



tp-link

Aginet

Case Study TP-Link and Axio Connect

Background Info

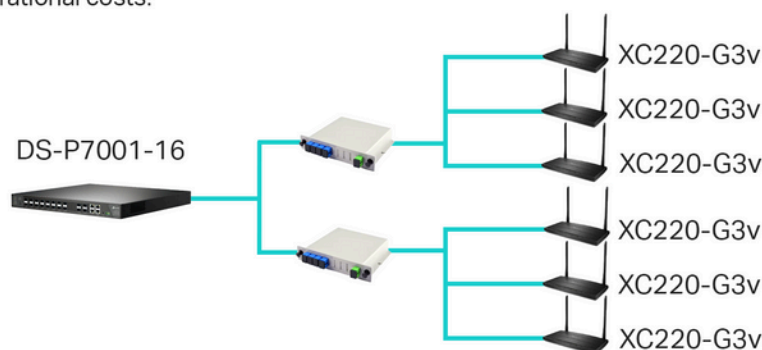
For nearly two decades, Axio has been delivering innovative managed internet connectivity solutions to landlords across South Africa. The company has established itself as a market leader in deploying and managing high-speed, reliable, and cost-effective connectivity, particularly within high-density residential environments (MDUs), student accommodation, and the hospitality sector

Challenges

Axio faced several operational challenges that hindered their ability to scale efficiently. Without direct contact with vendors, obtaining timely technical support was often a struggle, resulting in delays. Stock shortages were a recurring issue, disrupting project timelines. Additionally, while Axio frequently identified product features or solutions that could enhance their installations, these ideas were rarely acknowledged. Their teams also needed to manually configure each device prior to shipping. There was also no way to prevent end-users from resetting devices once deployed, increasing the risk of service interruptions and support requests.

Aginet Solution

Axio's FTTH deployments are powered by TP-Link solutions, with TP-Link OLTs (DS-P7001-08) delivering high-speed connectivity directly to each apartment. The DS-P7001-08 is a 8 port GPON Optical Line, this unit support a 1:128 split ration that allow for 1024 ONT's on one device. Their primary focus is on multi-dwelling units (MDUs) and landlord-owned buildings, where scalability and efficiency are critical. By leveraging TP-Link's Aginet platform, Axio can remotely manage over 1,800 devices within a single MDU, streamlining operations significantly. The ability to batch-configure devices prior to deployment means that once a unit is plugged in and connected, it automatically retrieves its settings from the ACS server, eliminating the need for on-site configuration. The Aginet XC220-G3V serves as an all-in-one solution, simplifying installations and reducing time on site. With this setup, Axio can efficiently configure and prepare over 100 units per day, resulting in faster rollouts and reduced operational costs.



Success Measures

Axio significantly reduced deployment time and support overhead by centralizing device management with TP-Link's Aginet platform. They now manage thousands of devices across multiple sites with improved reliability, faster setup, and enhanced customer satisfaction



4
Provinces




70 000+
Clients


Benefits


General Config


Behind-NAT
Management



TR-181
Support


Performance
Test


Keep New Defaults in
Devices


Manage up to
100K CPEs


Specific Config


Remote Firmware
Batch Update