



media information

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CAMBRIDGE BROADBAND SIGNS UP TECNOCOM AS VALUE ADDED RESELLER IN RUSSIA



Moscow, Russia, 25 April 2003: Cambridge Broadband Limited has signed a value-added reseller agreement with Russian distributor Tecnom. Under the terms of the agreement, Tecnom will provide Cambridge Broadband's VectaStar fixed wireless access equipment to operators in Russia.

Tecnom will be supplying VectaStar 3500 equipment in the 3.5GHz band to operators wishing to deploy high-speed data networks for businesses. The company will also be providing associated services including equipment installation and customer support.

Valeri Shatokhin, President of Tecnom, commented: "The VectaStar solution provides real carrier-class services, and it supports the combination of access and backhaul that we need. In addition, it is quickly and easily deployed, and its high capacity means that operators can maximise the number of customers they serve from a single base station. We believe that the VectaStar system is the most attractive solution available in the market due to its combination of technical perfection and an acceptable price."

Tecnom has placed its first order with Cambridge Broadband, and equipment delivery is already underway. The first deployment of the VectaStar equipment will be in the region of Perm. Tecnom has also obtained frequency licenses for a further three large cities in

Russia, with a combined population of 4.5 million, and Tecnomcom plans to deploy VectaStar in these cities.

Peter Wharton, Chief Executive Officer of Cambridge Broadband, said: “The market in Eastern Europe is expanding rapidly, with a clear need for the carrier-class high-speed data services that VectaStar provides. We are very pleased to have signed up such a respected partner in Russia, and we look forward to working with Tecnomcom.”

Tecnomcom will be demonstrating VectaStar at the Sviaz-Expocomm exhibition in Moscow, from 12 to 16 May, at stand F-184 in the Forum Pavilion.

– 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, phone +44 (0) 1223 235399.
2. Picture, caption “Tecnomcom logo”, 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 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 Tecnomcom www.tecnocom.ru

Tecnocom has been working in the Russian telecommunication market since 1995. The company is mainly focused on introducing wireless broadband access technologies all over Russia. Tecnocom offers a complete service to its clients, including obtaining frequency licences, placing and installation of the equipment and IP line connection.

About VectaStar 3500

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 480Mbps (Megabits per second) base station capacity that can deliver up to 60Mbps full-duplex per customer. The 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.