



## media information

4 September 2002

---

### **XTS NETWORK CHOOSES CAMBRIDGE BROADBAND'S VECTASTAR EQUIPMENT**

**Cambridge, UK, 4 September, 2002:** Cambridge Broadband has announced details of its latest customer, the French operator XTS Network. XTS will be deploying Cambridge Broadband's VectaStar 3500 products throughout its entire licence area, launching services by the end of 2002.



XTS currently provides business customers and public administrations with long distance telephony services between the French overseas markets and metropolitan France as well as internationally. In July 2000, the French Telecommunication Regulatory Authority attributed to XTS a 3.5GHz fixed wireless access

licence for each of the four French overseas regions: Réunion, Martinique, Guadeloupe and Guyana. The use of fixed wireless access technology will enable XTS to collect and terminate calls independently of the incumbent operator. As well as basic telephony services, XTS will offer leased line, Virtual Private Network (VPN) and Internet access services. In due course, the service portfolio will be further expanded.

---

Ehsan Emami, CTO at XTS Network, comments: "We chose the VectaStar product from Cambridge Broadband because we were looking for a new generation of equipment that could address the global telecommunications market, providing voice, data and Internet with real quality of service built in. VectaStar is the only equipment that meets our requirements."

The first phase of equipment installation lasts two years, and will start in the fourth quarter of 2002 in Réunion. Services will be launched in Guadeloupe, Martinique and Réunion by the end of 2002, closely followed in early 2003 by service launch in Guyana. XTS plans to deploy approximately ten base stations in year one, followed by approximately six base stations in year two. Approximately 200 customers will be provided with services in the first year, with a further 400 planned for the second year of operation. Deployment will focus on the main urban areas of each of the overseas regions:

- Réunion: St Denis and Le Port
- Martinique: Fort de France, Le Lamentin and Schoelcher
- Guadeloupe: Point à Pitre followed by Basse Terre
- Guyana: Cayenne followed by Kourou

Zine Seghier, VP Business Development at Cambridge Broadband, comments: "It is great to see a serious fixed wireless access network deployment in France. Being a mature telecommunications nation, the demand is there for the advanced services that our VectaStar technology can deliver." He goes on to add: "We are looking forward very much to working with XTS Network in helping the company to deploy excellent services for its customers and to exceed its licence obligations."

Financial details of this contract are not yet being disclosed.  
— ends

---

## notes

1. For more information about any of the issues in this press release, please contact Nicky Dibben, Invention Marketing Limited, e-mail [nicky@invention-marketing.co.uk](mailto:nicky@invention-marketing.co.uk), phone +44 (0) 1223 235399.
2. Photograph, caption "XTS and Cambridge Broadband provide ubiquitous broadband via fixed wireless services", is available electronically, please contact Nicky Dibben (as above).
3. A PDF version of this press release is available, please contact Nicky Dibben (as above).
4. 'Fixed Wireless: The Emerging Vendor Landscape', by independent industry analysts The Strategis Group, was authored by Peter Jarich and Randall Haley. The report's conclusions underpin the Cambridge Broadband [VectaStar business case](#), which clearly shows how network operators can benefit in terms of return on investment.

## About Cambridge Broadband [www.cambridgebroadband.com](http://www.cambridgebroadband.com)

Cambridge Broadband has pioneered the development of carrier-class, point-to-multipoint broadband wireless access equipment for network operators wishing to deploy high-capacity, multi-service networks. The company is focused on delivering high quality multi-service networks with the best price-performance in the 3.5GHz band for license holders worldwide. Cambridge Broadband was formed in January 2000 by an experienced team with a strong record of successful innovation in broadband wireless design.

## About VectaStar

Cambridge Broadband's 3.5GHz VectaStar 3500 system offers the most advanced combination of high bandwidth, high coverage and extended range on the market. It supports multiple carrier-class services simultaneously, each with robust QoS and has a 240Mbps duplex base station capacity that can deliver up to 60Mbps full duplex to an individual customer. VectaStar has excellent non-line-of-sight capability and self-backhaul at ranges up to 20Km, making it a compelling solution for network operators looking to deploy high-capacity multi-service networks.

## About XTS

XTS Network was created in November 1998, and is a private, independent long-distance Telecommunications Services Operator which transmits its calls through 'Voice over IP' technology. Its strategy is that of establishing itself in niche markets, where the major national and international operators are absent. The first market to be opened and developed is that of the French overseas departments (Départements d'Outre-Mer). Already present in Guadeloupe, Martinique, Saint-Martin, La Réunion, and French Guiana, as well as in France itself, XTS Network has been successful in developing a particularly competitive service.