



# Simplifying Ethernet Rollouts for Regional Service Providers

*How a regional cable operator cut installation time by half using BATM Networks' Carrier Ethernet demarcation switches.*

## Why they chose BATM Networks?

A regional service provider facing mounting pressure to modernize an aging, vendor-unsupported network needed a solution that would not disrupt existing services.

After extensive hands-on testing, the provider chose BATM Networks' Carrier Ethernet switches for their fast configuration, operational efficiency, and carrier-grade performance, delivering a faster, cleaner rollout across multiple sites.

# The Challenge:

## A faster way forward for regional Cable Operators

The operator's legacy network relied on aging, vendor-unsupported equipment that no longer aligned with its operational goals or growth plans.

With a small technical team stretched across daily operations and field tasks, the company needed a carrier-grade yet easy-to-deploy demarcation solution. The goal: reduce installation effort, ensure long-term reliability, and simplify lifecycle management without increasing OPEX or requiring complex re-training.

# The Solution:

## When time and simplicity matter most

They evaluated several vendors and shortlisted two finalists for direct field trials. The team conducted real-world testing on a small number of units from each vendor—including models from BATM Networks' **Telco Systems T-Marc** product family.

The decision came down to what mattered most: how easily the gear could be configured and deployed by a lean engineering team.

The result? The regional service provider chose BATM Networks and moved forward with the **T-Marc 3308 and 3348** Ethernet demarcation devices for network rollout.

## The Technical Advantage: What's inside the T-Marc Series

### TELCO SYSTEMS

#### TM-3308

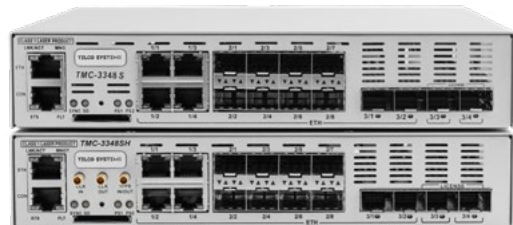
A compact, cost-effective Ethernet demarcation device with 8 GE ports and support for full OAM and SLA monitoring. Ideal for cost-sensitive deployments without compromising on service assurance.



### TELCO SYSTEMS

#### TM-3348

A 10GE-ready demarcation switch designed for higher throughput and future scalability. Offers powerful Layer 2 features, Hierarchical QoS, and rich management options to meet MEF CE 3.0 standards.



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*We didn't have time for a complicated rollout. Every hour counts when you're working with a small team. BATM's Carrier Ethernet offering was faster, cleaner, and gave us confidence from day one.*

Engineering Lead

## The Results:

### What it looked like in practice

#### The customer's engineers described the rollout as refreshingly simple:

- ✓ Units arrived pre-tested and ready to deploy
- ✓ Intuitive configuration tools reduced training time
- ✓ Documentation was clear and complete
- ✓ No surprises during setup

#### T-Marc 3308 and 3348 both models offer:

- ✓ Zero-touch provisioning to minimize manual effort
- ✓ Full support for L2/L3 demarcation and advanced QoS
- ✓ Robust service assurance with Y:1731 and 802.1ag

These were not just features, they were enablers of speed, confidence, and scalability.

## The takeaway for other Cable Operators

The regional service provider's decision wasn't about headline-grabbing specs or scale. It was about **getting the job done right, fast, and with the resources at hand.**

For other regional providers with similar challenges—outdated equipment, lean teams, and mounting pressure to modernize—BATM Networks' Telco Systems offers a compelling path forward.

Read more about the T-Marc 3308 and 3348 at [telco.com](https://telco.com)  
Want to talk with a solution expert? Reach out [salesnetworks@batm.com](mailto:salesnetworks@batm.com)