Zyxel Routers Power Ogi's Mission To Transform Connectivity Across South Wales

Main Challenge

After acquiring a small South Wales-based managed services company, telecommunications provider Ogi set out to rapidly extend its footprint across the region.

Ogi had a bold goal of connecting more than 150,000 households to full-fiber infrastructure within five years. However, Ogi knew delivering a network that could power South Wales' bustling tech sector would require a partnership to extend its fiber into homes and offices.

The service provider specifically sought a partner that could help it address the unique challenges posed by fast growth, as well as future-proof the network – enabling Ogi's customers to easily access speeds exceeding 1 gigabit.

Solution

Ogi chose Zyxel's EX3301 dual-band routers and WX3100 gigabit extenders from Zyxel's line of Wi-Fi 6-enabled routers and extenders. In addition to supporting Wi-Fi 6 capabilities, the EX3301 and WX3100 offer flexible integration into Ogi's network, comply with EasyMesh standards and are designed for faster time to market.

Main Story

Ogi needed a partner that could not only supply materials but enable success throughout its supply chain. With proven success enabling fiber projects across Europe, Zyxel was the right partner to assist Ogi in scaling quickly.

Zyxel gave Ogi the platform to simplify resource-consuming tasks, such as providing an Ogi branded sleeve around Zyxel's recyclable brown box so the product was ready to be distributed immediately. Zyxel prepared Ogi's equipment kits for shipping and assisted in settling its forecasting processes – ensuring there was always enough hardware available to meet Ogi's needs.

Support built for the long run
With remote management capabilities, Zyxel's team continuously keeps customers' hardware up to date with the latest security patches and can troubleshoot easily when necessary. Additionally, Ogi can continuously upgrade routers and extenders without connectivity disruption.

Success | Result

Because of its unique positioning to support Ogi's supply chain and hardware needs, Zyxel has helped the telecommunications provider make significant headway toward its goal of connecting more than 150,000 homes across South Wales with high-speed, fiber-based internet.

" The biggest difference between a partner and a supplier is that a partner is interested in more than just delivering your hardware – they actively play a role in your success. Zyxel is a strong partner, giving us the equipment we need to meet great demand, even as a smaller company, while also helping us simplify day-to-day logistics."

**- Andrew Dow
  Director of Business Sales at Ogi**

As a full fiber and IT managed services company headquartered in Wales, Ogi's mission is to help transform South Wales into the digital forefront of technology and connectivity.

Product Solution

EX3301 Dual-Band Wireless Ethernet Gateway

WX3100 Dual-Band Wireless Extender

Zyxel's Wi-Fi 6 Mesh solutions are the key to super-fast reliable broadband coverage on either fiber or copper infrastructure. Compliant with EasyMesh standards, Zyxel's Wi-Fi 6 powered MPro Mesh® Solutions incorporate hardware, software and an intuitive mobile app to optimize connections in spaces with many connected devices, such as the home or workplace.

Zyxel's comprehensive Wi-Fi 6 portfolio supports major broadband technologies such as 5G NR, PON, active fiber, DSL, and Ethernet, so service providers can choose a single product that works in a variety of their deployments.

Read more about Zyxel's Wi-Fi 6 solutions