USE CASE

Voice Transit Drives Network Transformation for Smaller Carriers

Migrating from TDM to IP Can Help to Reduce Operating Costs and Enhance Network Reliability

Telecom providers increasingly recognize the benefits of migrating from legacy TDM equipment to IP and the need to reduce operating costs, enhance network reliability, and support current and emerging end-user applications.

Despite the clear and growing business case for making the TDM-to-IP transition, many Tier-2 and Tier-3 telcos still find the prospect daunting. If carriers don't choose the right partner, the process can be risky, costly and complex. However, the right network transformation partner can ensure the process is efficient, manageable and quick to deliver cost savings and ROI. Nex-Tech Wireless, a wireless network operator in Kansas, connects thousands of people and businesses throughout the state of Kansas with its robust wireless network. The telecommunications company provides its subscribers with services including mobile, voice and broadband. It has always focused on delivering world-class technologies and building for the future. To build on those core values, Nex-Tech Wireless turned to its long-term partner of more than two decades, Transaction Network Services (TNS), to support its TDM-to-IP network modernization. Keep reading to find out how this business challenge was turned into an opportunity.

Business Challenge

Over the past decade, wireless network operators have slowly but surely transitioned from TDM to IP. For carriers, this migration is no longer a question of "if" but "when." Increased pressure has been placed on smaller carriers as the larger operators are set to eliminate TDM in their networks in the coming years.

The market and business factors driving TDM-to-IP migration include:

- End of platform lifecycle (limited vendor support)
- Qualified technicians for TDM are leaving the workforce
- Supply chain challenges
- LEC TDM price increases create unpredictability
- Unable to order new trunks to support growth capacity
- FCC mandated STIR/SHAKEN
- IP circuits can unlock additional revenue opportunities

As carriers move to IP, it is essential to identify a partner that can guide telecom providers with expert consultation as each migration is different. Each carrier has unique transformation considerations that require a partner with the capabilities and expertise to assess multivendor options before deployment.

Solution

After extensive evaluation of options and based on decades of delivering trusted solutions and powerful results, Nex-Tech Wireless selected TNS Voice Transit as its comprehensive and scalable TDM removal solution.

With Voice Transit, TNS works with carriers to help:

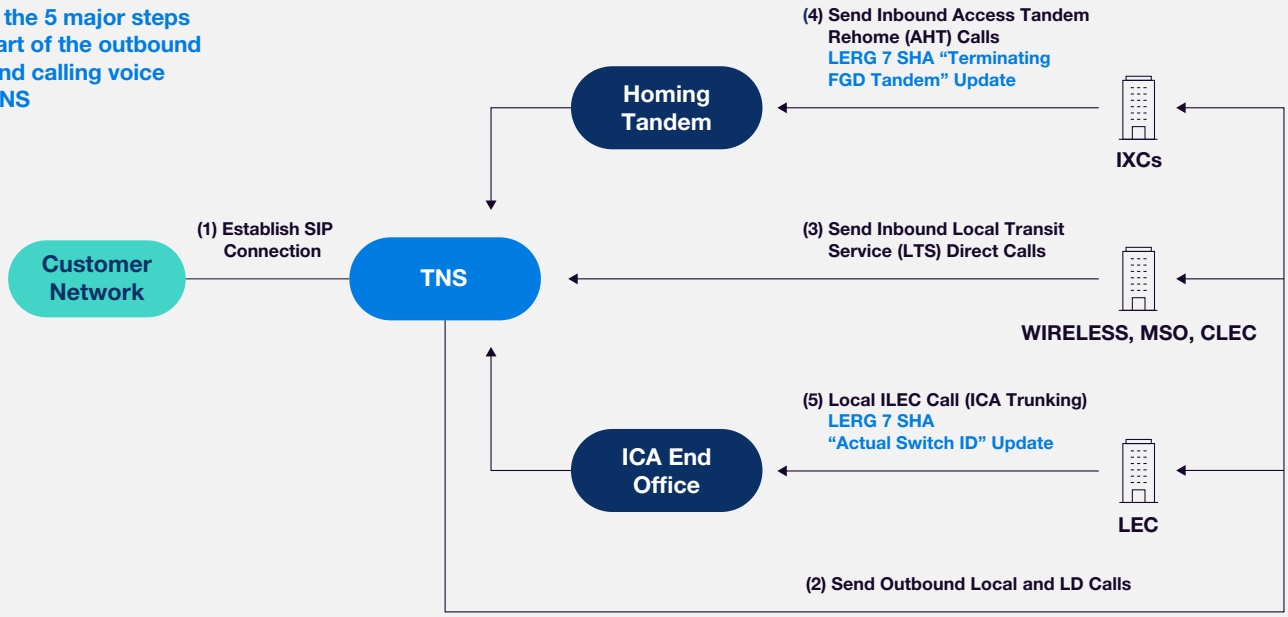
- **Reduce Costs and Simplify Networks** - IP circuits are far more efficient than the complex legacy TDM infrastructure.
- **Scale with Confidence** - TNS' OPEX-based model offers a flexible financial solution that scales up or down to any network size.
- **Manage IP Infrastructure** - TNS' established operations team minimizes carrier risk by managing the new infrastructure in the early stages of deployment.
- **Expand the domestic and international footprint** - Maximize network effectiveness.

