CASE STUDY

Martin Health Equips Its Network for the Needs of Today... and Tomorrow

THE CHALLENGE

Martin Health, a top-ranked nonprofit hospital system along Florida's Atlantic coast, was beginning to feel the pressure of bandwidth constraints between two hospitals, roughly 32km apart. These facilites needed as much bandwidth as possible on the 2 leased strands of existing fiber. There was no room in the budget (now or in the foreseeable future) to lay or lease additional fiber.

THE SOLUTION

Martin Health turned to Champion ONE, who had been their trusted business partner for Cisco-compatible single fiber (bi-directional) transceivers for several years. Champion ONE provided a point-to-point DWDM Mux/Demux system, as pictured below. This solution increases the bandwidth over existing fiber by 4x, effectively turning 10G into 40G. The additional capacity of the filter means they could double this bandwidth, for an effective data rate of 80G!

RESULTS

Champion ONE's passive networking solution enabled Martin Health to **add bandwidth between two hospitals without incurring the cost of leasing additional fiber**. In the three years since this solution was deployed, there have been **no network errors** over this simple, reliable network link. Martin Health has been so pleased with the performance of Champion ONE's solution that they are have deployed the same solution to connect a third hospital, with similar room for service expansion in the future.

> "[Champion ONE has been] a fantastic partner, giving us a great solution without any headaches at an affordable price. Great technology, great price, great quality!"
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> **— ESDRAS ADAMES,
> SENIOR NETWORK ANALYST**