



# media information

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## **AtlasONE MALAYSIA AWARDS CAMBRIDGE BROADBAND INITIAL ORDER OF \$3 MILLION**

**Cambridge, UK, 6 February, 2003** Cambridge Broadband Limited has been awarded a multi-million dollar contract by Malaysian operator AtlasONE. In the first phase of this multi-phase contract Cambridge Broadband will be delivering and installing \$3 million worth of its VectaStar 3500 fixed wireless access equipment. Equipment delivery and installation has already commenced.



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AtlasONE's full commercial deployment, in the licensed 3.5GHz band, follows extensive technical trials during 2002. AtlasONE is now planning a nationwide deployment, beginning in the Klang Valley area of Greater Kuala Lumpur, which is home to 60% of the country's economy. The company offers full telecommunication services focusing on IP based solutions such as always on internet services. AtlasONE's customer base is both business and individuals residing mainly in multi-tenant buildings and small and medium sized enterprises.

David Lim, Cambridge Broadband's Vice-President, Regional Sales, comments: "This deployment is a major step forward in our plans for the Asian market. There is a huge, largely untapped, opportunity for fixed wireless access in South East Asia. Many countries, including Australia, New Zealand and Malaysia, have awarded fixed wireless licences in the 3.5GHz band, where VectaStar operates." David Lim goes on to add, "AtlasONE is our first major customer in the region, and we are especially pleased that this is a large-scale and pervasive deployment of Cambridge Broadband base stations and CPEs."

AtlasONE selected Cambridge Broadband's VectaStar due to its superior technical performance, as Baharudin Abdul Aziz, President of AtlasONE explains: "VectaStar has the best range and capacity in the industry, which means we can provide each customer with the bandwidth they require whilst minimising our investment in base stations."

He adds, "VectaStar offers many other advantages in addition to its superior capacity. In our initial deployment we were very impressed by the low latency of transmission, which is particularly required for voice services. Also, VectaStar's non-line-of-sight capability maximises the number of customers we can serve from a base station by being able to serve those that are not directly visible from the base station."

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Equipment delivery and installation is currently underway, and AtlasONE is planning its major service launch in the second quarter of 2003.

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## 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 "Cambridge Broadband's VectaStar equipment overlooking the Malaysian state mosque landmark", 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).

## About AtlasONE [www.atlasone.net](http://www.atlasone.net)

AtlasONE Malaysia Sdn. Bhd ("AtlasONE"). AtlasONE is licensed by the Malaysian Communications and Multimedia Commission on December 6, 2001 to provide broadband communication services under the provisions of the Network Facilities Provider, Network Services Provider, and Application Services Provider (Individual and Class) licenses. AtlasONE provides broadband communication infrastructure and services based on Internet Protocol ("IP") Network. The company offers connectivity for always on internet access, customised domestic and global data solutions, voice communications, international access and a host of value-added services.

## 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.