ViaSat

"Most of the OSS solutions we evaluated were segmented in their approach – providing Customer Care here, and provisioning there, but no one brought it all under one roof, until we found Rodopi. The more we evaluated OSS offerings, the more we liked the depth and the breadth of Rodopi's solution"
says Thomas Eidenschink, Director of Consumer/SOHO Broadband Systems for ViaSat.

Key Features
- Automated provisioning
- Multi-service billing
- Virtual Network Operators support
- Load balancing and bandwidth optimization
- Integrated diagnostics
- Self-serve Customer Portal
- Packaged solution
- Online reports
- Electronic and paper invoicing

Rodopi
SOFTWARE

Large scale satellite-based broadband services with reseller capabilities for investment optimization

About ViaSat
ViaSat produces innovative satellite and other wireless communication products that enable fast, secure, and efficient communications to any location. They bring today's new communications applications to people out of reach of terrestrial networks, in both commercial and government markets. Products include satellite broadband networking systems for fixed sites, mobility, and portable applications, along with antenna systems, and satellite transceivers. In addition the company supplies network security and communications equipment for the new network centric military.

The Need
-Implement a reseller model to increase network utilization and address markets satellite operators may not have been able to exploit themselves. Multiple Virtual Network Operators will then help expand the customer base and bring incremental revenue to the Host Network Operator

 Deploy solutions that are pre-integrated and can handle the entire portfolio of next generation services to minimize Total Cost of Ownership and accelerate Time To Market.

The Challenge
Have Satellite Broadband Service Providers profitably offer broadband Internet access, voice and other multimedia services while maximizing their existing investments in their core networks.

The Solution
Rodopi has partnered with ViaSat to provide a fully packaged and proven turn-key solution called **ViaSat SurfBeam Virtual OSS**. The solution enables service providers operating hub facilities to allocate satellite resources among multiple reseller customers, and provides the monitoring, management and control necessary to address the unique requirements of the end users accessing the network. The combined solution brings:
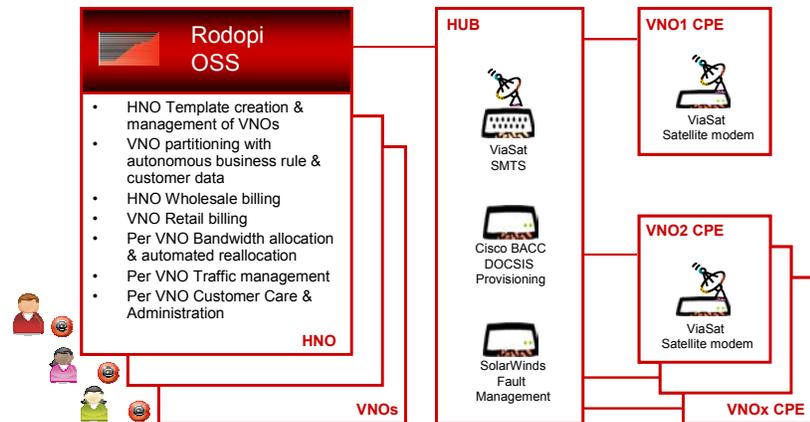- Packaged support for Virtual Network Operators; each VNO with its own automated back office system, customer management, bandwidth allocation and traffic management
- Automated load balancing and differentiated services
- Integrated subscriber diagnostics
- Fully automated workflows for activation, suspension, RMA.

Architecture

"We're implementing successful, mission critical systems today, and with the help of companies like Rodopi, we'll continue to make it easier and more attractive for customers to adopt satellite-based broadband in the future " adds Thomas Eidenschink, ViaSat

Rodopi OSS

- HNO Template creation & management of VNOs
- VNO partitioning with autonomous business rule & customer data
- HNO Wholesale billing
- VNO Retail billing
- Per VNO Bandwidth allocation & automated reallocation
- Per VNO Traffic management
- Per VNO Customer Care & Administration

HNO

VNOs

HUB

ViaSat SMTS

Cisco BACC DOCSIS Provisioning

SolarWinds Fault Management

VNO1 CPE

ViaSat Satellite modem

VNO2 CPE

ViaSat Satellite modem

VNOx CPE

"We are happy to help ViaSat provide Virtual Network Operator capabilities to their hub operators and deliver turnkey satellite-based broadband services quickly, easily, and at a fraction of the cost of building such networks from scratch." says Todd Benjamin, CEO of Rodopi Software.

Why Rodopi?

- Converged IP rating, invoicing and provisioning
- Resource management (DID, IP address, satellite modems…)
- Traffic and bandwidth optimization, fair access policy and quota management
- Packaged support for Virtual Network Operators with template driven VNO creation and management
- Out of the box customer self-serve portals and self sign-up
- Integrated fault management and subscriber diagnostics
- Service specific modules and out of the box support for VoIP, payment processing, Prepaid, etc.
- Cost-effective solution, affordable for all sizes
- Key relationships with third-party equipment vendors (Incognito™, Cisco®…)

The Result

ViaSat now lowers the cost-of-entry for service providers who seek to deliver satellite-based broadband services; costs which otherwise would be prohibitive when addressing rural or under developed markets from scratch. The ViaSat SurfBeam Virtual OSS is up & running in weeks rather than months!

ViaSat is accomplishing two of its growth goals – helping its customers add subscribers, and making it easier to provide new revenue-generating services. To date at least 5 customers have rolled-out the combined ViaSat/Rodopi solution, in Wisconsin, Maryland, Mexico, Columbia and Malaysia.

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About Rodopi
Rodopi Software provides fully web-enabled, converged solutions to automate real-time provisioning, billing and customer care for IP wireline, wireless and integrated broadband service providers and resellers. Rodopi's fully integrated business platform cuts costs and streamlines your network operations by enabling and delivering all your services with a single application. More than 600 customers in 50 countries, from small companies to large PTTs, count on Rodopi's billing, provisioning and integration capabilities to accelerate time-to-market and increase customer satisfaction.
For more information, visit www.rodopi.com