Case Study
Telna

Overview of **Telna**

Telna is a global cellular connectivity provider for more than 22 mobile networks. Once a Mobile Network Operator (MNO) is on the Telna platform, it unlocks value that enables long-term sustainable connectivity for MNOs, Mobile Virtual Network Operators (MNVOs), Connectivity Service Providers (CSPs) and Original Equipment Manufacturers (OEMs).

Telna's global cellular network is data-centric with a 5G architecture and has multiple data centres worldwide to enable high-performance and low latency data.

Telna went to the market to procure an additional high-performance and scalable global IP network for inter-site connectivity.

> *Console Connect provided us with exactly what we needed right away.*

Gregory Gundelfinger
CEO, Telna

Challenge

Telna provides an end-to-end cloud-native cellular platform to tier 1 MNOs and CSPs. As demand for connectivity solutions has grown across several industry sectors, Telna has seen a significant rise in its global network traffic. The company was looking for a solution to add to its existing inter-site connectivity which was flexible and cost effective.

Solution —

In February 2021, Telna deployed four 10G Access Ports at locations in Europe, Asia, Latin America and North America.

Using these Access Ports, Telna is able to self-provision virtual connections between its sites. Through the Console Connect portal, Telna's network management team can orchestrate connectivity on-demand across Console Connect's Software-Defined Network; one of the world's largest private networks.

They are also able to easily flex bandwidth up and down to meet all their inter-site connectivity needs. "Until now, you could only access this kind of high-performance network through expensive long-term contracts," says Gregory Gundelfinger CEO of Telna.

Although Telna currently relies on other IP backbones, one thing that immediately stands out with Console Connect is its flexibility. The Console Connect platform is directly interconnected to more than 800 data centres in over 50 countries worldwide and is already available in each of Telna's required data centre locations.

Console Connect app

Console Connect enabled data-centre

Your network

Cross connect

Your Console Connect access port

Software Defined Interconnection (SDI)

Console Connect enabled data-centre

Your Console Connect access port

Cross connect

Your network
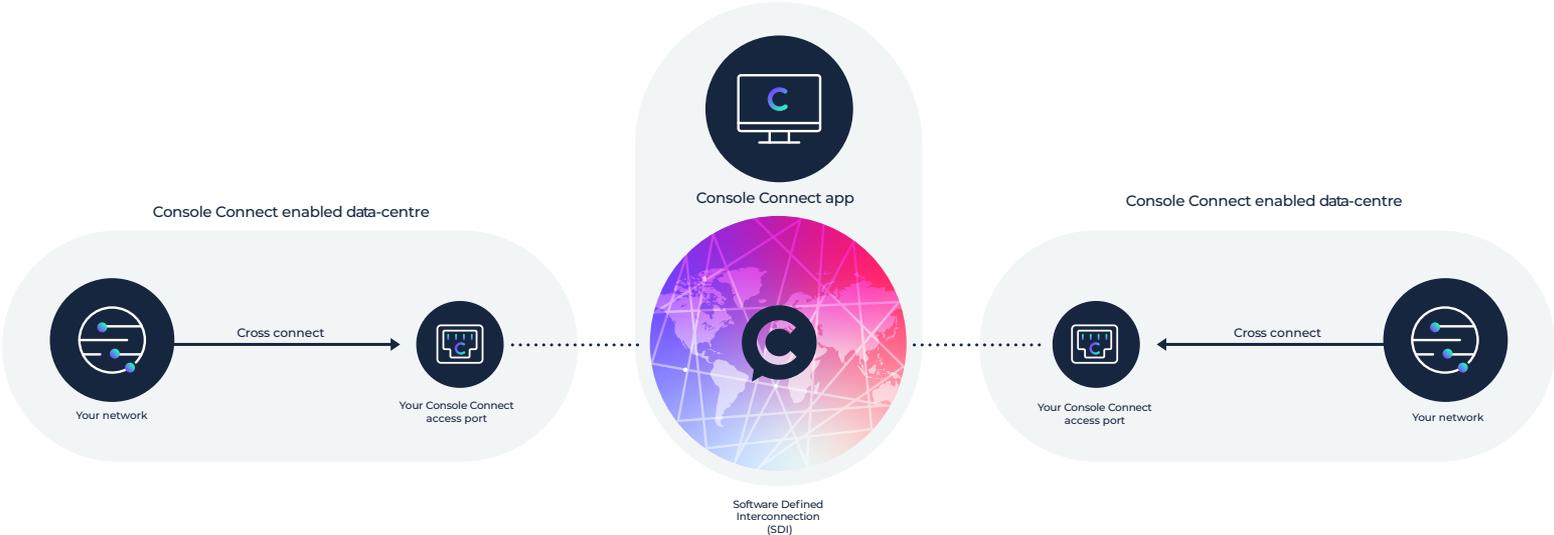
Results

Although it is still early days, Telna is already seeing the benefits of using Console Connect: Telna is offering its customers the Console Connect self-service portal to connect to its network. "When we onboard new customers to our platform, we now also offer Console Connect as another way to connect to us," says Gregory Gundelfinger CEO of Telna.

