



Empowering Kenya's Digital Future: NTT DATA Builds a High-Capacity, Reliable Network with BATM Networks

A decade of transformation. One trusted partnership driving resilient, high-performance connectivity across Kenya.

A Decade of Vision, Continuous Evolution

Over ten years ago, when Access Kenya was still operating under its original name, the team foresaw the emerging trends: a rising demand for bandwidth, business-critical connectivity, and the need to keep pace with a rapidly evolving digital economy.

As the company evolved, becoming Internet Solutions, then Dimension Data, and eventually **NTT DATA**, the challenge remained the same:

How do we scale our fiber network to meet today's needs without limiting tomorrow's growth?

The Challenge:

Pushing the Limits of Connectivity

The existing infrastructure was reaching its limits. Services were growing, traffic was increasing, and more enterprise customers were demanding consistent high-speed connectivity. NTT needed a solution that would not only boost performance but also support a long-term network strategy.

The key priorities:

- Scale from 1G to 10G and beyond, without replacing core infrastructure
- Ensure network stability for thousands of active customers
- Support business growth with a flexible and service-rich platform
- Execute upgrades in a live environment, without disrupting services

The Solution:

Engineering a Scalable Network Backbone

To address these evolving demands, NTT DATA turned to BATM Networks, deploying T-Series Carrier Ethernet product family across its access and core layers.

The transformation began with the TM-3312, a compact, high-density demarcation device used to aggregate traffic and enable advanced service management at the edge. This enabled NTT to expand its fiber services to more locations while maintaining complete control and visibility over service-level agreements (SLAs). As demand grew, the company expanded its footprint with the TM-3348, adding more ports, greater throughput, and advanced timing and synchronization features critical for modern applications such as mobile backhaul.

At the heart of the network, the TM-8104 delivered powerful aggregation and switching capabilities. With its support for up to 100G interfaces and a redundant, modular architecture, the TM-8104 provided the scalability and reliability needed to form a resilient and future-ready core.

All devices were managed under a unified service and network orchestration layer, enabling simplified provisioning, monitoring, and troubleshooting.

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“BATM Networks has consistently proven to be a reliable partner, not just in terms of equipment stability, but also through their excellent service and responsiveness. Their team always reacts quickly and professionally, helping us maintain a strong and scalable network.”

Richard Hechle, Managing Director, NTT DATA East and West Africa



The Results:

Reliability that Scales with Demand

- ✓ Scalable Performance: Seamless upgrade path from 1G to 100G.
- ✓ End-to-End Visibility: Full OAM (Operations, Administration, and Maintenance) capabilities for SLA assurance.
- ✓ High Availability: Redundant hardware and software features designed for carrier-grade uptime.
- ✓ Interoperability: Easy integration with NTT DATA's existing OSS/BSS systems.
- ✓ Future-Proofing: Modular hardware ready to support emerging technologies and traffic growth.



A Partnership Built on Trust and Results

Today, NTT DATA operates a reliable, high-capacity network that delivers enterprise-grade services to customers across the country.

In June 2025, BATM Networks and NTT DATA signed a new three-year Service Level Agreement (SLA), reinforcing their decade-long collaboration and mutual trust. This renewed partnership guarantees ongoing support, performance monitoring, and continuous scalability to meet the country's expanding digital needs.

What started over a decade ago as a strategic upgrade has become the backbone of a future-ready network, built with BATM Networks' T-Series solutions and strengthened by a proven partnership founded on reliability, responsiveness, and innovation.

BATM Networks enables global enterprises, communications service providers and system integrators to build and operate sophisticated virtual networks, with powerful edge devices, and endless application schemes. BATM networks products are successfully deployed at large carriers and enterprises around the world, delivering a resilient, secured, and flexible connectivity between thousands of branches and the cloud.

Want to talk with a solution expert? Reach out salesnetworks@batm.com