

## CASE STUDY

# Telia Carrier



Telia Carrier owns and operates one of the world's most extensive fiber backbones. Telia Carrier mission is to provide exceptional network infrastructure and services – empowering individuals, businesses and societies to execute their most critical activities. By working close to their customers, Telia Carrier makes big ideas happen at the speed of fiber.

### THE CHALLENGE

## Extending the international network footprint without nightmares

Telia Carrier was looking for opportunities to open new markets in Latin America to extend its international network footprint. A secure, stable and reliable colocation partner was needed to fulfill such an important task, with an strategic location where they could easily cross connect to new customers in Mexico, the first approach to expand into the Latin American market.

Telia Carrier needed to serve the Mexican markets, without having to go through the regulatory nightmare of becoming a carrier in Mexico.

### THE SOLUTION

## Partnering with a Colocation Data Center in South Texas

Since Mexican carriers no longer want to go to Dallas to interconnect, Telia Carrier turned to McAllen, where they already had customers willing to receive their services. McAllen, in South Texas, is so close to the border that has become an strategic point of contact with Mexican carriers.

In South Texas, Telia Carrier experienced problems trying to get in touch with other colocation providers until they reached McAllen Data Center, where they received instant responses and solutions from the carrier neutral data center they were looking for.





“MDC showed themselves eager to do business with Telia Carrier”, said Art Kazmierczak, Director of Business and Network Development in the Americas.

In addition to providing a diverse and secure colocation infrastructure, McAllen Data Center committed to strengthen the business case by working with TeliaSonera to bring opportunities to their pipeline.

## THE RESULTS

# Up and running in just three months

Telia Carrier was able to establish a new POP and extend their 100G services to new markets in just three months. Today, Telia Carrier has over 1000GB of new IP Transit available in South Texas under McAllen Data Center colocation infrastructure. “We have experienced good operational performance for the site, including prompt delivery of extensive fiber connectivity in the building and stable and reliable power systems performance”, said Kazmierczak.



We are pleased with MDC performance as a vendor so far. We have experienced good operational performance for the site, including prompt delivery of extensive fiber connectivity in the building and stable and reliable power systems performance. I would not hesitate recommending MDC site to other quality conscious customer similar to TSIC who value good service for a reasonable price.



**Art Kazmierczak**

*Director of Business and Network Development, Telia Carrier*

Give us a call today at (956) 429-3400 or visit [www.mcallenc.com](http://www.mcallenc.com)

McAllen Data Center helps carriers open new markets by interconnecting the major carriers in the world. We are the largest colocation provider in South Texas and the only one with 100% Uptime commitment.



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