



## Success Story

# BT Tests DSL with Trend's Aurora Presto

### In Brief

To provision initially ADSL and later on SHDSL, and offer the best possible quality of service to its clients, BT was looking for an advanced ADSL/SHDSL tester that would also enable automatic tests.

Trend's Aurora Presto met these needs and turned out to be more easy-to-use and robust than its competitors.

With 2 000 Prestos, BT is now effectively testing its ADSL and SHDSL service all over the UK.

### About BT

BT is one of Europe's leading providers of telecommunications services. Its main activities include national and international telecommunications services, higher-value broadband and Internet products and services, and IT solutions.

BT consists principally of four lines of business: BT Retail, BT Wholesale, BT Global Services and BT Openworld.

More information about BT is available at:  
[www.bt.com](http://www.bt.com)

### About Trend

Trend Communications is a major player in the supply of hand-held test equipment and remote monitoring systems to the communications market.

Trend supplies the international test market with innovative products covering most technologies in the communications spectrum.

For more information, visit us at:  
[www.trendcomms.com](http://www.trendcomms.com)

*BT, one of Europe's leading providers of telecommunications services, opted for Trend's Aurora Presto to provision their ADSL installations in each and every corner of the UK.*

### Background

ADSL and SHDSL broadband is a service that offers permanent high-speed digital connection to the Internet across a standard telephone line. Over 80 % of UK households are connected to a DSL-enabled exchange, and the use of this service instead of ISDN and an ordinary modem is constantly increasing.

Although DSL technologies are robust and highly suited for use over existing copper, the service might not always work as expected.

As DSL broadband is becoming more and more popular, Service Providers, such as BT, have an increasing need to keep this service up and running in order to offer the best possible quality of service to their private and business customers.

### Challenge

BT is the leading provider of telecommunications services in the UK, with a large number of home and business customers all over the country.

To make sure its customers get the quality of service they have contracted, BT needed an advanced ADSL/SHDSL tester to provision its broadband services. The company was looking for a cost-effective tester that would enable any engineer to quickly run automatic tests at any exchange, and perform detailed manual tests if need be.

### Solution

The solution Trend offered for BT was Aurora Presto, a compact, rugged and easy-to-use tester based on fully flexible architecture, and specially developed for the installation, maintenance and troubleshooting of DSL services.

Trend provided BT with 2 000 Prestos with Remote Modem Capability, a solution that enables automatic one-button multilayer testing at xDSL, ATM, PPP, IP and Application layers. With Aurora Presto, BT engineers can test any type of line used to provide ADSL/SHDSL services.



*Aurora Presto was chosen, because it is a robust and easy-to-use tester with a flexible architecture, enabling simple one-button tests, but also including an advanced interface for detailed tests in manual mode.*

## Why Aurora Presto?

One of the reasons why BT chose Trend's Aurora Presto was that using this tester is quick and easy. The use of Aurora Presto does not require any special skills, nor expert knowledge on ADSL or SHDSL.

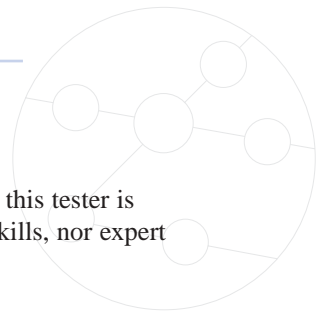
With Presto's automatic One-Button mode, the risk of human errors is minimised and any DSL line can be tested and problems found automatically. The results are uploaded to a central server and saved to provide an audit trail.

Obviously, Aurora Presto also includes an advanced Manual mode for expert use, and, as in the case of BT, Trend provides tailored training so that the tester could be used efficiently and immediately.

Another advantage that Aurora Presto had over its competitors was that it is a rugged tester with a flexible architecture.

## Future

"We at Trend are genuinely happy to work together with BT", says Richard Edlin, Trend's Product Marketing Manager for the UK. "We feel that this cooperation really benefits both parties, and to us, this is not 'just another business deal', but rather an opportunity to work with an experienced company leader in its field and with a well-deserved reputation."



[www.trendtest.com](http://www.trendtest.com)

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