

Case Study... Case Study... Case Study...



Changing the Way the World Communicates .....

## Success for WTL STM-1 Gateways with new Nigerian Clearing House

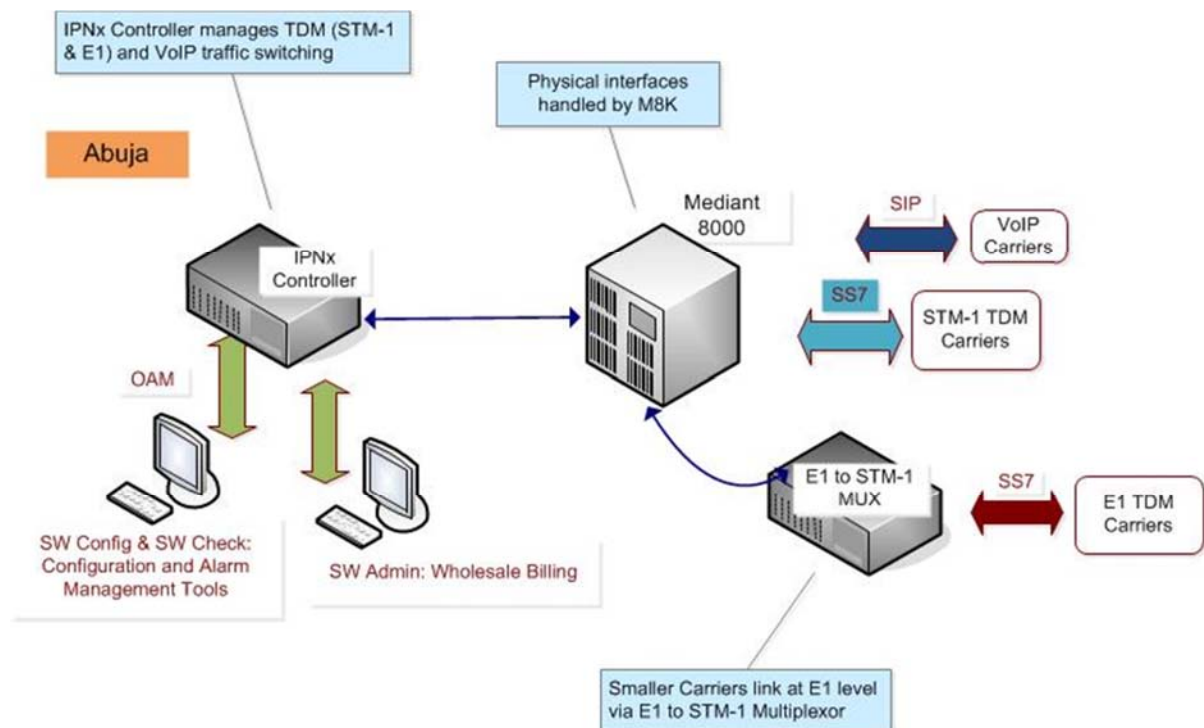
### Background

Breeze Micro Ltd is a NCC-licensed Interconnect Exchange operator based in Abuja, Nigeria. This is a start-up activity with the advantage of being able to source the very latest equipment on which to base their new business. With a very demanding set of technical and operational requirements and against tough competition from all the leading vendors in the market, WTL were delighted to be awarded the deal, worth more than \$1M over the next 3 years. This significant contract appointed WTL to be the lead supplier of voice and SMS switching infrastructure and Wholesale Billing for a major new force on the Nigerian telecoms scene.

### WTL Solution

The initial deployment is based on WTL's high capacity IPNx product range with a capacity of multiple STM-1s and many thousand simultaneous VoIP calls.

The network uses WTL's version of the classic NGN architecture with the IPNx Controller as the MGC (Media Gateway Controller) and the carrier-grade Mediant 8000 chassis from WTL's long-term partner AudioCodes as the MG (Media Gateway). The Mediant 8000 was chosen both for its capacity (up to 8 x STM-1) and its wealth of High Availability features.



*Case Study... Case Study... Case Study...*



*Changing the Way the World Communicates* .....

CEO Jihad Jaafar explained some of the reasons behind Breeze's choice of WTL, "As a Clearing House one of the fundamentals to our business is that we have to be able to interconnect to all the operators in our market regardless of the media or signaling. Talking to other WTL customers proved to me that their architecture allowed this seamlessly whether traffic hits us as SIP, SIP-I, SS7, H323 or ISDN. I know this isn't the case for other manufacturers because I have seen the trouble some of my fellow Clearing Houses have had with their more traditional equipment. Support on the TDM side for both STM-1 for the major carriers and E1s for the smaller players was also very appealing."

WTL's Managing Director Leigh Smith welcomed the signing of the deal saying, "This is very good news for us and is one of the first signs of the extra emphasis we have been putting on developing our presence outside Europe. We are seeing a big upswing in interest in our products in Africa particularly Nigeria. From what customers tell me, I know that one of the reasons for this success is that they really appreciate how easy it is to communicate with WTL. They tell me that this is a total contrast to working with the larger vendors, especially the Chinese. We will have more positive announcements to follow."

### **Beyond Voice...**

The ability to reliably switch huge volumes of voice traffic was central to the Breeze network and was well demonstrated by other successful WTL deployments around the world. However, two further aspects of the solution were also essential to Breeze's clearing house business model.

Firstly, SMS support was required since Breeze act as a clearing house for SMS traffic as well as voice. WTL implemented a high performance SMSC function running on top of the existing SS7 signalling giving a single supplier solution for both Voice and SMS.

Secondly, SW Admin, WTL's Wholesale Billing application has been used to commercialise the operation and bring all service aspects together. The main challenge here has been to ensure that the billing system is efficient enough to handle the millions of CDRs (Call Detail Records) generated each day.

### **Next Steps**

Breeze have very quickly managed to sell all their initial capacity with a single mobile operator committing to as much as 2 x STM-1 of traffic. This has led to immediate plans to expand the current node to almost double its current size with extra STM-1 interfaces and a second IPNx Controller.

### **About WTL**

World Telecom Labs is a Belgium-based company which has long been a leader in the provision of VoIP switches, Pre-Paid applications, and signalling gateways for emerging carriers and telecom service operators. WTL has an installed base of 100,000s of voice ports with service providers worldwide switching billions of minutes of VoIP traffic using WTL equipment. For more information about WTL and its products, please visit [www.wtl.dk](http://www.wtl.dk) or email [sales@wtl.dk](mailto:sales@wtl.dk).