

AXTEL CASE STUDY



Customer: Axtel

Website: www.axtelcorp.mx

Location: Mexico

Industry: Telecommunications

Customer Profile:

Axtel is a Mexican telecommunications company offering information and communication technology solutions to the business, government and residential markets. Axtel's infrastructure consists of more than 42,000 km of trunk network, metropolitan rings and fiber optic FTTX.

Challenges:

- Cost-effective SIP trunking solution with wide interoperability
- Able to be installed at the customer's premises
- High level of security against malicious attacks and fraud

AudioCodes Solutions:

- Mediant 500 MSBR
- Mediant 800 MSBR

Benefits:

- Versatile solution for SIP trunking, hosted PBX and data cloud services
- Resilience and survivability to protect against downtime
- Powerful security software for a high degree of protection
- Different models available for different sizes of business

Axtel

Multi-service business routers deliver secure and high-quality VoIP services

Axtel, a leading provider of enterprise communications services based in Mexico, selected AudioCodes' Multi-Service Business Routers (MSBR) to provide centralized SIP trunking and secured SIP trunking for large enterprises. The MSBRs were deployed at Axtel's customers' premises, providing reliable connectivity between Axtel's SIP trunk and the customers' own PBX or IP-PBX platforms.

Background

Created in 2016 after a merger with Alestra, [Axtel](#) is a Mexican telecommunications company based in Monterrey. Axtel offers information and communication technology solutions to the business, government and residential markets. Axtel's infrastructure consists of more than 42,000 km of trunk network, metropolitan rings and fiber optic FTTX.



AudioCodes' MSBRs were Axtel's preferred choice because their unique multi-core architecture ensures consistent high performance, with powerful security software offering a high degree of protection.

Axtel's new all-IP service was successfully rolled out, bringing cutting-edge VoIP services to their customers throughout Mexico - with reliability and security right at the top of the agenda.

Challenges

In their efforts to launch their new all-IP service, Axtel needed a cost-effective SIP trunking solution offering wide interoperability and a high level of security that could be installed at the customer's premises. They needed to centralize traffic for different area codes in one SIP trunk, and also have a high availability option when necessary.

AudioCodes' MSBRs were Axtel's preferred choice because their unique multi-core architecture ensures consistent high performance, allowing end customers to maximize their broadband connections for both data and voice applications. In addition, powerful security software offers a high degree of protection, reducing the possibility of malicious attacks and fraud.

Solution

Axtel determined that the optimal solution was to deploy an MSBR at each customer location. This would allow them to provide a secure and reliable VoIP service to their customers. [AudioCodes' Mediant family of MSBRs](#) was the obvious pick, with the following models being selected:



Mediant 500 MSBR



Mediant 800 MSBR

AudioCodes' MSBRs are a range of all-in-one SOHO, SMB and SME routers, combining access, data, voice and security into a single device. They are ideal for managed data, SIP trunking, hosted PBX and cloud-based services, and allow service providers to deploy flexible and cost-effective solutions. AudioCodes' MSBRs are capable of exceptionally high performance due to their multi-core architecture, and their survivability and resiliency offers vital continuity assurance to enterprises of all sizes. They also provide:

- Multiple WAN connections (DSL, Copper and Fiber Ethernet, Mobile 3G/4G/LTE/GPON)
- Gigabit and Fast Ethernet LAN interfaces with Wi-Fi support
- Digital and analog voice interfaces (E1/T1/BRI/FXS/FXO)
- Session border controller (SBC) with proven interoperability

“The high performance, scalability and robust security of AudioCodes’ MSBRs, not to mention their real value for money, were the main driving factors in our decision.”

Luis Arturo Rosales Mejia

Strategy Manager, Voice & Collaboration Products at Axtel

Results

Axtel’s new all-IP service was successfully rolled out, bringing cutting-edge VoIP services to their customers throughout Mexico, with reliability and security right at the top of the agenda. The specific choice of MSBR model installed on each customer’s premises is governed by the size of a particular enterprise and its network traffic requirements.

AudioCodes MSBRs bring significant benefits to Axtel, including:

- **Versatility** – Perfect for SIP trunking, hosted PBX and data cloud services
- **Dependability** – Resilience and survivability to protect against downtime
- **Security** – Robust protection against attacks
- **Scalability** – Different models for different sizes of business

“The high performance, scalability and robust security of AudioCodes’ MSBRs – not to mention their real value for money – were the main driving factors in our decision,” said Luis Arturo Rosales Mejia, Strategy Manager, Voice and Collaboration Products at Axtel. “By choosing this solution, we can be completely confident in our ability to supply the superior high-quality VoIP services that today’s businesses demand.”

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