



"END-OF-LIFE" SUPPORT

RocNet Supply's
Green Market Solution
for Discontinued Parts



Executive Summary

For ISPs, maintaining legacy network systems is essential to ensuring uninterrupted service, especially when upgrading infrastructure isn't feasible or desired. As network parts are discontinued, sourcing replacement parts becomes increasingly challenging, often leading to extended downtime and increased costs.

RocNet Supply's green market solutions provide a sustainable and cost-effective way to source discontinued network hardware, helping ISPs lower total cost of ownership (TCO), minimize operational disruptions, and support a circular economy by extending the life of legacy equipment.

Introduction

In today's competitive telecom landscape, ISPs at all tiers rely on complex network architectures that often include legacy systems critical to maintaining stable service. These systems can represent significant investments and, for many providers, are integrated in ways that make full system overhauls impractical. However, finding replacement parts for these legacy systems can be a serious hurdle due to discontinued production.

RocNet Supply offers an effective solution through its green market inventory, which provides reliable access to high-quality, discontinued parts that keep legacy networks functional while supporting sustainable business practices.

The Challenge of Maintaining Legacy Systems

The Risk of Downtime with Legacy Equipment

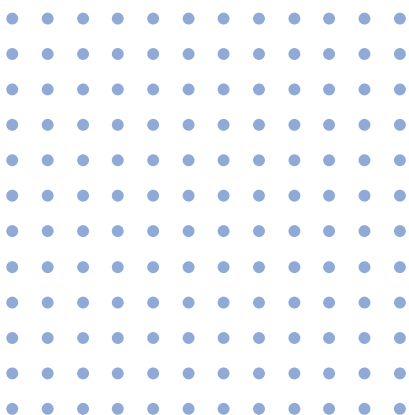
- Legacy systems are integral to many ISP operations, yet even a minor hardware failure can lead to service disruptions if replacement parts are unavailable.
- Downtime not only affects customer satisfaction but also adds operational costs, complicates maintenance, and can disrupt entire network ecosystems.

Scarcity of Discontinued Parts

- With manufacturers phasing out production of older hardware, ISPs face a growing scarcity of components critical to legacy systems.
- Traditional sourcing options become limited, which increases lead times and costs, impacting both daily operations and long-term strategies.

Impact on Total Cost of Ownership (TCO)

- Extended search times and high prices for rare components drive up the TCO for legacy systems.
- By sourcing parts on the green market, ISPs can maintain efficient cost control, supporting both their operational budgets and long-term financial strategies.



RocNet Supply's Green Market Solution for Discontinued Parts

What is Green Market Hardware?

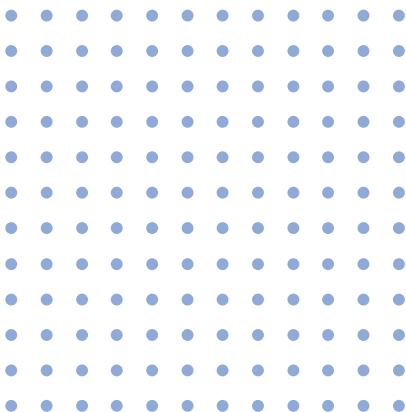
- Green market hardware includes previously owned, refurbished, or remanufactured components that are rigorously tested and certified to meet industry standards.
- RocNet Supply's green market inventory includes a diverse selection of discontinued network parts, providing a consistent source for high-quality, hard-to-find components.

How RocNet Supply Supports Legacy Systems

- By offering discontinued parts, RocNet enables ISPs to extend the lifespan of their current infrastructure, saving both time and costs associated with system overhauls.
- RocNet's extensive network of suppliers allows for quick access to high-demand items, minimizing downtime and enabling fast replacements.

Quality and Reliability Assurance

- All green market hardware at RocNet is thoroughly tested to ensure compatibility, functionality, and durability.
- By maintaining stringent quality standards, RocNet ensures that each component performs at par with new parts, mitigating risks associated with using refurbished equipment.



The Total Cost of Ownership (TCO) Benefits of Green Market Hardware

Lower Acquisition Costs

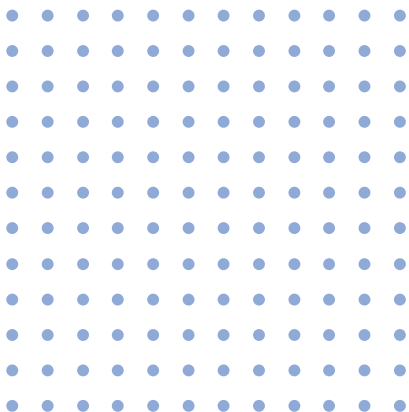
- Sourcing legacy parts from the green market generally costs less than obtaining new, rare, or custom-manufactured parts, helping ISPs maintain a low TCO.
- Cost savings can be reinvested into other network upgrades, expansions, or operational efficiencies, maximizing resource allocation.

