

## Major Indonesia Mobile Service Provider realizes 60-80% bandwidth saving with Dialogic® I-Gate® Session Bandwidth Optimizers

### CASE SUMMARY

#### Challenge

Indonesia mobile service provider needed to find a way to increase capacity on its network in a cost effective and timely manner

#### Solution



PT Anugrah Teknologi Indonesia (ATI) recommended to a key Indonesian mobile service provider the Dialogic® I-Gate® 4000 Session Bandwidth Optimizer Core (I-Gate 4000 SBO-C) for its Inter-MSC bandwidth optimization and the Dialogic® I-Gate® 4000 Session Bandwidth Optimizer Mobile Backhaul (I-Gate 4000 SBO-MB) for its mobile backhaul optimization, resulting in a 60-80% bandwidth savings. These bandwidth savings enabled more efficient utilization of current infrastructure, an increase in capacity to roll out new services, and a significant savings versus options that were considered.

#### Challenge

The popularity of smartphones and the increased bandwidth they require presents a dilemma for operators that want to deliver the rich data services their customers desire, while at the same time being able to efficiently manage a level of bandwidth that could otherwise strain their network. The Indonesia mobile service provider had limited options for increasing the capacity on its network to accommodate the surging demand for data services, and many of these options (e.g., increasing capacity with more leased lines, rolling out fiber networks, increasing the microwave spectrum or using an Ethernet Ring) were cost-prohibitive and time consuming to deploy. Further complicating the situation and reducing the number of available options was the fact that Indonesia consists of many islands, rather than a single land mass.

#### Solution

Working with ATI, a Dialogic channel partner, the Indonesia mobile service provider was introduced to the family of Dialogic® I-Gate® 4000 Session Bandwidth Optimizers (I-Gate 4000 SBOs). By utilizing bandwidth optimization as the solution path, the mobile service provider's current infrastructure could be used for added benefit, helping them keep its costs down while also enabling the delivery of new data services. With the support of ATI, the Indonesia mobile service provider has deployed two different I-Gate 4000 SBOs: the I-Gate 4000 SBO-C and I-Gate 4000 SBO-MB.

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## Case Study

*“The (Dialogic®) I-Gate 4000 SBO products have already delivered significant bandwidth and cost savings to the mobile service provider and are poised to continue to do so for years to come.”*

“In discussions with the Indonesia mobile service provider, we understood the need to deliver better efficiencies from its network to enable deployment of data services across a challenging geographical environment,” indicated a representative from ATI. “Being a Dialogic Channel partner, we could introduce the mobile service provider to what we felt was the ideal solution to their problems – Dialogic’s I-Gate 4000 Session Bandwidth Optimizers. The I-Gate 4000 SBO products have already delivered significant bandwidth and cost savings to the mobile service provider and are poised to continue to do so for years to come.”

“Being a leading operator in Indonesia, we strive to deliver upon the needs of our subscribers in a cost effective manner,” said a representative from the Indonesia mobile service provider. “With the help of ATI, we have been able to identify the solution for our needs and to deploy the I-Gate 4000 SBOs, which not only have enabled us to provide the desired services to our customers, but to do so in a cost effective and efficient manner.”

The I-Gate 4000 SBO-C is being used by the Indonesia mobile service provider for Inter-Mobile Switching Centre (MSC) bandwidth optimization on several remote islands to enable cost effective transport of voice sessions in the 3G network.

**The Results:** The I-Gate 4000 SBO-C is delivering bandwidth savings of approximately 60%-70% on the satellite links, without degrading the original voice quality.

The I-Gate 4000 SBO-MB is being used for the optimization on the backhaul segments for the Indonesia mobile service provider’s 2G and 3G networks across several remote islands reducing backhaul capacity needs.

**The Results:** In the I-Gate 4000 SBO-MB deployments, a bandwidth saving of approximately 60%-80% on the satellite links is being achieved, without degrading voice quality. The Indonesia mobile service provider considers the I-Gate 4000 SBOs a concrete solution that provides a more efficient and profitable utilization of its existing transmission infrastructure than other alternatives it considered.

## About PT. Anugrah Teknologi Indonesia (ATI)

PT. Anugrah Teknologi Indonesia (ATI) was established and incorporated in 2006 and is led by six partners who are telecommunication, business and engineering professionals and who have 15 total years of experience working with various I-Gate Bandwidth Optimization solutions. ATI’s interests are in wireless telecommunications, information technology, aviation and transportation. ATI is ready to support and dedicate itself to any kind of project within ATI’s line of expertise.

Its combination of network, IT and professional services allows ATI to be a key solution integrator partner. ATI also helps MNOs to boost efficiency, reduce CAPEX and OPEX costs and deliver efficient use of current IP core and mobile backhaul infrastructures. Learn more at [www.atechindo.com](http://www.atechindo.com).

## About Dialogic

Dialogic (Nasdaq:DLGC), the Network Fuel™ company, inspires the world’s leading service providers and application developers to elevate the performance of media-rich communications across the most advanced networks. We boost the reliability of any-to-any network connections, supercharge the impact of applications and amplify the capacity of congested networks. Forty-eight of the world’s top 50 mobile operators and nearly 3,000 application developers rely on Dialogic to redefine the possible and exceed user expectations.

# Dialogic®

[www.dialogic.com](http://www.dialogic.com)

**Dialogic Inc**  
1504 McCarthy Boulevard  
Milpitas, California 95035-7405  
USA

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Information about PT. Anugrah Teknologi Indonesia (ATI) has been provided by PT. Anugrah Teknologi Indonesia (ATI) for this case study.

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