



ECN – ETHERNET ACCESS

ECN is a full solution provider offering a diverse range of Internet and private network connectivity solutions to its customers. Business success relies on a data transmission solution with reliable industry-standard, wide-area network connectivity regardless of speed and capacity requirements.

01 THE CHALLENGE

Looking to build reliable WAN solutions for its customers in metropolitan and regional Australia over both copper and fibre, ECN recognised the value of opting for an Ethernet service as its preferred data transmission solution.

02 THE SOLUTION

Partnering with Telstra Wholesale for Ethernet Access gives ECN the capability to deliver robust, reliable WAN solutions to its customers and the ability to offer voice, data and video convergence on a unified network. Leveraging the network with the most extensive national coverage across copper and NBN fibre and fixed wireless, ECN can deliver services to its customers wherever they are in metropolitan and regional Australia.

ECN can tailor its business access connectivity solutions to better deliver on customer needs. Multiple classes of service and scalable and granular bandwidth options give ECN the ability to prioritise traffic to meet customers' needs. It also allows it the flexibility to connect customers across a range of bandwidths and upgrade bandwidth if needed. This helps ECN improve operational efficiencies, decrease time to market and build customer loyalty.

And because Ethernet Access is a single product solution, service delivery and technical configuration is quick and easy. ECN can deliver network connections to its customers with a single handoff, independent of end customers' individual needs.

03 THE BENEFITS

- Reliable, Australia-wide network coverage for copper backed by industry best practice, end-to-end connectivity fault management and performance monitoring.
- Operational and cost benefits from dealing with one network provider.
- Scalable and granular bandwidth options and multiple classes of service so ECN's customers can connect more flexibly across a range of bandwidths over copper and fibre and upgrade bandwidth when needed.
- Telstra's Ethernet aggregation handoff at User Network Interface speeds of up to 10Gbps saves costs and reduces port count and rack space.
- Improved responsiveness and quicker provisioning of services because of immediate access to accurate pricing through Telstra's rapid quoting tool, Quotool.
- Faster and more efficient pre and post-sales experience with online quoting, ordering and billing.

"Telstra Wholesale is now much more customer focused. They've really taken the time to understand our business and see things from our point of view. We feel they speak our language – and in business that's worth a lot.

"Telstra has the network pedigree and largest footprint making it an ideal partner to assist ECN deliver our solutions."

Mark Garlipp
Managing Director
ECN Pty Ltd

POWER YOUR BUSINESS INTO THE FUTURE

When you're connected to Telstra Wholesale, Australia's leading wholesale telecommunications provider, you can take full advantage of all the opportunities coming your way.

We offer a great range of solutions across our Data and IP, Broadband and Voice, Mobility, Facilities Access and NBN portfolios. Combined with a robust and resilient network, our products give your customers the level of connectivity, service and reliability they demand.

Whether you run an extensive network or a niche service, you can rely on us to connect all the pieces of the puzzle together and work tirelessly behind the scenes so you can focus on what you do best – looking after your customers.

Discover what's possible with our networks, technology and services powering your business.

telstrawholesale.com/possibilities

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