the 70's – 90's
- Providing connectivity to homes and small businesses
- Urban, suburban and rural locations



CO in Gravenhurst, Ont.
thecentraloffice.com

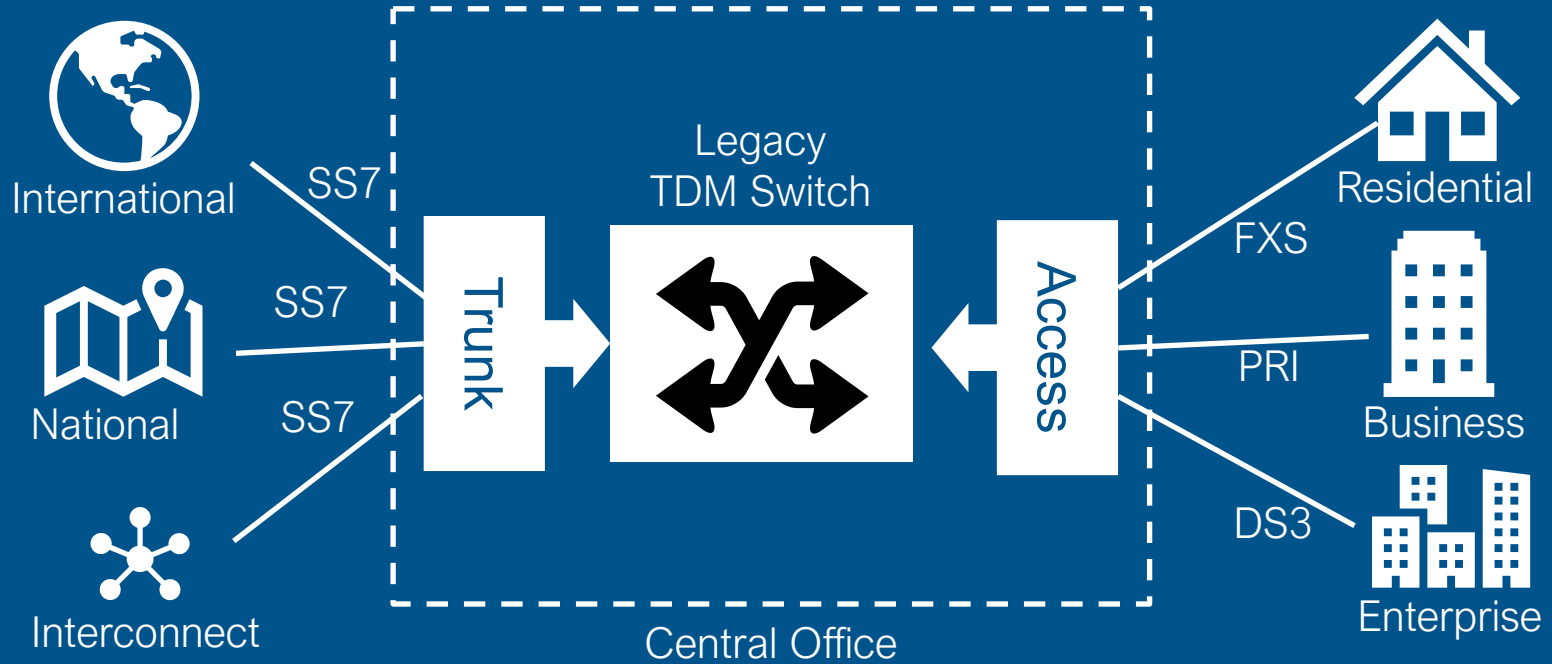
- Aging switching equipment
- Reaching End-of-Life
- Difficult to get support, and spare parts
- Expertise is hard to find
- Power-hungry, requiring cooling, battery maintenance
- Lacking mandated features
- Ideal target for fraud / spoofing
- How to retain remaining customers?

