

Case Study

Simplifying Connectivity Infrastructure for a Large-Scale Corporate Development

How iBUS FTTx helped Lotus Corporate Park streamline digital connectivity.



280
Office Spaces



7
Wings



FTTX
Infrastructure

Executive Snapshot

**Client**

Lotus Corporate Park,
Mumbai

**Asset Type**

Large-scale commercial
development

**Scale**

Approx. 280 office spaces
across 7 wings

**Tenant Profile**

Fintech, trading,
broadcasting, pharma, and
other enterprise tenants

**Business Need**

To simplify internet service delivery
across a large commercial property
where multiple tenants required
different ISPs, while reducing shaft
congestion, maintenance delays,
and visible cabling

**Solution**

An ISP-neutral GPON-FTTH
network connecting all offices
through a planned fibre
backbone, anchored by a
Centralised Communication
Room

**Key Results**

- ✓ Reduced shaft congestion through a single GPON fibre backbone
- ✓ No repeated on-floor cabling work for new connections or ISP changes
- ✓ Faster service delivery due to pre-integrated ISP infrastructure
- ✓ No cross-tenant permission dependencies
- ✓ Single point of contact for ISP coordination through iBUS



PROJECT BACKGROUND

Background

The Infrastructure Challenge

Lotus Corporate Park, Mumbai, is a large-scale commercial development, housing approximately 280 office spaces across 7 wings. Its tenants span a range of enterprise sectors including fintech, trading, broadcasting, and pharma, each with distinct and demanding digital connectivity requirements.

The challenge was not just internet availability. It was the physical infrastructure required to manage multiple ISPs across hundreds of tenants within a constrained commercial environment.

The Corporate Park was built with a single low-voltage (LV) shaft serving the entire premises. With approximately 280 tenants, each potentially requiring services from different ISPs, the infrastructure could not accommodate the volume and variety of cables needed.

Beyond the physical constraint, the shaft ran through active office floors. Any work inside required permission from individual tenants floor by floor, creating a dependency chain that slowed every new connection, maintenance visit, and ISP change.

Key Pain Points

- ! Undersized LV shaft with limited capacity for multiple ISP cables
- ! Limited room for a fibre junction box inside the shaft
- ! New connection and maintenance work required tenant permissions
- ! Exposed cabling affected office aesthetics
- ! ISP coordination had to be repeated for every tenant requirement
- ! Switching providers meant restarting the installation process



SOLUTION

Solution Approach

A Centralised, ISP-Neutral Fibre Backbone Designed for Scale

iBUS Networks redesigned the connectivity infrastructure from the ground up. A detailed FTTH network plan was created to serve all offices while reducing dependence on the existing shaft and tenant-controlled areas.

We implemented an ISP-neutral GPON-FTTH network from the outset, connecting all offices through a planned fibre backbone. A Centralised Communication Room (CCR) was established in the basement to house ISP equipment in one controlled location. From the CCR, dedicated fibre was extended to office server rooms across all 7 wings. This eliminated the need for individual ISPs to enter occupied floors or repeatedly access the shaft for new installations or maintenance.

Solution Architecture



1. Centralised Communication Room

Designed and built in the basement to house all ISP equipment in one controlled location, removing the need for any ISP presence on occupied



2. Neutral Network Architecture

A single managed network designed to support multiple ISPs and digital services.



3. GPON-FTTH Network

A planned fibre network connecting the CCR to every office server room across all 7 wings.



4. Dedicated On-Site Management

Ongoing monitoring and maintenance support for the deployed network.



5. GPON-FTTH Network

Multiple ISPs were integrated into the CCR under pre-existing service agreements.

Implementation Overview

From survey to deployment: how the network was planned and executed.



PHASE 1
Site Survey

Detailed survey of all wings, floors, and shaft dimensions to inform the GPON-FTTH network design.



PHASE 2
Network Design

Planning of fibre routes, splitter locations, CCR layout, ISP integration points, and office-level connectivity.



PHASE 3
Infrastructure Deployment

GPON-FTTH network deployed from the CCR to office server rooms across all 7 wings, reducing the need for repeated ISP cabling across floors.



PHASE 4
Redundancy & Management

Dual-path fibre duct was provisioned from the building entrance to the CCR via two separate paths, ensuring redundancy.

Network Deployment Flow



Implementation Challenges and Solutions

Challenge		Solution	
1	Shaft congestion		Single GPON fibre backbone instead of multiple ISP cables.
2	Tenant permission delays		ISP equipment centralized in the CCR, reducing on-floor intervention.
3	Exposed cabling and aesthetic disruption		Pre-planned fibre infrastructure managed through a unified backbone.
4	Repeated ISP coordination		iBUS acts as the single point of contact for ISP integration and coordination.
5	ISP switching complexity		Tenants can switch providers without restarting physical cabling work from scratch.
6	Limited scalability		FTTX network planned for all 280 offices from day one.



RESULTS

Results and Business Impact

A Cleaner, Faster, More Scalable Connectivity Model



No More Shaft Congestion

A single GPON fibre backbone replaced what would have been multiple separate ISP cables across 7 wings.



Zero Aesthetic Disruption

All physical infrastructure is pre-installed and managed from the CCR, so new connections or ISP changes require no on-floor cabling work.



Faster Service Delivery

Reduced lead times for new connections, as ISP integration is already in place and no new cabling is required.



No Cross-Tenant Dependencies

Tenants no longer depend on other occupants for fibre access or maintenance permissions, improving uptime and productivity.



Single Point of Contact

All ISP coordination is handled by iBUS, removing the management burden.



Built for Long-Term Infrastructure Readiness

The solution is scalable across technologies and tenants, and future-ready for LTE and 5G deployments.



Key Takeaways

Centralized Fibre Infrastructure Built for the Future of Commercial Buildings



Centralisation reduces complexity for everyone

Moving all ISP equipment to a single CCR eliminated the cascade of permissions, disruptions, and dependencies that came with floor-by-floor installations.



ISP neutrality is a competitive advantage for developers

Giving tenants a choice of ISPs through a single managed infrastructure makes the property more attractive, without the developer having to manage multiple provider relationships.



Pre-planned fibre pays dividends over time

By designing the network for all 280 offices from day one, the cost and disruption of future connections is significantly reduced compared to repeated surveys, permissions, and installations.



Conclusion

For large commercial developments, connectivity infrastructure is no longer only a backend requirement. It directly impacts tenant experience, service readiness, operational efficiency, and asset value. At Lotus Corporate Park, iBUS FTTX transformed a complex, shaft-dependent telecom environment into a centralized, ISP-neutral, future-ready fibre infrastructure designed to support modern enterprise tenants at scale.

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