Huawei's High-Performing AR G3 Helps Achieve a Win-Win OneNet Solution

Vodafone, founded in 1984, is one of the biggest carriers in the world. The name Vodafone is derived from voice, data, and fone (phone), which represents the company's overall service scope. Ever since putting through Britain's first mobile phone call in 1985, Vodafone has positioned itself as a leading carrier by building networks in 26 countries and offering network services in 31 countries outside Britain in collaboration partners. Vodafone has a total working staff of more than 100,000 and the most comprehensive enterprise information management system and customer service system. It is competitive in attracting customers, providing high-quality services, and creating market value.

At the end of 2010, Vodafone launched the global Genesis/One Net project. This project provides uniform and diversified multimedia services for enterprise users and residential users by reconstructing, upgrading, or building last mile access networks. Since the One Net project must be built on legacy networks, Vodafone is facing a series of challenges. The project has to fully utilize existing network infrastructure and support copper wires, optical fibers, and other access media. To overcome these challenges, Vodafone has a definite goal: provide the same service experience for mobile users and fixed line users.

To achieve this goal, Vodafone stresses great importance on the following when selecting network solutions:

1. Higher bandwidth: Cisco 887 routers currently used by Vodafone only support ADSL2+ access and provide 832 kbps bandwidth. These routers have created a bandwidth bottleneck and hindered Vodafone's market expansion. However, Cisco has not shown any indication that it will upgrade the 887 series to provide higher bandwidth and more access modes.

2. Lower costs: Cisco 887 routers are nearly twice as expensive as the similar products in the industry, which increases project costs and reduces profits.

To find alternative ways toward improving network bandwidth and reducing network costs, Vodafone decided to purchase new routers. Out of all the products involved in the bid, Huawei AR1220 and Cisco SRP547 attracted Vodafone's attention. Vodafone Access Technology Department and BT laboratories jointly performed a comprehensive test on Huawei AR1200 and Cisco SRP547.

Test Result

After dedicated software, hardware, and stability testing, technical verification conducted by BT laboratories, comprehensive assessment on technical support capabilities, maintenance service capabilities, and supply capacity, and price comparison, Vodafone announced the test result:

"It is clear that whilst the Cisco router was delivered nearly 2 months earlier than the Huawei device, it suffered from a number of defects, issues and shortcomings. However, the Huawei product passed all tests in rapid time, combined with a high level of support."

"Huawei AR G3 router is the most appropriate product for the current and future One Net needs and this conclusion is shared by Product Marketing, Technology, Customer Service and Service Operations, all of whom have studied and provided feedback on the selection. This conclusion will be shared in all divisions of the Vodafone group."

Huawei's One-Stop Solution

It was the overall test performance of the AR G3 router and Huawei's one-stop solution that eventually won the confidence of Vodafone. The one-stop solution was developed in accordance with Vodafone's requirements and service scenarios, and brings the following benefits:

1. The enterprise voice gateway is integrated with the PBX to establish a high-performance, reliable, and easy-to-expand voice service platform. This platform provides various reliable voice services for enterprise and residential users.

2. The AR G3 provides diversified and flexible WAN access modes so that existing access resources and core network cables are fully utilized, protecting the customer's initial investment.

3. The AR G3 has the industry-leading distributed service processing capabilities, supports high-speed Internet (HSI), voice, video, and WiFi/3G/4G services, and provides comprehensive security services. With all these features, the AR G3 provides a powerful technical platform and service guarantee for Vodafone's integrated marketing plan.

4. The AR G3 provides "zero touch" automatic configuration that simplifies network design and maintenance.