

## DNS:NET

INTERNET SERVICE GMBH

### What the client says

"In ZyXEL we have a very successful and experienced partner for our projects with whom we can also develop and realize innovative solutions. We were convinced by the professional project support both in pre- and in post-sales. ZyXEL takes customer care very seriously and has enabled us to take other aspects of projects into account and also put these into practice. In addition to this the Metro Ethernet switches are extremely reliable and very competitive in terms of price. We plan to undertake about 50 further projects with ZyXEL this year."

*Volker Rau, Technical Director,  
DNS:NET, Berlin, Germany*

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## Success Story

### Challenge

DNS:NET was looking for an innovative solution from an experienced and reliable partner whose solutions not only had been successfully field-tested several times over. The partner must also be able to vouch for the compatibility of different end products from different manufacturers.

### Solution

Not only were ZyXEL's VDSL switches, the pizza boxes which have both VDSL2 and ADSL2+ connections with AnnexM for connecting to the distribution switchboard of the Telekom, but also numerous FTTB solutions with aggregate switches were used in the projects. ZyXEL IP DSLAMs and the corresponding line cards were installed in the former Olympic Village in Berlin and also for the first time in Michendorf near Berlin where a main cable of the Telekom with 600DA cut and re-routed into an air-conditioned cabinet. Thanks to these successful projects and installations DNS:NET has managed to establish itself extremely well and has actively used the subsidies provided by the German government for the elimination of "white spots", here for example with support from the local government who provided free of charge directional radio.

### About DNS:NET

DNS:NET is a B2B city carrier and a medium-sized telecommunication company based in Berlin with the focus on Berlin and Brandenburg. Since 2007 the company has been investing in its own network with the aim of realizing broadband access via its own switching system and in doing so become a realistic alternative to the large providers. DNS:NET has already achieved this in Brandenburg, where the city carrier provides some areas with a combination of directional radio and glass fiber resulting in broadband access with up to 50 megabits (Mbits).

### About ZyXEL Communications

ZyXEL Communications Corp., founded in 1989 and headquartered in Taiwan, is the leading provider of complete broadband access solutions. As one of the early modern manufacturers, ZyXEL has undergone many transformations in the fast-paced networking industry. Today, ZyXEL is one of the few companies in the world capable of offering complete networking solutions of Telco, SME/Enterprise, and Digital Home for a wide range of deployment scenarios. Telco solutions include wired and wireless access network equipments, networking customer premises equipments, and Carrier Switches. SME and Enterprise solutions include Unified Security Gateway, LAN Switches, WLAN, and IP telephony. Digital Home solutions include network connectivity devices and multimedia solutions.

The company has 3200 employees and distributors in 70 countries, reaching more than 150 regional markets. The ZyXEL Communications Corp. includes 33 subsidiaries and sales offices and two research and development centers worldwide. For more information, visit the company's Website, <http://www.zyxel.com>.

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