

VERMONT TELEPHONE COMPANY

CUSTOMER INFORMATION

- Vermont Telephone Co is a family owned telephone company, that serves 14 rural villages in Vermont. The company is based in Springfield Vermont and was awarded \$116M in Broadband Technology Opportunities Program and Rural Utilities Service funds to build a state-of-the-art fiber to the home (FTTH) and long term evolution (LTE) network.

CHALLENGES

- Managing 6 major network build-out projects: DWDM 100G, FTTH, IP/MPLS, TDM to VoIP, IPTV, and LTE
- Internal human resource insufficiencies
- Needed improved education on Technology and Service Offerings for the staff

PRODUCTS, SOLUTIONS AND SERVICES

- Alcatel-Lucent 7750 Service Router
- Alcatel-Lucent OmniSwitch™ 9800 Chassis LAN Switch,
- Alcatel-Lucent OmniSwitch™ 6800 Stackable LAN Switch
- Alcatel-Lucent 5620 Service Aware Manager (SAM)
- Alcatel-Lucent 1830 Photonic Service Switch (PSS)
- Microsoft Media Room IPTV Head end
- Services: 3-5 years of Remote Technical Support

BUSINESS AND TECHNICAL BENEFITS

- 5620 SAM to manage the entire wire line network
- Services and Installation provided by Alcatel-Lucent facilitate straightforward handling and more efficient dealings with the technologies provided
- Key technologies provide future-proof solutions



“Alcatel-Lucent is a unique vendor, being able to provide WAN, MAN and LAN technologies, all managed by the same platform. Vermont Telephone Company’s customers will benefit from the reliable and flexible network we have deployed using this technology.”
Jeremiah Millay - Network Engineer

DEAL FACTS AND FIGURES

- Date initial deal won: September 2011
- Implementation date: January 2012
- Business Partner: N/A

CUSTOMER DETAILS

- Location: Vermont, USA
- Vertical: Services
- Number of users: 17,000