



VIRTUTEL – VOICE, ADSL AND DATA SOLUTIONS

VirtuTel is a specialised wholesale data and voice services provider for system integrators and boutique service providers in Australia and New Zealand with international coverage in North American, Europe and Asia. As a supplier of the full range of telecommunications services, access to world-class products and services and a high-performance, reliable network is critical to meeting the needs of its growing national and international client base.

01 THE CHALLENGE

Reliable, top-of-class telecommunication services with national and international network coverage are key to the success of data and voice service providers.

VirtuTel has an IP MPLS network and offers a range of wholesale telecommunications services such as PSTN/ISDN, VOIP, data solutions, IP Transit, International Voice and ADSL. It was looking to integrate with a tier one telco to enhance this product offering and provide a full suite of wholesale and retail products – part of its strategy to become a full suite supplier to the business market.

Equally important was ensuring its product offering be supported by a reliable MPLS network.

Another priority for VirtuTel, as it continued to grow its customer base, was extending and enhancing network coverage in Australia and overseas to New Zealand, Asia, and the USA. This included replacing its international link to New Zealand and adding a new link to the USA.

“In our business, we need a strong presence – not only in Australia but overseas. We can do that by leveraging Telstra’s international presence and experience.

“But it goes further than that. Our relationship with Telstra is based on trust. Telstra Wholesale is always our preferred option.”

David Allen
CEO, VirtuTel

02 THE SOLUTION

Coming on board with Telstra Wholesale’s WLR/DSL solution meant VirtuTel could offer fast, reliable broadband to customers across Australia, connecting them to ADSL-enabled sites throughout metropolitan and regional Australia, and package this with its own value-added applications and services. And by opting into Ethernet-based national broadband aggregation, VirtuTel can aggregate DSL and NBN traffic over a single physical access at a single location or to several locations in multiple states, simplifying its existing broadband operations and making the transition to the NBN easier.

03 THE BENEFITS

- Telstra’s full network coverage across Australia and international network connection enables VirtuTel to expand its presence domestically and internationally in the Asia Pacific region and the USA.
- Onboarding for the full suite of data and IP network access services, VirtuTel can offer a complete solution – a ‘one-stop’ shop for all data and voice needs – to become a complete carrier service.
- Competitive pricing within Zone 1 enables VirtuTel to meet the requirements of its sub-wholesale customers.
- Direct connection with Telstra’s network means VirtuTel can offer its customers a robust failover solution for business data links – supported by 24x7 fault monitoring and reporting and service restoration.
- Partnering with a tier one telco with a reputation as a world-class telecommunications provider, supports and reinforces VirtuTel’s growth strategy domestically and internationally.
- Telstra’s commitment to structural separation and service equivalence mean VirtuTel can be confident in the security of their confidential information, and always benefit from professional service and equivalence on price, information, operational quality and systems and processes.

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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