

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:

- Wide interoperability for connectivity to almost any IP-PBX
- Broadly scalable to meet current and future capacity needs
- High level of security and resiliency to ensure reliability

AudioCodes Solutions:

- Mediant 9000 SBC

Benefits:

- Seamless connectivity and enhanced Quality of Experience (QoE)
- Vast SIP mediation, extensive interoperability and true scalability
- Powerful security for defense against malicious attacks
- High availability and survivability for real resiliency

Axtel

Session border controllers enable high-quality and secure VoIP services

Axtel, a leading provider of enterprise communications services based in Mexico, selected AudioCodes' Mediant session border controllers (SBC) as a critical component of its unified communications (UC) and SIP trunking service infrastructure. AudioCodes' Mediant SBCs enable Axtel to deliver secure and high-quality VoIP services to its business customers throughout Mexico.

Background

Axtel is a Mexican telecommunications company based in Monterrey that was created in 2016. Axtel serves the enterprise, government and residential markets with a diverse portfolio of solutions through its brands Alestra (enterprise and government services) and Axtel (residential and small businesses services). With a network infrastructure of over 42,000 km of fiber and more than 7,000 square meters of data center, Axtel helps organizations to be more productive and brings people together to improve their quality of life.



AudioCodes' Mediant SBCs were Axtel's favored choice because their extensive interoperability, interworking and security functions allow Axtel to accelerate its UC and SIP trunking offering.

Axtel's new all-IP service was successfully launched, providing advanced VoIP services to their business customers across Mexico with a strong focus on superior quality and security.



Mediant 9000 SBC

Challenges

As part of their drive to launch a new all-IP service, Axtel needed a secure and resilient SIP trunking solution with extensive interoperability to enable effortless connectivity with virtually any IP-PBX. It was also imperative for them to find a broadly scalable solution that could easily meet their current and future capacity needs.

AudioCodes' Mediant SBCs were Axtel's favored choice. Their extensive interoperability, interworking and security functions allow Axtel to accelerate its UC and SIP trunking offering by efficiently mediating between its business customers, UC platform and SIP trunking infrastructure.

Solution

[AudioCodes' Mediant SBCs](#) provide businesses with the interoperability, survivability and quality assurance required to connect their IP-based communications platforms with branch offices and service provider networks. They deliver secure and resilient VoIP services by enforcing call admission control, providing end-to-end security and protecting against denial-of-service attacks and other service-impacting events. AudioCodes Mediant SBCs can be deployed as dedicated appliances or as software running in virtual environments. They are ideal for:

- SIP trunking
- IP contact centers
- Hosted UC applications
- WebRTC gateway
- Remote and mobile worker support
- Connecting to multiple service providers with least cost routing capability
- SIP mediation between UC and IP-PBX systems

Since the core SBC plays a critical role serving Axtel's UC and SIP trunking service in its VoIP network infrastructure, Axtel needed a highly secured and resilient SBC with large capacity and flexible scalability. The model selected by Axtel was AudioCodes' [Mediant 9000 SBC](#).

The AudioCodes Mediant 9000 SBC brings important benefits to Axtel, including:

- **Reliability** – Seamless connectivity and enhanced Quality of Experience (QoE)
- **Versatility** – Vast SIP mediation, extensive interoperability and true scalability
- **Security** – Strong defense against malicious attacks
- **Resiliency** – High availability and survivability
- **Simplicity** – Single managed point of demarcation

"We selected the AudioCodes Mediant 9000 SBC for its rich capabilities and smooth integration with our advanced SIP portfolio and hosted IP-PBX solutions."

Luis Arturo Rosales Mejia

Strategy Manager, Voice & Collaboration Products at Axtel

Results

Axtel's new all-IP service was successfully launched, enabling them to provide advanced VoIP services to their business customers across Mexico with a strong focus on superior quality and security.

"We selected the AudioCodes Mediant 9000 SBC for its rich capabilities and smooth integration with our advanced SIP portfolio and hosted IP-PBX solutions," said Luis Arturo Rosales Mejia, Strategy Manager, Voice and Collaboration Products at Axtel. "Throughout our collaboration, AudioCodes has consistently delivered innovative, high-quality voice over IP products, including multi-service business routers, media gateways, on-premises session border controllers and IP phones that complement our core solutions. The Mediant 9000 continues the crucial role of AudioCodes in our network by meeting the needs of today's advanced IP telephony systems."

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