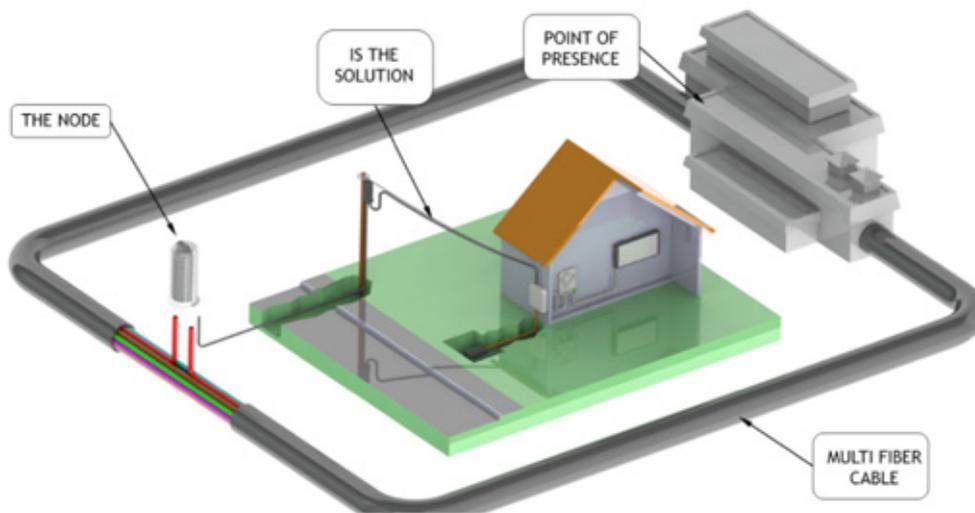


HOW MOBILY USED MINIFLEX TO COMPLETE INSTALLATIONS IN HALF THE TIME

Driving down deployment costs in Saudi Arabia



Background

Mobily is the second operator in the Kingdom of Saudi Arabia and is an innovator when it comes to new technologies and techniques in the telecommunication space.

Mobily is currently connecting around 2,000 new fiber customers a month. Deployments are carried out by external contractors, using products approved by Mobily. PPC's (formerly m2fx) low risk and cost effective Miniflex fiber optic cable is one of those solutions.

Detecon Al-Saudia is an approved supplier to Mobily and currently undertakes approximately 500 installations per month in the Western region, which covers the Kingdom's city of Jeddah.

Scenario

Mobily typically has a 'last mile' connection of between 30-100m, bringing 2-Core fiber optic G652D into the house/premises. One fiber is field spliced with an LC connector, while the second dark fiber coiled for redundancy.

As with any new connection where existing conduits are already in use, some of these are populated with existing cable or copper infrastructure. The installer therefore has to find the optimum, most cost effective solution in order to maximise the number of deployments carried out in each working day.

Mobily is a new provider of fiber to the home (FTTH) connections. This means that access to existing infrastructure is often not available, with the installer then responsible for deploying new microducts or finding an alternative route for the fiber cable.

As contractors are paid a standard installation fee, irrespective of the difficulty of individual deployments, Detecon Al-Saudia were facing a difficult, but not uncommon situation. They needed to find a cost effective, fast to deploy, high quality, fiber optic cable and selected Miniflex.

Location:

Riyadh, Kingdom of Saudi Arabia

Date:

June 2014

OSP Installer:

Detecon Al-Saudia Co. Ltd.

Synopsis:

Installing 2-Core fiber to the home (FTTH) in harsh temperatures and challenging environmental conditions, while meeting the business case for fixed price installations.

Run Lengths:

30-100m

Benefits:

- ▶ Shorter deployment time
- ▶ Stronger fiber protection
- ▶ Easier and more robust to handle
- ▶ Lower Capex than traditional installations
- ▶ Removal of skilled technicians
- ▶ Completely compatible products

Product Used:

- ▶ Miniflex™ 2-fiber cable
- ▶ External grade installation clips
- ▶ Existing conduit
- ▶ Fusion Field Splicer
- ▶ Indoor customer termination box

FTTH scope

Detecon Al-Saudia's teams of highly trained engineers have traditionally had to install external microducts due to the lack of existing Mobily infrastructure, adding both time and additional expense to the installation.

Where existing infrastructure was present installation teams have had great difficulty in using pushable rods to pull or push the cable into the premises, consuming valuable deployment time and reducing the number of customer installations completed per day

Installation example

Miniflex has enabled Detecon Al-Saudia to reduce installation time and costs, due to its lightness, strength and flexibility. A 2km reel weighs just 17kg making it very lightweight and easy to handle, meaning the installation team can easily move the cable into position at the edge of the curb before making a field splice at the ODP.

Using Miniflex, which is 100 per cent UV resistant and can withstand direct sunlight and temperatures up to 80°C, they were able to remove the need for external microduct, securing the cable directly to the outside of the building with wall clips. This vastly reduces installation time, removes additional expense and makes for a more aesthetically pleasing outdoor installation.

Moving inside the premises, the unique strength and flexibility of the Miniflex cable removes the need for indoor microduct, as the cable is attached directly to the wall using a hot glue gun or P-Clips and spliced to a 2-way wallbox. Again, this reduces the installation time, removes the additional expense of an internal microduct and, due to the small size of the cable, ensures a professional installation with a fiber cable guarantee of 20 years.

Quote from the installation team:

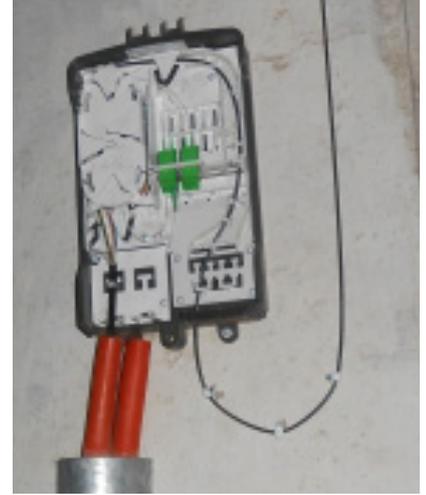
"In the past we have used lower quality fiber cables and have experienced many breakages due to the poor performance of the cable in demanding situations and extended installation times.

With Miniflex the difference in quality is immediately noticeable and allowed us to remove the need for microducts, so we could complete the installation in approximately half the time."

Quote from Mr Fayyaz Ahmed Sheikh, Detecon Al-Saudia Senior Manager:

"Miniflex has enabled my installation teams to perform 2 or 3 more installations per day due to the increased quality of the fiber cable combined with the flexibility and durability of it's design.

Although there is an incremental price compared to other solutions, the business case is clear and the high standards my company strives to achieve are adhered to."



▲ Direct breakout from the ODB using Miniflex UV resistant fiber cable



▲ Miniflex running in direct sunlight without the need for microduct



▲ Efficient and visually pleasing indoor termination to the customer premises wall box



▲ Single or dual-ended pre-terminated Miniflex further reduces the installation time

About PPC



PPC is a global leader in connective technology with a worldwide reputation for technical leadership. We have developed many industry firsts including pushable fiber, universal crimp and compression connectors, continuity connectors, integrated weather sealing connectors, among our many innovations.

As a Belden brand, PPC also accesses Belden's powerful position within the signal transmission solutions space to offer a very unique end-to-end solution to its customers.

If you would like to discuss your FTTx challenge or any of the topics in this eBook, please contact us directly. We'd be delighted to hear from you.

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