



Service Provider Delivers More for Less

Slovakian service provider Antik modernizes its networks to deliver “triple play” services at no extra cost

Case Study



Customer Name: **Antik Computers and Communications s.r.o.**
Industry: **Service Provider**
Location: **Slovakia**
Company Size: **120 employees**

Business Impact

- Better service and value for money for customers
- More reliable and easier to manage network operations
- Faster time to service profitability

Business Challenge

Antik Computers and Communications has set its sights on becoming one of Slovakia’s leading service providers. Founded in 1999, the company started out as a local Internet provider before adding voice services to its portfolio, then expanding its offering to include a wide range of digital broadcasting, web hosting, and mail hosting services to over 30,000 residential and 200 business customers. The company also incorporates a popular computer retail business and an internal team of software developers.

To remain competitive, Antik needed to undertake an extensive modernization of its core, access, and aggregation networks. The end goal was to enable a “triple play” (Internet, voice, and IPTV) service offering delivered over a fiber-to-the-home (FTTH) architecture. Other key requirements included improving network management and control of IP traffic, while reducing operating costs. With the current global economic challenges placing greater importance on conserving cash and credit lines, the company was also keen to avoid the upfront cost of capital investment.

Solution and Results

Antik installed a mix of Cisco routing and switching technologies and security solutions, which work together with Cisco network management software and deep packet inspection applications to provide a complete FTTH solution.

An alternative finance solution from [Cisco Capital](#) enabled Antik to spread the cost of the network upgrade and pay for it as a predictable monthly operating expense. As well as improving cash flow management and time to service profitability, the operating lease has also reduced risk with built-in technology refresh options.

“The Cisco solution has provided a more stable, higher-performing IP network with better security and management tools, including the ability to tightly control application-level IP traffic per subscriber. And financing meant that we did not have to risk breaking our business model to get it,” says Igor Kolla, CEO for Antik Computers and Communications.

Antik’s IP next-generation network is already helping to provide crucial market differentiation. With greater reliability and efficiency of network operations, the company plans to pass these savings on to customers by offering its new TANGO digital TV service for the same price they currently pay for an Internet and voice package.

“Thanks to our Cisco IP next-generation network we are able to diagnose any potential issues faster and thus minimize the risk of downtime. The Cisco products are of superior quality, which is saving our IT department time and increasing their productivity.”

Igor Kolla
CEO, Antik Computers and Communications

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