



media information

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CAMBRIDGE BROADBAND AND BST PARTNER TO ADDRESS AFRICAN FIXED WIRELESS MARKET



Cambridge, UK, 21 October 2002: Cambridge Broadband Limited and Broadband Solutions Technologies have announced details of a relationship to introduce Cambridge Broadband's VectaStar fixed wireless access products into the African market. Broadband Solutions Technologies (BST) will offer complete solutions, from sales activities, user requirements definition and network planning and design through to equipment installation, commissioning and support. The relationship covers a number of countries, beginning with South Africa, Botswana, Lesotho, Nigeria and Mozambique and extending to other regions as markets develop.

BST is a new company formed from the long-established BSE, Broadcast Solutions Electronics, in order to focus on fixed wireless access solutions. BST will provide solutions for a variety of applications, from voice and data solutions through to cellular backhaul. Of particular concern is addressing the lack of network infrastructure and low level of affordability for basic voice and data services in many African regions.

Buks Fouche, Director Business Development of BST, explains: "Broadband wireless is not just for the rich: it is possible for the masses to get broadband and this is our core objective. We make this possible by integrating the Cambridge Broadband VectaStar technology with our own StarPoint and StarGate technology, to provide users with broadband services at a fraction of the cost normally incurred."

He goes on to explain: "BST's StarPoint technology turns a VectaStar CPE into a whole new base station, which then communicates with our low-cost StarGate CPEs at customer premises. A variety of frequencies are supported for this link, including unlicensed ISM and UNII/HIPERLAN and the licensed MMDS and 3.5GHz bands. The StarGate CPE then provides 802.11 wireless LAN access, suitable for a single PC or a whole network: all users need is a standard 802.11a/b card."

This architecture is made possible by the high capacity of VectaStar, as Zine Seghier, VP Business Development at Cambridge Broadband, explains. "When providing a tiered system like this, the ability to aggregate traffic is crucial, and you need plenty of capacity one or two tiers back from the end-users. A single VectaStar CPE provides up to 60Mbps capacity both upstream and downstream and a VectaStar base station supports up to 480Mbps of traffic, so there is lots of bandwidth available to be shared further down the

network. In addition, VectaStar's security and quality of service features extend all the way down to the end-user, features which are not typically supported by wireless LANs."

The African marketplace is expected to grow rapidly, as Zine Seghier explains: "Fixed wireless licensing in the 3.5GHz band, the band in which VectaStar operates, has already taken place in many African countries, including Botswana and Nigeria. We have high expectations of this market, and BST has already ordered its first trial system, which will be deployed before the end of the year."

Buks Fouche of BST agrees: "We are in discussions with licence holders in the African market, and the combined VectaStar and StarPoint solution is ideal for their needs. Not only is it perfect for our initial application of making wireless LAN access available to the mass market, but its high capacity over a long range means that it is also ideal for deployment in rural areas. Our sales forecasts are very healthy, with anticipated revenues in excess of \$6 million by the end of 2003."

BST will be demonstrating the combined VectaStar and StarPoint solution, providing wireless LAN access to multiple user points, at the TEL.COM Africa Exhibition 2002 in Johannesburg, from 23 to 25 October, in Hall 2 stand C6.

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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, phone +44 (0) 1223 235399.
2. Photograph, caption "VectaStar Transmission Site Cape Town", 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 Broadband Solutions Technology www.broadbandst.com

Broadband Solutions Technology provides wireless broadband products solutions for customers on a world wide basis. BST focus on high quality cost effective solutions using advanced technologies addressing the demands for modern telecommunications networks. BST developed the StarPoint range of Network Access equipment that integrates seamlessly with Cambridge Broadband's VectaStar 3500 systems. BST is an offspring of the highly successful Broadcast Solutions Technology group based in Cape Town SA. BST is the official representative of Cambridge Broadband Ltd in Africa.

About Cambridge Broadband 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.