

# Tele Columbus transforms cloud metro for better consumer experience

telecolumbus

Tele Columbus, one of Germany’s leading fiber network operators, provides high-speed internet, phone, and 200 TV channels, both live and on demand, to more than 3 million homes under its brand PŸUR. As the company expands its fiber-to-the-home and broadband internet services, it is investing in a next-generation network to enable sustainable business growth.

With the Juniper Cloud Metro solution, Tele Columbus can consistently deliver scalable, high-quality digital entertainment to consumers and expand IT service offerings to businesses, while effectively managing growth, costs, and environmental considerations.

## OVERVIEW

Company	Tele Columbus
Industry	Service Provider
Products Used	ACX7024 and ACX7024X, ACX7100, MX10004 and MX10008
Region	EMEA

## CUSTOMER SUCCESS AT-A-GLANCE

### More than 3 million

Homes served with internet, phone, and TV services in the first phase of the project

### ROI

Improved when converging consumer and business network using Juniper Cloud Metro network

### Future-proof

Cloud Metro routing solution supports company’s sustainability responsibilities

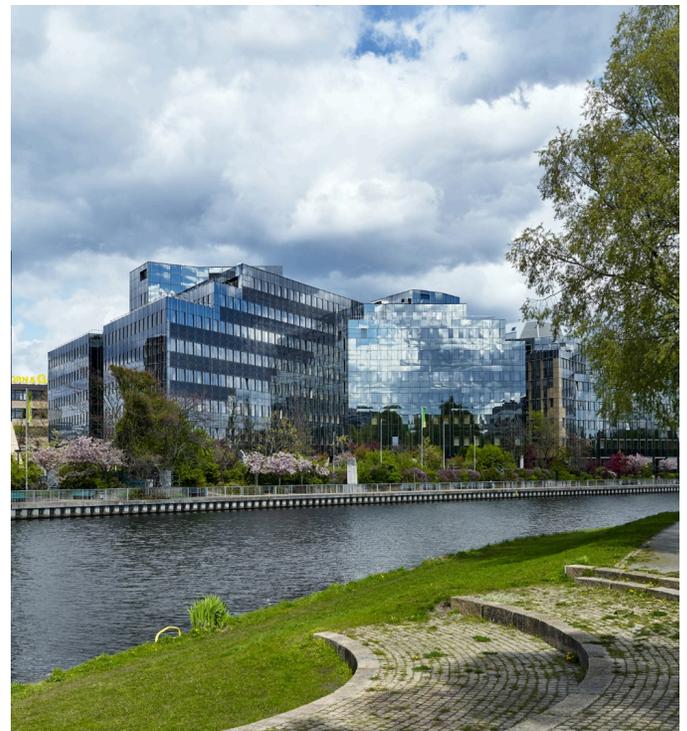
## CHALLENGE

# Fuel sustainable business growth

Tele Columbus, which has strong ties to the housing industry, offers customized packages of digital entertainment services to housing cooperatives, municipal housing associations, and privately owned rental properties. The company also offers internet, IT and cloud, and data center services to business customers.

“German subscribers—as elsewhere—are focused on the performance, scalability, and reliability of digital services as those will become even more important differentiators in the future,” says Michael Fränkle, chief technology officer, Tele Columbus. “To meet these expectations in the context of exponential data growth, we stepped ahead transforming our technology platform and by that shaping our business for the future.”

To remain profitable, relevant, and differentiated in a growing and highly competitive market, Tele Columbus wanted to move to an open and converged interconnect network architecture, which would increase agility, optimize the quality of the user experience, significantly improve return on investment (ROI) and total cost of ownership (TCO).



## SOLUTION

# Converged infrastructure for consumer and business services

Tele Columbus engaged with the NEC 5G Transport Network Center of Excellence (CoE) in EMEA, and after a comprehensive consultation and validation, it chose the Juniper Cloud Metro solution to create a converged interconnect network that enables all consumer and business services to be managed and delivered more cost-effectively from a single infrastructure.

Suitable expansion was a key consideration for Tele Columbus. The Juniper Networks® ACX7000 Family Cloud Metro Routers offer category-leading port speed options to help Tele Columbus grow in place as its capacity needs increase, including an easy transition from 100G to 400G. The ACX7000 Family Cloud Metro routers offer future-proofed performance for longer system life, better economics, and ultimately reduced e-waste.

ACX7000 Family Cloud Metro routers can support scale-out configurations for distributed access, which brings greater optical reach closer to end users, helping Tele Columbus to consistently deliver the best possible user experience for consumers and businesses. Its Layer 3 design with better link efficiency enables easy, cost-effective expansion into new sites, and investment protection to absorb increased capacity in the future.

NEC provides 5G xHaul transformation services to meet Tele Columbus' business requirements. The services are based on the NEC CoE's global telecom expertise combined with local engineering support throughout the design, deployment and operation.

## OUTCOME

# A proactive, sustainable approach to the digital world

Tele Columbus is building its new network in phases, starting with its data centers, core network, and metro networks. The first groups of subscribers were connected in early 2023.

Ongoing phases will lead to a complete and carefully managed migration to Cloud Metro, including automation for operational efficiency.

Tele Columbus has a highly proactive approach to its sustainability responsibilities, so it was keen to ensure an investment in a new infrastructure supported its strategy and improved TCO.



**“The Cloud Metro solution, the partnership of Juniper and NEC and attentive local support matched our needs and has shown us the value of simplicity, innovation and open, multi-vendor principles. This has enabled a migration path that honors Tele Columbus' vision, sustainability imperatives, and commercial considerations front and center.”**

**Michael Fränkle**  
Chief Technology Officer, Tele Columbus

### Corporate and Sales Headquarters

Juniper Networks, Inc.  
1133 Innovation Way  
Sunnyvale, CA 94089 USA

**Phone: 888.JUNIPER (888.586.4737)**

**or +1.408.745.2000**

**www.juniper.net**

### APAC and EMEA Headquarters

Juniper Networks International B.V.  
Boeing Avenue 240 1119 PZ Schiphol-  
Rijk

Amsterdam, The Netherlands

**Phone: +31.207.125.700**

**JUNIPER** | Driven by  
NETWORKS | Experience