The Console Connect platform is presenting Telna with new opportunities in Asia. Console Connect is available in 80+ data centres throughout the Asia Pacific, and the underlying Console Connect network offers extensive reach across the region.
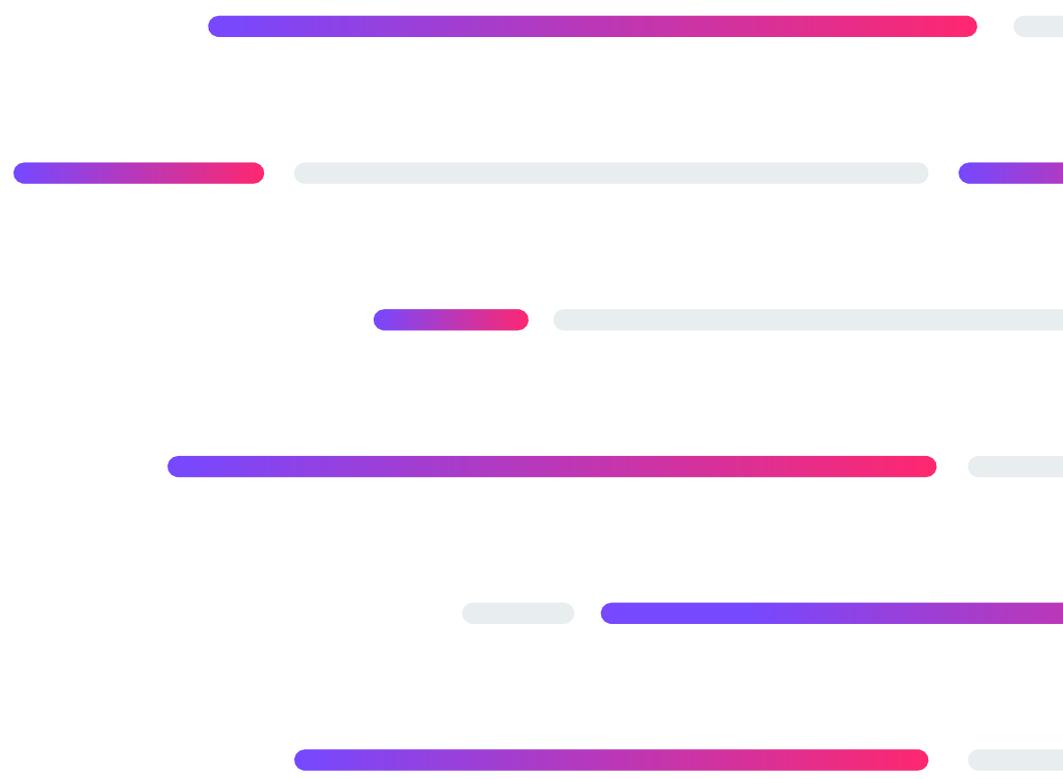
Outcomes —

Although Telna's journey with Console Connect has just begun, the platform is already proving a unique fit: "The thing that excites us is this is true connectivity-as-a-service. We like the flexibility and cost that the Console Connect platform offers us," says Gregory Gundelfinger CEO of Telna

"We are excited about growing our partnership further with Telna. Through a single Console Connect Access Port, Telna has access to a growing range of on-demand services - that not only help them directly connect to more data centres worldwide, but can also interconnect them with all major cloud providers and a growing ecosystem of SaaS, IoT and other NaaS partners," says Neil Templeton, VP of Digital Innovation Marketing at Console Connect.

To learn more about Telna, visit www.telna.com
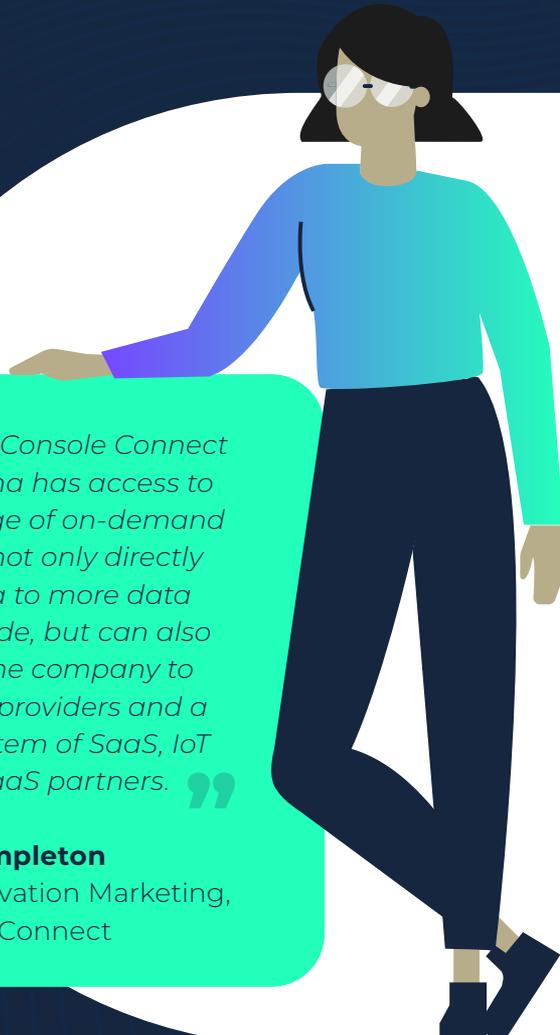
> *Through a single Console Connect Access Port, Telna has access to our growing range of on-demand services - that not only directly connects Telna to more data centres worldwide, but can also interconnect the company to all major cloud providers and a growing ecosystem of SaaS, IoT and other NaaS partners.*
>
> **Neil Templeton**
> VP of Digital Innovation Marketing, Console Connect

consoleconnect

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- Take control
- Cut complexity
- Make interconnection effortless

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Have other questions we didn't cover?

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www.consoleconnect.com
Talk to us: sales@consoleconnect.com