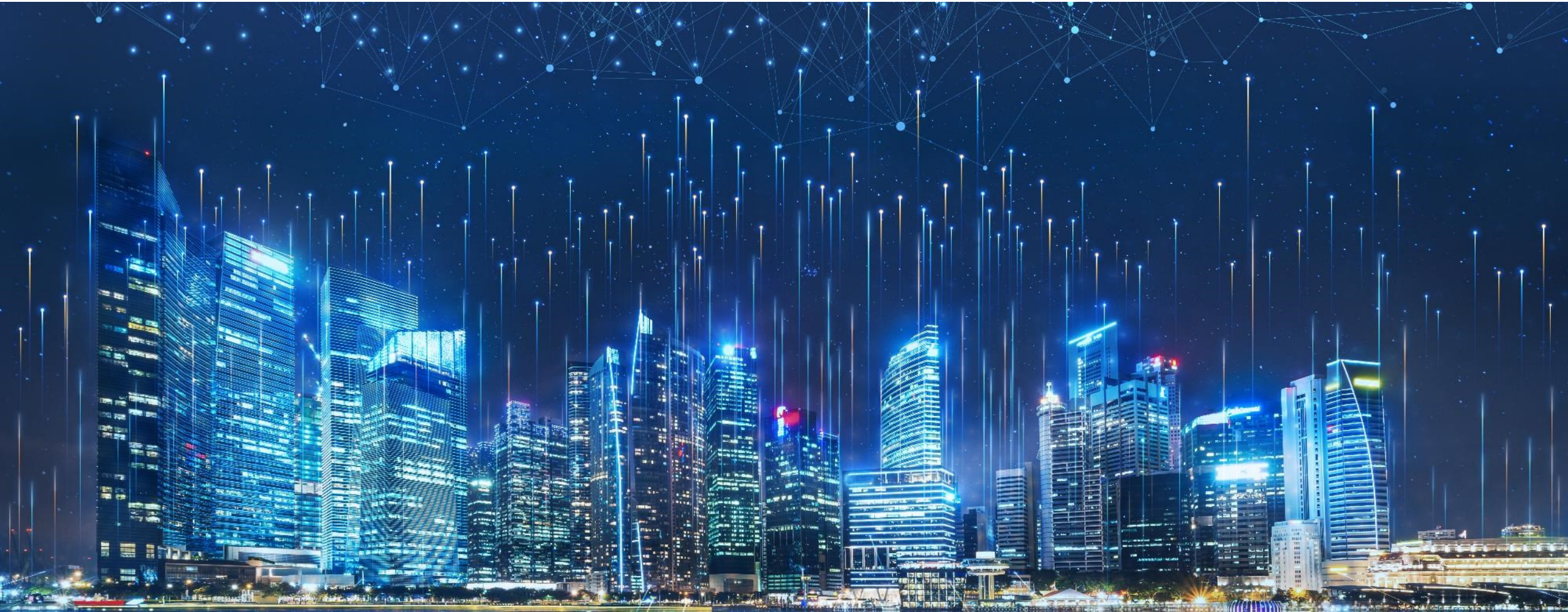




Broadband Advisory Services



Broadband is reshaping the enterprise WAN

Savvy customers are maximizing their ROI on network spend by leveraging broadband Internet service to replace costly, legacy WAN transport infrastructure at scale.

TC2 is guiding its clients through the financial, commercial and technical considerations of broadband transformations and how to capitalize on the opportunity.

Are you ready?



Deal Economics are Evolving

- Broadband and alternative access technologies are (finally) delivering on the SD-WAN business case
- 40%+ reduction in WAN expenditures while simultaneously increasing bandwidth
- Suppliers increasingly willing to provide upfront investment/credits to offset broadband deployment costs

