

Teleena and Dialogic Come Together to Challenge the Status Quo

CASE SUMMARY

Challenge

Fast growing Mobile Virtual Network Enabler needed to expand capacity and deploy next generation infrastructure solutions to continue delivering innovative mobile services to its customers.

Solution

Teleena selected Dialogic® I-Gate® 4000 PRO Media Gateways to help address capacity issues and the BorderNet™ 4000 Session Border Controller for scalable and reliable IP-to-IP interworking.



Challenge

Teleena is a fast growing Mobile Virtual Network Enabler based in the Netherlands that provides a rich portfolio of services through a facilities-based platform delivering innovative mobility lifestyle services to its customers. Teleena's attention to real-time capabilities enables its customers to control costs and concentrate on providing their subscribers an array of tailored features to help differentiate their offerings.

Teleena is experiencing very substantial growth in traffic and wanted to ensure that it stayed ahead of growing demand for communications services from its Mobile Virtual Network Operator (MVNO) customers. Teleena was looking for next generation technology that would provide it seamless growth and enable it to deliver innovative mobility services to its customers. It also wanted to leverage some of its existing infrastructure, but at the same time identify a platform that would provide a path forward as it retooled its network with the latest next generation solutions.

The Solution

Teleena was able to realize immediate capacity improvements with the deployment of Dialogic I-Gate 4000 PRO Media Gateways. Teleena capped its existing Cisco media gateway infrastructure and was able to seamlessly integrate the I-Gate platforms due to their interoperability with the Cisco architecture. Teleena was pleased with the capabilities and the support provided by the Dialogic solution and turned to Dialogic for help for IP-to-IP interworking options with its current session border controller (SBC) infrastructure. Teleena selected the BorderNet 4000 SBC High Availability platform to replace its existing session border controller as it considered the scalability, ease-of-use and reliability of the BorderNet 4000 platform far superior to its existing legacy SBC, and in Teleena's estimation, provided the best value for the money on the market.



"Dialogic's fast action supporting our mobile core and IP switching and session control needs not only validated our selection of Dialogic as a vendor, but also enabled us to improve the overall user experience and customer satisfaction."

*-- Rob Snijder,
Chief Technology
Officer for Teleena*

For Teleena, its success is all about innovation and the ability to execute quickly, and it expects no less from its infrastructure vendors. The Dialogic and Teleena teams worked together in a concerted effort to fast track the replacement of Teleena's legacy SBC technology. Within just a few weeks of selecting the BorderNet 4000 SBC, Teleena and Dialogic completed the migration of the traffic to the new platform with no noticeable impact to customers.

"We are committed to the success of our MVNO customers, and it is important that our network provides the reliability, stability and performance our customers expect on a continuous basis," said Rob Snijder, Chief Technology Officer for Teleena, "Dialogic's fast action supporting our mobile core and IP switching and session control needs not only validated our selection of Dialogic as a vendor, but also enabled us to improve the overall user experience and customer satisfaction."

Teleena is looking ahead to further its migration to all IP and is working with Dialogic to help reduce the risk involved in making that transition. "We are working with Dialogic on ways to better position us from a next generation infrastructure perspective that will help us build our MVNO base and proactively prepare for customer demand for mobility services," said Mr. Snijder.

About Teleena

Teleena is a young and innovative company in mobile telecommunications. We operate our own mobile core network combined with a state-of-art IT infrastructure and are using the radio networks of licensed mobile network operators (MNOs). At this moment we have radio network access agreements with Vodafone Netherlands and Vodafone United Kingdom and we are exploring radio network access agreements in other countries.

We enable companies and brands to launch their own mobile services. We offer these 'MVNOs' (Mobile Virtual Network Operators) innovative mobile solutions such as mobile loyalty, multi-country SIM cards and fixed/mobile solution in prepaid, post-paid and hybrid propositions.

Currently we work with almost 70 people in 3 countries and operate 20 brands, including smart mobile brands like Telesur, UPC, DekaMarkt and hollandsnieuwe. We keep on expanding in numbers of customers and countries. The knowledge standard is high and we work passionately hard.

For more information visit www.teleena.com

About Dialogic

Dialogic, 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.

For more information visit www.dialogic.com

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Information about Teleena for this case study has been provided by Teleena.

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