Reduced Downtime Costs

- Access to replacement parts minimizes downtime by enabling quicker repairs, which reduces the operational and financial impacts of extended service outages.
- By keeping legacy systems running smoothly, ISPs avoid the costs of accelerated system replacements and associated reconfigurations.

Extended Life Span for Legacy Equipment

- With green market parts, legacy systems can continue to operate well beyond their originally intended lifecycle, providing a sustainable alternative to premature disposal.
- This longevity reduces TCO by delaying the need for new equipment and leveraging the value of previous investments.



Supporting the Circular Economy Through Green Market Hardware

Reducing E-Waste

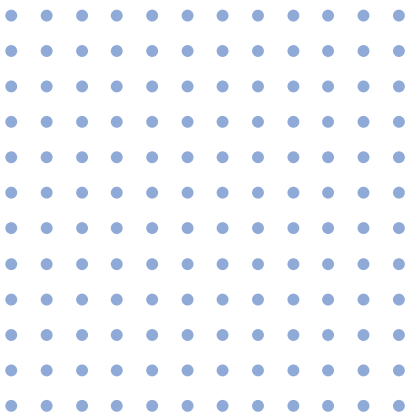
- Discarded network hardware contributes to electronic waste, which poses significant environmental challenges. By sourcing green market parts, ISPs actively participate in a circular economy that reduces e-waste.
- RocNet Supply's commitment to the circular economy helps ISPs achieve their own sustainability goals while reducing their carbon footprint.

Maximizing Resource Efficiency

- Extending the life of legacy equipment ensures that resources invested in the original manufacturing process are fully utilized, contributing to more sustainable resource use.
- Supporting a circular economy also aligns with global environmental goals, making ISPs more attractive to environmentally-conscious stakeholders.

Positive Brand and CSR Impact

- Sustainability initiatives, such as leveraging green market solutions, reinforce an ISP's corporate social responsibility (CSR) efforts.
- A commitment to the circular economy is increasingly valuable in the telecom sector, where consumers and regulators are favoring companies with green practices.



Case Study:

How RocNet Helped a Tier Two ISP Maintain Legacy Systems with Green Market Parts

The Challenge

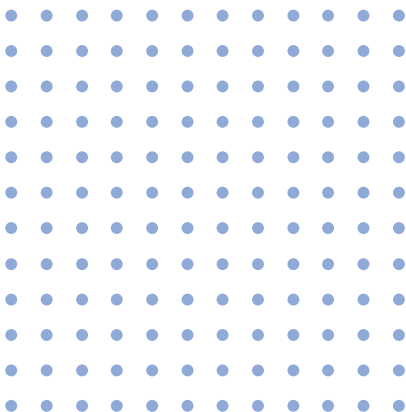
- A Tier Two ISP was experiencing frequent outages due to the lack of available parts for a legacy system. Delays in acquiring replacement parts were causing service interruptions and affecting customer satisfaction.

The Solution with RocNet Supply

- RocNet Supply provided the ISP with certified, discontinued components that met the system's specifications, enabling quick repair and restoration of services.
- The green market approach allowed the ISP to resume operations quickly, reducing downtime by over 50%.

The Results

- The ISP achieved cost savings of 30% compared to sourcing custom parts, reducing their overall TCO.
- By avoiding a system overhaul, they aligned with sustainable practices, supporting their CSR commitments while maintaining a high standard of customer service.



How RocNet Supply Supports ISPs with Discontinued Hardware

- Comprehensive Inventory
 - RocNet Supply maintains a diverse range of discontinued network parts, ensuring that ISPs can source components quickly and reliably.
- Dedicated Technical Support
 - RocNet's support team works closely with ISPs to identify and source the correct parts for each legacy system, providing reliable guidance from order placement through installation.
- Flexible Procurement Options
 - RocNet's flexible purchasing options, including bulk orders and subscription-based inventory access, allow ISPs to plan for maintenance needs cost-effectively.

Conclusion

Maintaining legacy systems with discontinued parts is a challenge that requires both strategic sourcing and a commitment to sustainability. RocNet Supply's green market solutions help ISPs reduce TCO, avoid downtime, and extend the life of their investments, all while contributing to a circular economy. By sourcing high-quality discontinued network hardware, RocNet empowers ISPs to keep their legacy systems running smoothly, sustainably, and economically.

Ready to unlock the full potential of green market solutions?

Join RocNet Supply in advancing eco-friendly networking by choosing green market hardware. Contact our team today to learn how we can support your ISP in reducing TCO, conserving resources, and meeting your environmental goals. Together, let's make networking sustainable.

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