



How Telpin has used netElastic vBNG for 5 Years to Drive Continuous Growth and Lower Costs

The Challenge

[Telpin](#) is a high-speed internet service provider in Argentina, servicing customers for over 50 years. Telpin's customer base was growing, and subscribers constantly used more bandwidth. As a result, the company was nearing capacity limits with their Juniper access routers, which were also expensive to support.

Unfortunately, these hardware-based routers weren't very scalable, which meant they had to be upgraded or replaced to handle the increased workload. And upgrading or replacing legacy hardware-based routers is expensive.

Also, Telpin wasn't interested in a one-time increase in capacity. They wanted the ability to add capacity as network demands warranted. However, given the limited flexibility of hardware-based routers, Telpin would have to purchase legacy routers with capabilities far greater than needed (to account for future growth), which was a waste of money.

In summary, Telpin was frustrated by the high cost to maintain and upgrade its infrastructure to meet the needs of its growing customer base.



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has been in
production for
over five years,
and it's been
100% reliable."**

— Martin Pagano, Telpin CEO

The Solution

netElastic's virtual BNG was immediately attractive to Telpin since the software-based solution provided the elastic scalability Telpin was looking for.

After further comparing netElastic vBNG to their legacy access routers, Telpin chose netElastic for its high-performance virtual router running on x86-based servers that delivers greater scalability

and flexibility at much lower costs. With its software-defined networking (SDN) architecture, vBNG efficiently supports up to 128,000 subscribers per BNG, with throughput of up to 1 Terabit on a 2 RU server.

vBNG also takes advantage of control and data plane separation so each can be scaled independently, which allows the dynamic adjustment of the network based on rapidly changing demands.

According to Martin Pagano, CEO at Telpin, “Replacing our Juniper MX gear with netElastic back in 2019 has been a great decision. netElastic has been 100% reliable, and upgrades to support our growth have been very easy and cost-effective.”

netElastic’s “Pay-as-you-Grow” licensing model has also benefitted Telpin. They started with one of netElastic’s smallest vBNGs solutions and have made incremental license upgrades as their business expanded. Telpin now has many netElastic vBNGs supporting tens of thousands of customers.

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Results

“One of Telpin’s core principles is to provide our customers with innovative technology and products,” said Telpin’s Martin Pagano. “netElastic’s vBNG is an example of our commitment to innovation. netElastic’s next-generation vBNG has brought us greater scalability and flexibility, which has enabled us to provide an even greater customer experience.”

netElastic’s software-based solution and market-leading scalability have also helped Telpin lower costs by more than 70% over legacy, hardware-based solutions. These cost savings are helping Telpin expand into new markets.

Based on their success over the last five years, netElastic vBNG is an important part of Telpin’s expansion plans. Telpin’s Martin Pagano said, “netElastic has been crucial in supporting Telpin’s growth and customer success. netElastic has been an outstanding partner. As we look to the future, we expect our strategic partnership with netElastic to grow even stronger.”