



## TurkNet expands fiber deployments with Zyxel's FTTH-GPON Solutions

Founded in 1996, TurkNet is one of Turkey's 100 largest IT companies. With a population of over 82 million people, the Turkish market is massive, and very competitive, but TurkNet is a powerful independent next generation telecom operator, always looking to expand their local, national and international connections to offer innovative products, large-scale broadband, and fiber-based infrastructure.

Thanks to TurkNet's strong, widespread backup and high-capacity backbone, they are able to provide quality and reliable service that match private and corporate demands, in every region of Turkey. TurkNet has been using Zyxel's DSL CPE for several years, and in late 2019, they were on the look-out for new GPON technology.

Their challenge was to find affordable, high-performance solutions that could fit into a highly-competitive FTTH-GPON market. Besides the importance of competitive pricing, TurkNet needed a partner with a solution-oriented approach to any operational challenges as well as a strong local presence in Turkey.

**" We recommend Zyxel Communications to our colleagues in worldwide ISP's without hesitation."**

**Mustafa Uçar**  
Chief Technology Officer,  
TurkNet



Zyxel Communications offers the added flexibility to use our existing fixed line CPE for both DSL and Fiber services, so we were able to support TurkNet on their process towards Fiber.

“Zyxel provided a reasonably priced solution that fits our requirements, and they had a great local team that helped us throughout the process,” says Sinan Kurmuş, Chief Consumer Business Unit Officer, TurkNet.

“Zyxel’s fiber access solution provides different fiber connectivity options for our service provider requirements. We can easily deploy services on GPON, Active Fiber solutions with OLT, ONU/ONT and active fiber gateways in our roadmap. GPON technology is the first step,” adds Mustafa Uçar, Chief Technology Officer at TurkNet.

TurkNet already used Zyxel’s VMG8623 Dual-Band Wireless AC/N VDSL2 Gigabit IAD. In order to expand their assortment of services, they added the Zyxel OLT1404A 4-port GPON OLT, PMG1005 Series GPON SFU with 1-port GbE LAN, IES5212 Series of Temperature-Hardened Chassis MSAN to the product line up – giving them the valuable logistical advantage of using products for both DSL and fiber.

“The 4-port pizza box OLT provides us a cost-effective solution, and cost saving is important for TurkNet’s sustainable growth,” says Mustafa Uçar, Chief Technology Officer at TurkNet.

TurkNet has made continuous investments and innovations over the years, and works after a principle of unconditional customer satisfaction. Due to all their hard work, TurkNet continues to be one of the most important players in the Turkish telecom market. Here’s Mustafa Uçar, Chief Technology Officer at TurkNet, with a closing statement that we are very proud to share with you all: “We did not face any problems in the implementation process. Zyxel’s technical teams were very helpful, it was easy to implement the Zyxel FTTH-GPON equipment, and any issues with the operation of the equipment was quickly resolved with firmware upgrades. We recommend Zyxel Communications to our colleague in worldwide ISP’s without hesitation.”

### TurkNet’s challenges

Finding an affordable, high-performance FTTH-GPON solution for a highly-competitive market.

### Zyxel’s solutions

TurkNet already used Zyxel’s VMG8623 Dual-Band Wireless IAD. In order to expand their assortment of services, TurkNet added:

- Zyxel OLT1404A 4-port GPON OLT
- PMG1005 GPON SFU
- IES5212 8.3U 12-slot Chassis MSAN

### Core benefits

- Fast and easy deployment
- Superior flexibility and interoperability
- Strong local presence
- Instant technical supports
- Cost-effective solutions

## Featured products



### **IES5212 Series**

8.3U 12-slot Temperature-Hardened Chassis MSAN/OLT

- 192x2-port vectoring
- 400-port GbE
- 160-port GPON
- DHCP
- QoS
- IGMP
- Temperature-hardened



### **OLT1404A**

1U 4-port Pizza Box GPON OLT

- 4-port GPON
- 4-port 10G uplink
- 8-port 2.5G uplink
- 8-port 1G uplink
- QoS
- Temperature-hardened



### **PMG1005 Series**

GPON SFU with 1-port GbE LAN

- Gigabit data access via passive fiber
- Compact size and simple bridge design for easy installation
- OMCI remote management



### **VMG8623-T50B**

Dual-Band Wireless AC1200 VDSL2 Gigabit IAD

- 5 GHz 2x2 ac
- 2.4 GHz 2x2 n
- TR-069/TR-181 i2
- VoIP
- VDSL2 Annex A 35b
- QoS
- OPAL platform

For more product information, visit us on the web at <http://service-provider.zyxel.com/>

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Customer story [TurkNet](#)

