

# CASE STUDY

## Multiple Service Frameworks for Telecommunications Installations

LOCATION: Victoria and Tasmania - Australia  
CLIENT: Huawei  
DATE COMMISSIONED: June 2013



### Introduction

GRA Networks were selected by global telecoms and software giant Huawei in June 2013, as a result of their compelling offering to provide a fully project managed telecoms service, creating a delivery solution for the installation of new telecoms equipment throughout Victoria.

The initial engagement by Huawei – who are the largest telecommunications manufacturer in the world, employing 170,000 people – was for the Apollo Project on behalf of Optus, one of the largest telecommunications providers in Australia.

This Apollo Project involved the upgrade of 3G and 4G sites in Victoria. The work involved the installation of 3G and 4G RRU's on towers and structures in addition to the upgrade the existing BTS equipment in the shelters. To date GRA Networks have completed upgrades to over 550 sites under the Apollo Project.

Since then, as a result of their impressive offering - which provided an efficient end-to-end solution - GRA Networks have been engaged on a number of other frameworks with Huawei and to date have completed work on over 1,500 sites in both Victoria and Tasmania.

Building on this success, GRA Networks have recently been awarded a number of Greenfield Projects. Typical greenfield sites involve the construction of new telecoms compound and Installation of a new monopole and foundations, Installation and connection of new power supply, Installation and fit-out of a new telecoms cabin; Installation of a new headframe and associated telecoms equipment including Installation of 10/12 port antenna systems, RRU's, TMA's, Feeder's and Trunk Fibre's. GRA Networks are also responsible for the commissioning and integration of the sites on completion.

GRA are also working with Huawei on the IBC rollout programme and have been appointed to carry out design surveys as part of this programme.

## The Deliverables

GRA Networks planned and prepared a fully managed telecoms delivery solution, at multiple locations across a number of frameworks including:

- ① TMA Swap Project on behalf of VHA
- ① Antenna Tilt and Optimisation Project
- ① PNP Project
- ① Project 95
- ① Stay Alive Project
- ① RANCAP Project
- ① VHA EJV Project
- ① IP Radio Transmission Project
- ① Ceragon Transmission Project
- ① L26 RRU Swap Project
- ① IBC installation Project

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## Challenges and Solutions

The 1500 sites to date have provided technical challenges in respect of the scope, activity planning and materials logistics.

With a meticulous attention to detail, GRA Networks have reviewed each location, to provide the most cost-considerate delivery solution to enable effective co-ordination in every instance.

GRA Networks also called on their vastly experienced telecoms engineering professionals to deliver the large number of sites in a short period of time. Detailed programs were worked up to enable concurrent working at multiple locations, which allowed GRA Networks to meet the project timeframe.

## The Benefits

GRA's strength in depth enabled an integrated solution to be delivered on time and to budget. During the works the interrelated nature of telecoms and electrical engineering allowed GRA Networks to fully plan and co-ordinate activities and where necessary call on their strong M&E competence from their sister company Global Rail Australia to provide the most comprehensive solution.

Providing a fully project managed offering, GRA Networks were consistently and comprehensively able to de-risk their clients programme. A system of completing the QA and handover documentation on a site-by-site basis and then uploading this to their own server review system, allowed GRA Networks to provide the surety of a fully controlled and completed site on each and every occasion.

GRA Networks are proud of their work in the community. By proactively considering the impact of their works on multiple stakeholders including operators, property owners and network operations support, the business were able to fully manage individual expectations and deliver a lasting legacy to the communities that they served.

GRA Networks also have a strong pedigree in training and look to the future with local apprenticeships, with the intention of giving back to the communities in which they serve.

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## Testimonial

*GRA Networks have delivered a large number of telecoms sites on behalf of Huawei and have achieved a high quality end product.*

*Their arrangements in dealing with multiple stakeholders including operators, property owners and network operations support were comprehensive.*

*A high level of logistical skills have also been shown whilst administering equipment deliveries for almost 1500 sites throughout Victoria and Tasmania.*

*GRA Networks have been a professional delivery partner throughout.*

Terry Smith  
Huawei