

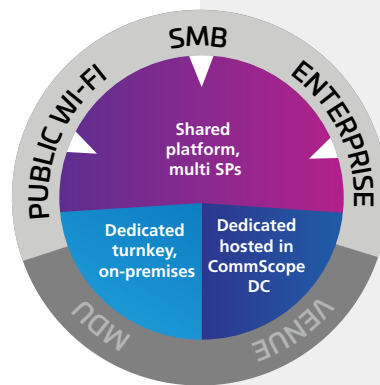
CommScope Managed Network Solutions help telecom provider differentiate connectivity services and reduce time-to-market

Overview

Reliable, fast Internet connectivity has become a universal expectation. People assume they can be online at small businesses, public buildings, outdoor spaces and venues ranging from airports to arenas, hotels to branch offices, churches to RV parks, and hundreds of other places. Providing seamless connectivity across the full spectrum of work/play/live applications is a major revenue-generating opportunity for Communication Services Providers and Broadband Operators, but only if they can make complexity disappear and shrink time-to-market exponentially.

The challenge: simplify delivery and accelerate time-to-market for connectivity services

Headquartered in Norwalk, Connecticut, Frontier Communications Corporation provides broadband, highspeed Internet, and advanced voice services to more than 4.7 million residential subscribers and 430,000 small businesses and large enterprises. Frontier's challenge was to deploy flexible, branded, high-performance Wi-Fi and networking services to commercial subscribers across more than 30 states—



rapidly. In order to eliminate the complexity of building its own managed networking and wireless offerings from the ground up, Frontier Business turned to CommScope for a hosted, white label, comprehensive carrier-grade solution.

The CommScope Solution: a world-class solution of ready-to-deploy technology and services

CommScope was the best way for Frontier to “deliver more, faster.” Its comprehensive, ready-to-go solution includes industry-leading technology like powerful Ruckus access points, wireless access controllers, ICX switches firewalls and the CommScope Virtual Managed Edge. CommScope helped simplify the entire process, from design, such as developing heat maps for optimal AP

Benefits for service providers

- One partner that delivers comprehensive carrier-grade managed network services
- Fast time-to-market across multiple vertical markets
- Highly differentiated white label solution
- Fully hosted, with expert NOC-to-NOC support

locations and switches, through installation and integration. CommScope also managed the onboarding process, which involved incorporating hardware gear onto the hosted core, and setting up customized user portals and admin dashboards for advanced analytics and reporting.

The CommScope Advantage: Unmatched expertise dedicated to Service Provider success

For Frontier, CommScope is more than a global leader in innovative solutions for IP, video and broadband technologies. CommScope is also a trusted strategic partner whose engineers are skilled in the entire spectrum of Wi-Fi use cases. Few vendors can provide such a uniquely holistic approach and wide-ranging solution under one umbrella.

To eliminate the burden of dealing with different vendors for each component, CommScope manages and monitors the networking platform. Proactive NOC-to-NOC support ensures optimal uptime. In fact, problems are often resolved before the subscriber is even aware of them.

CommScope leveraged its unparalleled track record of enabling service provider success, aligning itself to support Frontier's business objectives. The result was the creation of an expertly coordinated package of service components and software and hardware, tailored to meet Frontier's specific service performance and budget requirements.

The Result: a whole new frontier of revenue opportunities

Frontier is in the process of deploying CommScope managed Wi-Fi and managed networking offerings to new and existing

commercial customers in multiple market segments across a footprint spanning 28 states. One important goal for the Telecom Provider is to move beyond business relationships that are based on one-time fees, and focus on "stickier" services with monthly recurring revenue.

Frontier now has managed Wi-Fi and networking solutions that bring world-class capabilities and competitive differentiation. With CommScope helping to deepen and expand the product portfolio, the door is now open for Frontier to provide new branded offerings, such as cybersecurity services, at a reduced time-to-market.

To learn more about how CommScope enables service providers to deliver Wi-Fi services to SMBs, please visit commscope.com/professional-services/managed-networks/

CommScope pushes the boundaries of communications technology with game-changing ideas and ground-breaking discoveries that spark profound human achievement. We collaborate with our customers and partners to design, create and build the world's most advanced networks. It is our passion and commitment to identify the next opportunity and realize a better tomorrow. Discover more at commscope.com

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CS-113957-EN (11-19)