

SFR Case Study

Business Objective

Provide corporate users with a new IP VPN, offering new features and a low cost replacement for their legacy VPN.

The Challenges

- Invest in a productised VPN to avoid expensive downstream support costs more likely to arise with custom-built solutions
- Enable existing revenue generating GSM users to access the IP application
- Avoid the need for customer specific development when implementing the product
- Minimise the impact on experience and behaviour when migrating users from the legacy application

The Solution

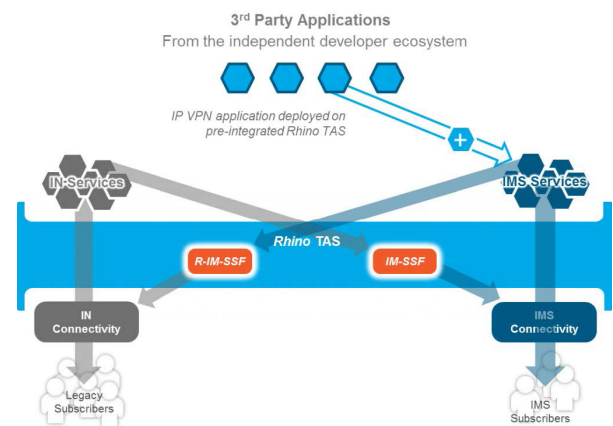
Productised IP VPN Application deployed on Convergent Service Layer- Hosts the IP VPN product and manages signalling between the product and GSM & IP connected users

Key Points

- Allows a productised SIP application to be reached by both GSM and IP users without needing to modify the application
- Provides a flexible way of getting other products into the IP network and to extend these to GSM subscribers

Solution Benefits

- Able to source a software product from a VPN specialist while avoiding the need for custom network integration
- Delivers VPN functionality to GSM users without needing to modify the application
- Brand new IP VPN product is available to all users, enabling early retirement of legacy VPN product



3rd Party Applications from independent developer ecosystem

Net Results

- Shorter service launch timescales through using Metaswitch's preintegrated and tested platform
- Faster time to market for introducing future products as the environment is now integrated and proven
- Shared platform delivers economies of scale by minimising operational costs incurred through running multiple platforms

About SFR

SFR serves 5m+ households, 160,000 businesses and 250 carriers in France and had a revenue of 10bn+ Euro in 2013. SFR has 21+ million (mobile) connections in France. The population of France is 66 million.