



# VOCUS

## VOCUS NZ TRANSFORMS NETWORK TO FEED BANDWIDTH-HUNGRY FUTURE

### Summary

**Company:**

Vocus New Zealand

**Industry:**

Telco

**Business Challenges:**

Meet pent-up demand for unbundled broadband services spurred by the government-initiated Ultra-Fast Broadband program.

**Technology Solution:**

- PTX3000 Packet Transport Router
- MX960, MX480, MX204, and MX104 Universal Routing Platforms
- QFX5100 Ethernet Switch
- EX4300 and EX2300 Ethernet Switches
- SRX345 Services Gateway

**Business Results:**

- Unleashed opportunity for fixed broadband, retail, corporate, and wholesale business services
- Increased revenue earnings steadily since network transformation
- Attracted new customers with outstanding service reliability
- Used automation to quickly provision new business customers

The past decade has been a time of tremendous growth and disruption for Vocus New Zealand (Vocus NZ). A combination of mergers and acquisitions, plus a massive, government-supported spike in demand for broadband, required a business transformation at New Zealand’s third largest broadband provider. Juniper networking provides a firm foundation, from transport to the edge, for the company’s growth.

Vocus NZ began its push to be a broadband leader in 2008, after the New Zealand government initiated its Ultra-Fast Broadband (UFB) program. With a goal to build fiber-to-the-home networks covering 87 percent of the population by the end of 2022, the incredibly successful government program kick-started broadband demand across New Zealand.

With UFB on the horizon, Vocus NZ moved fiber broadband services to the top of its business priority list. As part of the international telecommunication giant Vocus Group, Vocus NZ offers consumer, enterprise, and wholesale services. Measured in fixed connections, Vocus NZ is the third largest retail service provider in New Zealand and serves a fast-growing base of about 200,000 broadband customers through its Orcon and Slingshot brands, as well as through a variety of wholesale partners.

### Planning Ahead for Fiber Pays Off

With consumers and businesses eager for broadband, Vocus NZ envisioned a nationwide network with unified expansive scale initially driven by the country’s largest unbundled copper rollout to more than 300 exchanges, followed by the readiness for fiber-to-the-home bandwidth growth in over 30 major points of presence. The business plan called for massive network expansion, and the company needed a future-oriented, scalable, resilient network in order to meet the demands of a bandwidth-hungry future.

*“Our network’s operational stability is phenomenal. With Juniper, we have incredible uptime and availability that is very attractive to both new retail customers and wholesale partners who need a reliable supplier.”*

- Stephen Kurzeja, CTO, Vocus NZ

“We promise performance, speed, connectivity, and scalability for every customer so they can move their businesses forward in highly competitive markets,” says Stephen Kurzeja, chief technology officer at Vocus NZ. “We needed a provider to help us deliver those promises.”

## More Powerful National Network with Global Reach

Vocus NZ determined Juniper Networks was the best provider to help realize a successful network transformation. The engineering team set an aggressive 18-month timeline to deploy Juniper routing, switching, and security from the core to the edge.

The Juniper Networks® PTX3000 Packet Transport Router is the foundation of Vocus NZ’s IP transport network, while Juniper Networks MX Series 5G Universal Routing Platforms deliver provider and edge routing. The company uses Juniper Networks QFX Series Ethernet Switches and EX Series Ethernet Switches in its data centers, and Juniper Networks SRX Series Services Gateways for advanced firewalling. Designed for simplicity, Juniper Networks Junos® operating system powers Juniper’s networking and security. Built for reliability, security, and flexibility, Junos OS automates network operations with precision. Automated provisioning of the Juniper infrastructure enables Vocus NZ to add capacity to support new customers and scale as needed.

The innovative Junos OS is the single operating system that powers Juniper’s broad portfolio of physical and virtual networking and security products. It currently runs some of the world’s most sophisticated network deployments, giving operators a competitive advantage over those who run other network operating systems.

“The Juniper portfolio allowed us to put the right size device where we needed to add more bandwidth,” Kurzeja says.

With more than 4200 km of fiber in New Zealand alone, businesses have sophisticated, high-performance communications solutions that are reliably accessible and fast, providing on-net connections to Australia and beyond. Vocus NZ has direct connections to 120 data centers and peers with 500 content providers.

## Slim Margins Lead to No-Problem Profits

A Juniper network helped Vocus NZ kick-start its fixed broadband, retail, corporate, and wholesale businesses. Based on the Juniper networking capabilities, Vocus NZ built timely, compelling solutions for all these customer segments and pushed its services further to the edge.

On the retail side, UFB made high-speed broadband a reality for the majority of New Zealand businesses and residents. These consumers and enterprises are part of the global phenomenon of digital denizens who can’t get enough of Netflix, Facebook, and Amazon. In fact, 80 percent of the Vocus NZ traffic is streaming.

The retail business isn’t easy. Margins are tight because all service providers in New Zealand have essentially the same building blocks. What makes a difference and leads to profits is having the best network. Juniper ensures that Vocus NZ can profit even when margins are slim.

Potential customers in every business sector like what they see from Vocus NZ. “Our network’s operational stability is phenomenal. With Juniper, we have incredible uptime and availability that is very attractive to both new retail customers and wholesale partners who need a reliable supplier,” says Kurzeja.

*“We align with Juniper’s story of simplicity, network reliability, and smart engineering. A Juniper network ensures that we can continue to grow our customer base across all our unique markets.”*

- Stephen Kurzeja, CTO, Vocus NZ

## Positioned for Growth

The NZ Racing Board is one customer that bet everything on Vocus NZ. The horse and greyhound racing group relies on Vocus NZ to provide a massive multicast, multiple 10 Gbps service that streams horse racing events in HD. Vocus NZ won the deal due to the speed of deployment and the network. “Other competitors couldn’t match what we offered,” Kurzeja says.

Those kinds of services are helping the company realize its quest for growth. The New Zealand business had an 8 percent increase in underlying earnings to NZD\$63 million last year on revenue that rose 4 percent to NZD\$364 million.

All this success reflects well on Juniper. The decision to move to Juniper was sound, enabling network transformation with scalable services, backed by a highly responsive vendor partner.

“We align with Juniper’s story of simplicity, network reliability, and smart engineering,” says Kurzeja. “A Juniper network ensures that we can continue to grow our customer base across all our unique markets.”

## For More Information

To find out more about Juniper Networks products and solutions, please visit [www.juniper.net](http://www.juniper.net).

## About Juniper Networks

Juniper Networks brings simplicity to networking with products, solutions and services that connect the world. Through engineering innovation, we remove the constraints and complexities of networking in the cloud era to solve the toughest challenges our customers and partners face daily. At Juniper Networks, we believe that the network is a resource for sharing knowledge and human advancement that changes the world. We are committed to imagining groundbreaking ways to deliver automated, scalable and secure networks to move at the speed of business.

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