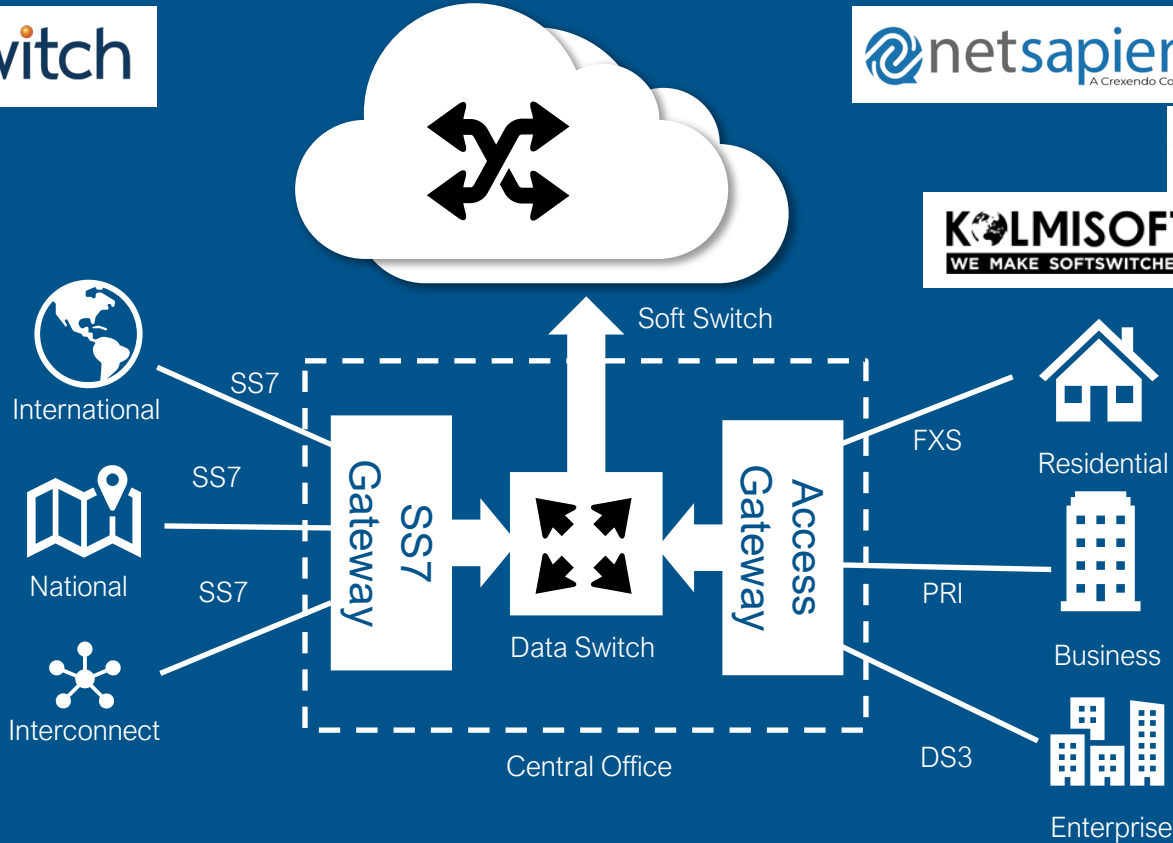
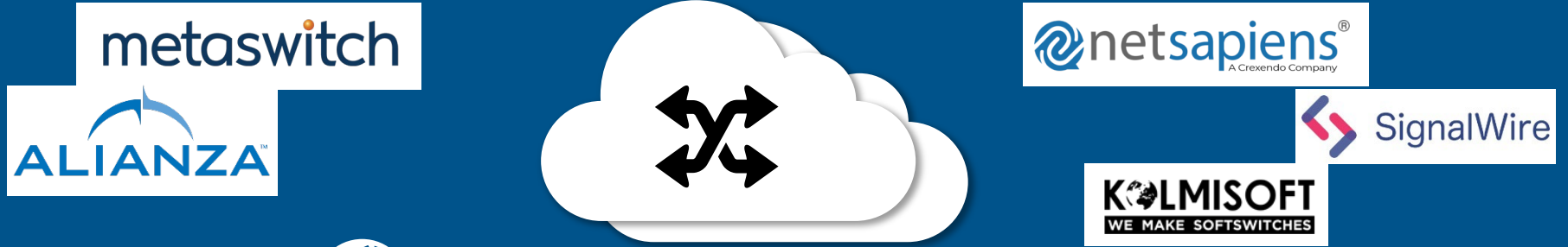
What's the Future for the Central Office?