With TNS, Nex-Tech Wireless will bring predictability back to its networks. The Voice Transit solution is a fully managed service, allowing TNS' operations team to provide a helping hand in the early stages of deployment.

Outcome

TNS Voice Transit delivers several key benefits to Nex-Tech Wireless that incentivized the carrier to upgrade to IP circuits. Through this TDM replacement solution, carriers can realize upwards of 50% cost savings within 10 days, implement the solution in 75 days, and then begin decommissioning old legacy equipment.

These are the 5 major steps that are part of the outbound and inbound calling voice move to TNS



Step	TDM Trunk Removal	Integration Days From Day 0
(1)	NA	10
(2)	Remove appx. 50%	15
(3)	Remove appx. 75%	25
(4)	Remove appx. 90%	66
(5)	Remove appx. 100%	75

Nex-Tech Wireless will also receive:

TDM Replacement

- Cost savings (signaling/trunking)
- Eliminate LEC dependency
- Expand to new markets
- Fully managed service by TNS operations team

Phased Evolution to IP

- Remove reliance on expensive legacy equipment
- Multiservice with a single query

Traffic Routing

- Low-cost voice routing
- Strategic partnership with voice hub providers
- Large reach with a single contract

Fraud Mitigation and Analytics

- Call analytics that allow TNS to monitor daily call events and detect robocall activity
- Enterprise Authentication and Spoof Protection validates calls, to reduce number spoofing

> We are thrilled to have Nex-Tech Wireless sign a five-year agreement for TNS Voice Transit. Voice Transit is the flagship TDM replacement solution. By partnering with TNS for TDM replacement services, carriers can transform their networks to IP decommission expensive TDM circuits, enable more STIR/SHAKEN interconnects and receive a predictable pricing model, all with the goal of enhancing their subscriber experience.

Joe Dechant
Vice President of Product Transformation for TNS Communications Market

About TNS

A Trusted Communications Partner

TNS is a leading global provider of Infrastructure-as-a-Service (IaaS) solutions to the Communications, Financial and Payments markets. Established more than 30 years ago, its extensive portfolio of innovative, value-added services now supports thousands of organizations across more than 60 countries. TNS addresses the evolving and mission-critical needs of network operators around the globe. As the industry evolves to IoT and 5G technologies, TNS leads the development of solutions to help carriers navigate a host of infrastructure complexities and maximize their network reach through the creation of unique multiservice hub solutions. From small rural operators in the US to the largest multinational carriers, TNS supports wireless and wireline operators in the US and globally.

To learn more about TNS Voice Transit solution, visit

https://tnsi.com/solutions/communications/connectivity-interoperability/