BTI Systems and DragonWave Announce Partnership to Broaden Mobile Backhaul Solutions

BTI Systems and DragonWave have teamed together to create an integrated solution to deliver cost-effective, scalable capacity across metro fiber networks. Driven by the massive adoption of advanced 3G and 4G wireless services, BTI Systems and DragonWave will address the need for backhaul of mobile broadband data from the tower to the switching center by combining the strengths of their respective packet optical metro networking and high-capacity packet convergence solutions to advance mobile backhaul transport.

“The combined BTI Systems and DragonWave solution addresses the fundamental challenge of today’s backhaul networks - transport that is optimized for the flood of packet traffic generated by broadband content, while providing support for existing 2G and 3G services. The solution provides integrated OAM functionality which is key to reducing OpEx and improving the customer experience,” said Rick Talbot, Senior Analyst, Transport and Routing, at Current Analysis.

BTI Systems will resell and integrate DragonWave’s Fusion portfolio of circuit-over-packet and multi-service access products into the BTI Systems portfolio. By combining the DragonWave Fusion portfolio with BTI Systems’ portfolio of packet optical and service delivery solutions for metropolitan networks, BTI Systems is delivering a complete All-Packet Mobile Backhaul network solution that scales to meet the capacity, redundancy, and stringent SLA requirements for backhaul of mobile broadband.

“Service providers require a solution that enables them to immediately deploy Ethernet backhaul in a cost-effective manner while supporting existing traffic as they invest in their 4G and LTE networks,” said Alan Solheim, VP Corporate Development for DragonWave. “The BTI Systems and DragonWave integrated approach combines two of the industry’s best-in-class technologies into a full, end-to-end, MEF-compliant mobile backhaul solution that can meet customers’ requirements to lower cost and increase time to market.”

“Fiber-based service providers increasingly count mobile operators among their primary customers that require access to full-service backhaul network solutions across the metro,” said Jean-Charles Fahmy, VP Product Management, BTI Systems. "The mobility sector continues to drive innovation for the industry and in partnership with DragonWave we stand at the forefront to define the next generation of fiber-based backhaul solutions.”

Members of the BTI Systems and DragonWave team will be on-hand to discuss this announcement during CommunicAsia, June 21-24, 2011, at the Marina Bay Sands in Singapore: BTI Systems in booth B-J2-05; and DragonWave in booth B-H2-05, both located in the Canadian Ontario Pavilion.

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