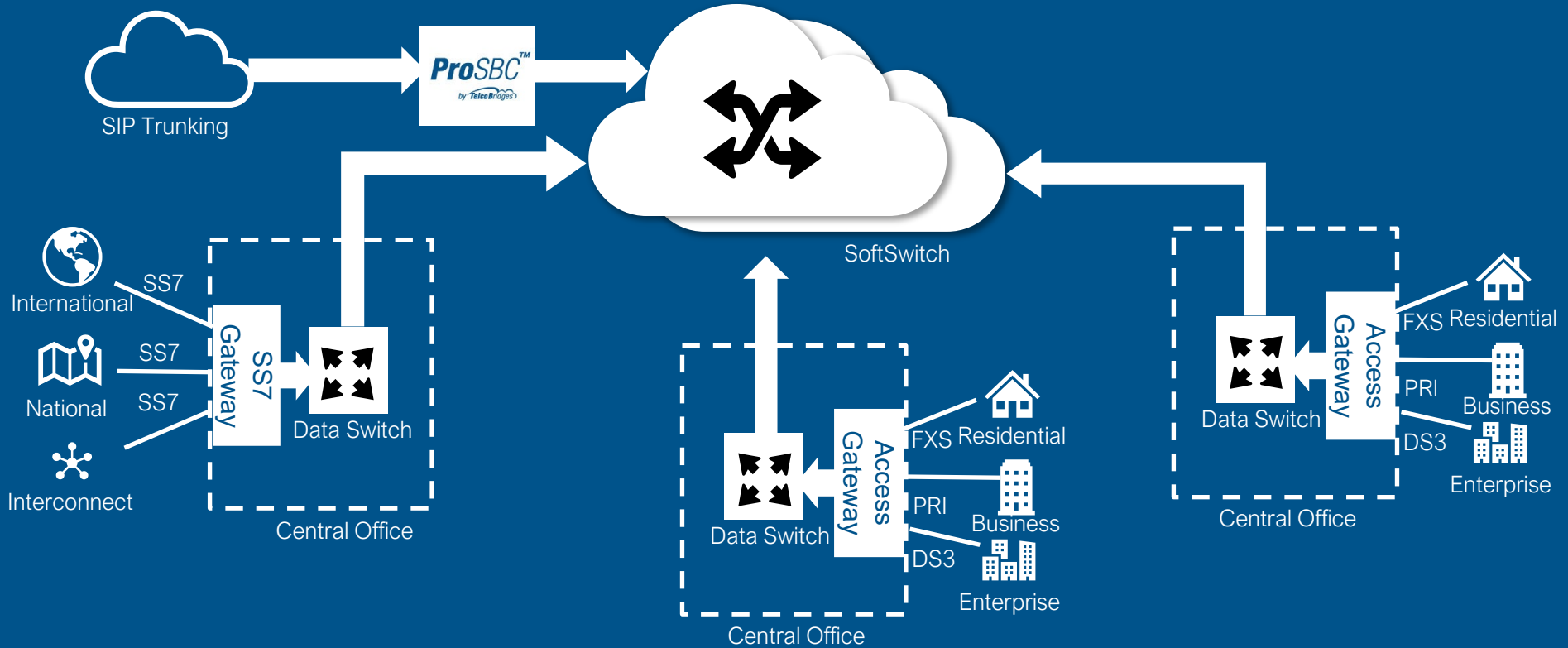


1. The more you make the customer do, the greater the chances they will start shopping around
2. Truck rolls are expensive and disruptive
3. Consumer self-installs are fraught with potential problems (ATAs, digital phones, etc)

“If you must make a change,
make it virtually invisible to the customer”
(TelcoBridges customer – 2020)







- Remove aging TDM equipment
- Replace with softswitch and media gateways
- CO or Cloud-based switching and Class 5 features
- Minimize customer disruption
- Enable SIP peering and trunking
- Offer new high-value end-customer features
- Reduce power consumption, A/C and battery needs
- Usage-based financial model for software



TDM TO IP NETWORK TRANSFORMATION

Top 5 Best Practices

1

Develop a Long-Term Plan

- Decide what SUCCESS looks like
- Identify all the nuances of your current infrastructure.mentation.
- Perform a detailed evaluation of available IP solutions.
- Identify a trusted partner with TDM experience to perform the migration outside of daily operations.
- Develop a Communication Plan
- Develop/Execute a detailed migration plan.
- Develop/Execute an extensive post migration test plan.

2

Start at the Bottom

- Next Generation equipment allows you to be flexible in your approach to migration and network consolidation. Equally valid arguments can be made for each of the three general methods of migration:
 - 1) Cap and Grow
 - 2) Full Migration
 - 3) Network consolidation

3

Avoid subscriber interruption/disruption

Key Components:

- Current Deployment Statistics and Architecture
- Proposed Deployment Architecture
- Align/Train resources – Internal/External
- Identify key risks and dependencies
- Capital and Operational Expenses
- Develop a proposed timeline

4

Focus on the value-added services

- Value-Added Services (VAS) are performed to meet customer demands
- Understand what services are available today.
- Understand what services the customer wants.
- Migration supports new service revenue opportunities:

5

Chose vendors for the long road ahead Long Term Strategy => SUCCESS

Tips and Tricks: Things to discuss with your partners

- Interconnection negotiations and arrangements
- Standard intervals for negotiations can be lengthy, especially if a new site is being established
- New trunk builds
- SS7 / C7 design – point code proxy, point code sharing.
- CO build - additional space, power, HVAC
- Secure or build backhaul / transport
 - Fiber build & leased transport lead-times can be considerable
- What is the “EOL Policy”?

- Accelerate the migration off the legacy PSTN
- NOW is the time
- With TelcoBridges partnership, we will be able to offer complete migration solutions for our customers
- ZT Technology Solutions can provide the project management and detailed planning, technical support, and translations effort to an all-IP network using TelcoBridges Media Gateways

Signaling and Media Gateways

TMG800



TMG3200



TMG7800



Virtualized Session Border Controller Software



ProSBC™
by TelcoBridges



ProSBC+™
by TelcoBridges

Support and Professional Services



ProSBC™
Pro Services

	Low Capacity	High Density	High Scalability	
Model	TMG800	TMG3200	TMG7800	
				
Max. Sessions	3,000	3,000		36,800
T1/E1	1-16	64		1,024
DS3	-	3		48
OC3/STM-1	-	1		16
Ethernet Ports	6	5		48

- Carrier network solutions
- Focus on reliability and service
- Technology innovator





Together, Enabling the TDM to IP Network Transformation

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