

CASE STUDY

Champion ONE Brings Multi-Platform Compatibility Expertise to Large University

THE CHALLENGE

A prominent southeastern college, one of the largest US universities by enrollment, were longtime users of Champion ONE optical transceivers with their Avaya equipment, citing superior performance to the OEM's own transceivers. However, after a forklift network upgrade to Cisco, they began purchasing Cisco bundled optics. When they began upgrading inter-campus links from 1G to 10G, the cost of the upgrade itself made the leased fiber costs unbearable.

THE SOLUTION

Champion ONE provided Cisco-compatible 10G single fiber (bi-di) transceivers, offering full-duplex 10G service over a single strand of fiber. These transceivers were not offered as part of Cisco's standard bundle.

RESULTS

Champion ONE's **proven track record of compatibility expertise** with a previous network platform led the college to return to Champion ONE to solve their next challenge. By providing a solution that was absent from the network platform's standard offering, Champion ONE facilitated this crucial network upgrade by **reducing leased fiber costs by up to 50%**. Since this upgrade, the college has continued to turn to Champion ONE for subsequent projects, earning the status of **trusted optical networking partner**.

50% *Reduction in leased fiber costs*

100% *Success rate for programming compatibility*

10 *Years as a trusted optical solutions partner*