

METERED DARK FIBRE USE CASE

Scaling from Zero with Metered Dark Fibre

Crosslake's Metered Dark Fibre offering is a world's first – combining the speed of dark fibre with the scale to pay as you grow.



CHALLENGE

Introducing a new long-haul route, or scaling an existing route with additional fibre pairs, is challenging given the uncertainty and timing of capacity demand, combined with large fixed costs from day one. These issues and associated obligations make the introduction of a new long-haul route into your network a difficult proposition.



SOLUTION

Crosslake Fibre's **Metered Dark Fibre** (MDF) provides an innovative, cost-effective solution for network expansion. The MDF service eliminates traditional barriers to entry, enabling businesses to scale from zero without large fixed cost commitments. By adopting a pay-as-you-grow model, MDF enables a much lower entry point for long-haul dark fibre by aligning spending with capacity growth, mitigating financial risk and ensuring a positive ROI.

AT A GLANCE

CHALLENGES

- Scaling from zero
- Uncertainty of demand curve
- High fixed costs
- Large financial obligation

BENEFITS

- Low entry point for long-haul dark fibre
- Pay-for-use price structure
- ROI regardless of demand curve
- Lower financial commitment
- Ability to scale capacity rapidly
- Shorter contract terms



BENEFITS

Pay-as-you-grow Model:

We offer a flexible financial model where you pay only for what you use. This is ideal for scaling with less upfront commitment, thereby significantly reducing the total obligation.

ROI on Small Levels of Capacity:

The Metered Dark Fibre approach ensures that you see a return on investment even on small levels of capacity, providing tangible benefits right from the outset.

Mitigating Uncertainty

Uncertainty around capacity demand and timing of demand creates uncertainty. MDF removes the need for taking on large fixed costs, thus providing your business with financial flexibility and stability.

Quickly Ramp Up Capacity:

Metered Dark Fibre allows you to rapidly increase capacity to accommodate large customer wins. This enables you to drive success-based ROI without incurring large fixed costs ahead of securing the deal.

Lower Cost of Entry:

With the pay-as-you-grow model, Crosslake offers a lower cost of entry and obligation for long-haul dark fibre, allowing you to test the waters before making a significant commitment.

LEARN MORE

<https://crosslakefibre.ca/metered-dark-fibre/>