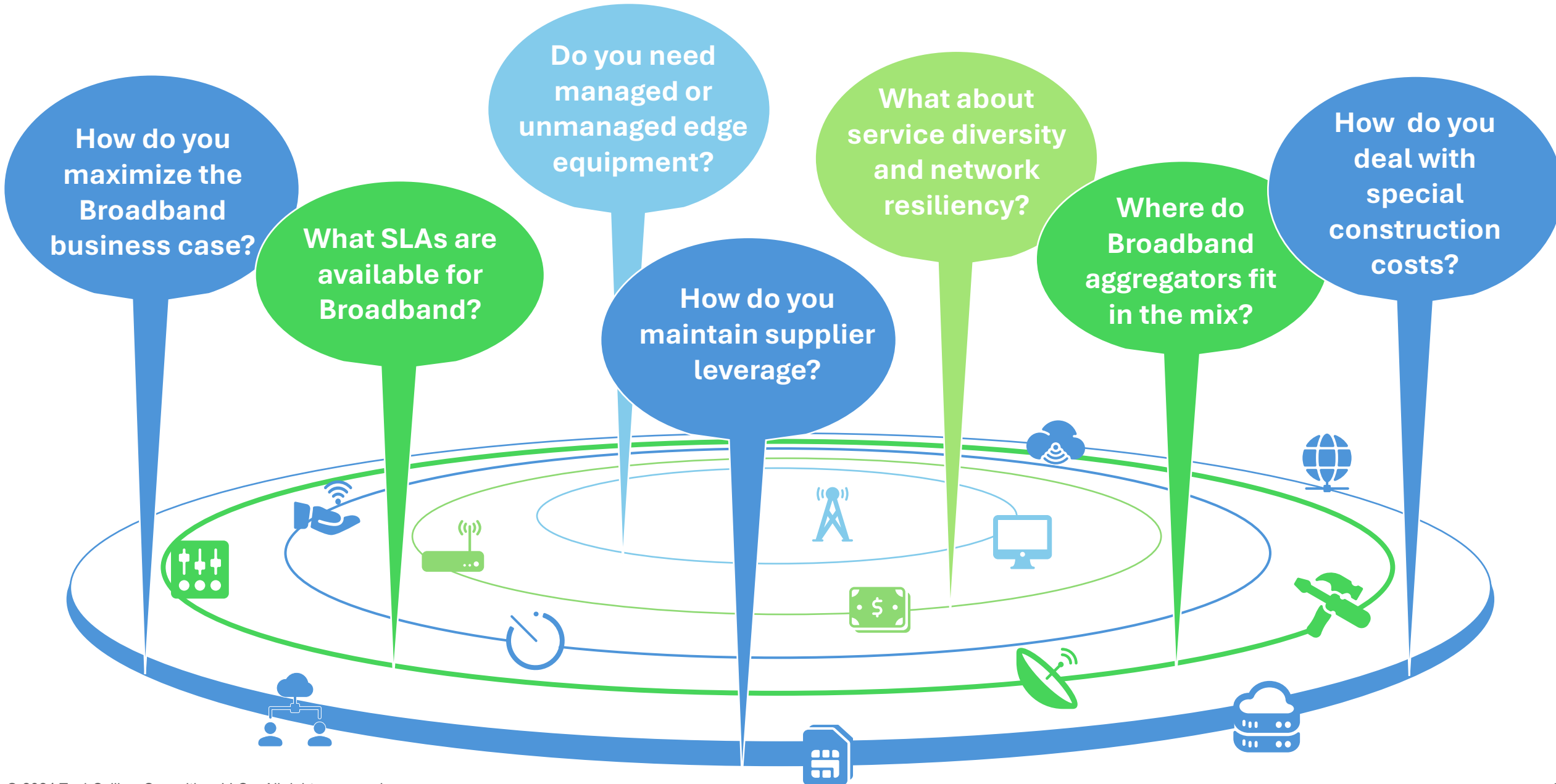
Shift in Commercial Model and Supplier Mix

- Gone are the days of multi-year contract terms with significant revenue commitments...and the lock-in that comes with it
- Broadband aggregators feature prominently, displacing traditional Tier 1 telcos
- Flexible deal structures enable continuous cost improvement

Technology is the Key Driver

- Broadband typically features as one component of a multi-faceted network design, which may also include MPLS and DIA
- Cable, FTTP, xDSL, fixed wireless, NTN and microwave can all figure into an enterprise broadband solution
- Security is paramount and is driving the adoption of SASE platforms featuring NGFWs, SWGs, CASB & ZTNA

Deploying Broadband requires addressing many new concerns



Our suite of Broadband Advisory Services support each stage of your broadband adoption

Assess

We support our clients in assessing and determining where broadband services would be a suitable technology option as part of your network technology landscape. We then develop actionable technology and sourcing strategies and roadmaps to secure the forecast cost and operational benefits and manage the risks and challenges that Broadband can present.

Sourcing Strategy

Technology Strategy

Business Case

Accelerate

Our deep experience supporting the most sophisticated, global customers enables you to accelerate time to market, extracting maximum value, at scale. Our agile sourcing methodologies, plus 40,000+ broadband benchmarks, reduce cycle times to deliver leading edge technology solutions underpinned by solid commercial constructs, all at the lowest total cost of solution ownership.

Turn-Key RFX Processes

Supplier Portfolio Development

Commercial and Contract Negotiations

Achieve

When the deal is done, the real work begins...your business and network needs evolve, technologies change and the market shifts. TC2's suite of lifecycle services is purpose built to achieve and then sustain the benefits of your technology transformation, maintaining your competitive advantage.

Broadband Benchmarking

Supplier Re-price Events

Deployment Support



Recent Broadband Engagements

A teal-tinted background image showing a shopping cart in a store, with shelves of products visible in the background.

National Retailer

- TC2 was engaged to perform a competitive RFP for wireline Broadband services
- ~2,200 sites in the US
- Results
 - Many disparate suppliers were consolidated to a single supplier/aggregator
 - Market leading rates and terms
 - Average 5X increase in bandwidth, at lower cost than baseline
 - Standardization of a service delivery model

A blue-tinted background image showing a modern glass skyscraper with a grid-like facade.

Financial Services

- TC2 was engaged to develop and execute on an “Internet First” sourcing strategy
- Network design featured Broadband, DIA and Fixed Wireless Access at ~4,500 sites in the US
- Results
 - Over 50% reduction in solution cost
 - Exponential increase in bandwidth and network resiliency
 - Optimal mix of technologies, and suppliers including both Tier 1 telcos and aggregators

Meet TC2's Broadband experts

TC2 offers support and solutions no matter where you are in your broadband adoption journey.

Contact any of the experts listed here (or your usual TC2 resources) to arrange a private market briefing on the increasing adoption of broadband services and the integration with other WAN network technologies, as part of SD-WAN and SASE powered Internet First network architectures.



What we've been saying recently about broadband in the enterprise:

- [The Time has Come for Broadband](#)
- [Fixed Wireless Access](#)
- [The Evolving Business Case for Broadband in the Enterprise WAN](#)



Over 25 years of ICT focusing on WAN technologies such as broadband, DIA, MPLS, VPLS and NTN plus many outsourcing, managed services and UCaaS/CCaaS projects

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Over 25 years of procurement, network sourcing, and ICT contracting experience; multiple recent Broadband and Internet First sourcing events

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Over 25 years of network sourcing with financial assessments and cost savings analytics, including Internet First and Broadband

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