

DEMAND DRIVES NEED TO BUILD AND MAINTAIN RELIABLE MOBILE NETWORKS

SUBMITTED BY: DEBRA DECKER, DIRECTOR OF GLOBAL MARKETING, TELMAR NETWORK TECHNOLOGY



Offshore company activity. Mobile banking. Disaster recovery. Connected healthcare.

What do they have in common? Mobile users and the Caribbean Islands. With the increase in tourism and offshore company activity during early 2011, there's also the demand for reliable mobile networks in the Caribbean.

While the fixed network build out has slowed, the Caribbean carriers are driving network transformation as they build out Next Generation IP-based wireless networks. Networks are being built out due to end user demand, while all of these activities driving the demand are expected to precipitate further economic recovery for the Caribbean.

Total subscribers in the Caribbean at year-end 2010 compared to year-end 2009, had grown anywhere from 3% to 47% depending on the carrier. The growth in the Caribbean and the rest of Latin America is expected to continue through 2014, driven by the need for wireless networks. In addition to the need for a communications network that can handle all of the business growth and demand for new services, continued growth will be fuelled by declining tariffs in the mobile and long-distance sector in addition to economic recovery.

The Next Generation IP networks not only drive economic development, but meet the personal and business users' needs for a reliable, flexible and cost-effective communications solution that won't sacrifice quality of service or network durability.

Why are IP Networks the Choice for the Caribbean?

IP networks allow carriers to extend existing networks quickly and inexpensively, while expanding their network coverage and service more customers. Business communications networks can be built for about one-third the cost of legacy networks.

IP networks also provide a more robust solution in an environment that is more prone to weather-related damage and network downtime. Now local businesses and residents—and visitors who are on vacation or business—can be assured that they have access to the Internet and web-based services, and at a much faster speed of delivery. The “IP pipe” offers not only voice delivery, but delivery of multimedia services.

IP networks also meet the Caribbean’s need for a communications network that can be deployed rapidly before or after a disaster strikes. IP-based wireless remote sites provide a “plug and play” solution that keeps networks live and communications open. Even if a major hurricane or other natural disaster strikes, carriers know they can quickly recover their network connectivity with little downtime.

IP networks’ seamless interconnectivity of network devices and user devices, allows applications such as mobile banking, business transactions and healthcare communications through the “cloud”. Cloud computing provides an easy method for users to store files on the web, and share them with others around the world 24/7.

Keeping Caribbean Communications Connected

While IP networks provide an easy and cost-effective interface between network and end user, it’s still important that

the carrier can be assured their network is optimized for the highest quality service delivery. As the demand grows for service by businesses and personal users, it’s critical to keep the network operating while saving CAPEX and OPEX. Network reliability is key to maintaining a carrier’s customer base, while expanding services and growing the network.

Even if an IP network is deployed, the legacy network equipment still needs to be managed and maintained. Through a one-partner, multi-vendor repair program carriers can get a full network – or even a network server – operational with little down time, or loss of service. A full-service repair program will also help extend the life of a network while saving on CAPEX and OPEX.

Building out your Next Generation network is costly, so any method of saving will provide more funds for new equipment or network infrastructure build out. Spare parts management programs can provide immediate reductions in inventory carrying costs, inventory visibility and total cost of ownership...all without reducing network reliability or performance. When storage practices are not optimal, spares reliability may not be at its best. Not only can that lead to spare revision levels being out of sync with the network, but there may be too many spares in one location while the inventory of spares is low at another location.

Managing spare parts can lower capital investments to support the network, lower management costs, improve usage and offset repair cost and purchasing transactions. Selling off excess assets can help clear underutilized and excess assets off the books, and turn surplus inventory into working capital to reinvest in your Next Generation network.