

BEAT THE BOTTLENECKS

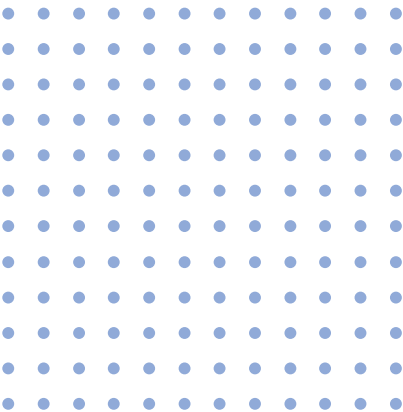
Avoid Supply Chain
Bottlenecks with Smarter
Network Hardware
Strategies



Executive Summary

Global supply chain disruptions have impacted industries worldwide, including Internet Service Providers (ISPs), who face extended delays for new network hardware. **Waiting for new equipment can disrupt network rollouts, limit service quality, and hinder growth initiatives.** To maintain operational continuity, ISPs need to adopt smart hardware strategies—including a hybrid approach of new and secondary market equipment, warehousing, and consignment programs.

This white paper explores how **secondary market hardware provides a cost-effective, reliable alternative to avoid supply chain bottlenecks.** It also shares case studies showcasing RocNet Supply’s success in helping ISPs overcome delays and highlights the value of warehousing and consignment services to ensure continuous availability of critical components.



Why ISPs Should Maintain a Hybrid Approach with New and Pre-Owned Equipment

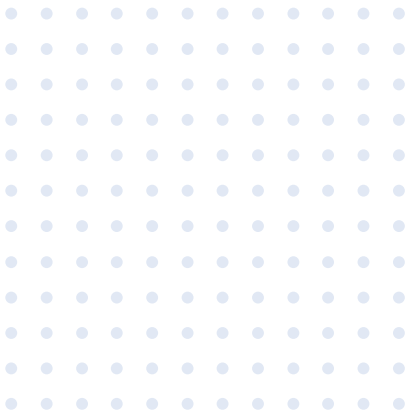
In today's volatile supply chain environment, relying solely on new equipment can expose ISPs to significant delays. Adopting a hybrid sourcing strategy—combining new and secondary market hardware—helps mitigate risks and provides flexibility.

Advantages of a Hybrid Approach:

- **Reduced Lead Times:** Secondary market equipment, available immediately, eliminates waiting for new hardware stuck in production or transit bottlenecks.
- **Cost Savings:** Certified pre-owned equipment provides the same performance at a 30-70% lower cost, freeing up capital for other projects.
- **Sustainability:** Utilizing green market equipment aligns with sustainability goals by reducing e-waste and promoting a circular economy.

Example Use Case:

A Tier Three ISP that primarily sourced new routers for network expansion faced a 12-month delay from its primary vendor. By incorporating pre-owned routers from RocNet Supply, the ISP was able to deploy services in weeks instead of months, meeting customer demand on time and avoiding revenue loss.



Case Studies: RocNet Supply Helps Providers Bypass Supply Chain Delays

Case Study #1: Overcoming Delays with Secondary Market Switches

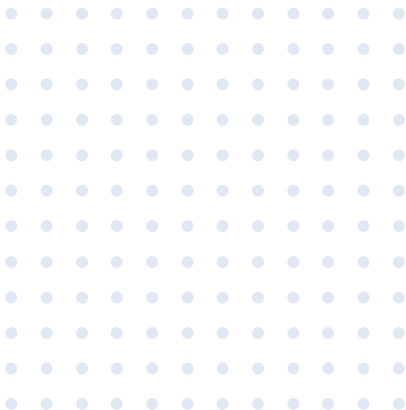
A Tier Two ISP required switches for a metro area network upgrade, but their supplier quoted a 9-month lead time for delivery of the new items. RocNet Supply provided certified pre-owned switches with the latest firmware installed.

Result: The ISP deployed the upgraded network 3 months ahead of schedule, avoiding fines tied to project delays and improving their subscriber satisfaction.

Case Study #2: Fast-Tracking Deployment with Consignment Equipment

A rural ISP expanding broadband coverage under a government-funded initiative faced challenges sourcing optical transceivers from its traditional vendor. The ISP turned to RocNet's consignment program, allowing them to reserve pre-owned components in advance without upfront costs.

Result: The ISP had the necessary components ready when deployment started, avoiding costly delays and achieving their BEAD milestones on time.



Benefits of Consignment and Warehousing Services for Equipment Availability

Maintaining critical inventory through consignment and warehousing services ensures that ISPs have quick access to equipment when needed, minimizing downtime and avoiding project delays.

Consignment Programs: Flexibility Without Upfront Costs

Consignment programs allow ISPs to hold equipment on reserve without immediate purchase, providing the flexibility to use hardware when needed while preserving cash flow.

Key Benefits:

- Equipment is ready to deploy without delays.
- Reduces CAPEX by paying only when the equipment is deployed.
- Offers financial flexibility for smaller ISPs with tight budgets.



Benefits of Consignment and Warehousing Services for Equipment Availability

Warehousing Services: Secure Storage for Smooth Rollouts

Warehousing services ensure that ISPs have strategic access to critical components for ongoing projects. With real-time inventory tracking and logistical support, ISPs can plan their deployments efficiently.

Key Benefits:

- Pre-staged inventory minimizes downtime between project phases.
- Real-time inventory monitoring reduces overstocking and equipment shortages.
- Ensures quick response times for emergency replacements and network repairs.

Example:

RocNet Supply provided warehousing support for a regional ISP that was upgrading its core network. The warehousing program ensured just-in-time delivery of pre-owned routers and switches, allowing the ISP to phase out legacy systems seamlessly and meet project deadlines.



Conclusion

The current supply chain environment has made it clear that flexibility is essential for ISPs looking to grow and maintain competitive service levels. By adopting a hybrid sourcing strategy—leveraging both new and secondary market equipment—ISPs can bypass delays, control costs, and ensure continuous operations.

RocNet Supply provides the expertise, certified equipment, and logistical services needed to execute these smart strategies. Through consignment programs and warehousing support, ISPs can access to the components they need, exactly when they need them, without burdening their budget or timelines.

Secure Your Network's Future with RocNet Supply

Don't let supply chain delays stall your network projects. Contact RocNet Supply today to learn how we can help you build a smart hardware strategy that ensures timely access to certified equipment, reduces costs, and keeps your network running smoothly.

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