



# Media Information

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## **New broadband system leaves competitors in the slow lane**

**London, 25 January 2001:** A new 3.5 GHz fixed wireless broadband system, revealed for the first time today, offers telecom operators a huge performance advantage over existing systems at attractive capital and operating costs.

Developed by Cambridge Broadband Ltd (CBL), the VectaStar 3500 point to multipoint system operates in the 3.4-3.8 GHz band and delivers up to 60 Mbps full duplex to a single subscriber with unprecedented range and coverage. This makes the unit the fastest 3.5 GHz system on the market by a wide margin; it can also handle a large number of customers per unit thanks to its 480 Mbps cell capacity. Alan Walp, Vice President Sales & Marketing, Cambridge Broadband Ltd said: The capability and price-performance of the Vectastar 3500 is so different that operators can reassess their business models for the 3.5 GHz sector. We exceed the performance of 26 GHz systems at much lower costs, with much greater deployment flexibility, so return on investment will be very attractive.

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Vectastar 3500 offers the following benefits:

- **More Speed:** VectaStar offers up to 60 Mbps full duplex to a single subscriber, with 480 Mbps cell capacity. For network operators, this means more customers and more revenue per cell.
- **Longer Range:** At 20 Km, VectaStar has significantly higher range capabilities than any competing product without sacrificing speed and capacity. This means fewer base stations and a wider customer catchment area as well as lower initial capital expenditure.
- **Better coverage:** VectaStar's use of advanced modem and equaliser techniques, along with its higher transmit power, enable larger cells with a greater percentage of buildings reached within those cells. Unlike competing systems, VectaStar will not be limited to line-of-sight (LOS) or near-LOS deployments, but also has some non-LOS capability.
- **Low cost:** VectaStar base stations will cost an order of magnitude less than those of current competitors and do not require 19 inch racks or special equipment rooms. As a result, this will speed deployment and remove the burden of high up-front capital costs for the operator.
- **Range of services:** Through its modular choice of interfaces on the customer unit, VectaStar will support a wide range of industry-standard interfaces. Thanks to its ATM-based over-the-air protocol, VectaStar can offer the highest level of quality of service (QOS) parameters on the market.
- **Self-backhaul capability:** To minimise costs, particularly during the early stages of deployment, it is possible to connect Vectastar to the rest of the network by using a dedicated Access Point and Subscriber Unit to provide a point-to-point link.
- **Standard systems management:** VectaStar has been designed to utilise standard SNMP management tools. This makes network management easy and enables new wireless access networks to be managed alongside existing networks.

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Mr. Walp concluded: We re confident that Vectastar offers the lowest-cost, most flexible way of delivering high data rate, QoS-supported services to SME s and residential users. VectaStar provides clear competitive differentiation with services an order of magnitude faster than the competition.

CBL was founded in January 2000 by an established development and marketing team that successfully pioneered the first generation of low cost, high capacity fixed wireless access network systems in the USA.

Backers include two leading European venture funds: Amadeus Capital Partners of Cambridge and London, England, and Pino Venture Partners of Milan, Italy.

Cambridge Broadband is a key sponsor and exhibitor at "Business Modeling for Broadband Fixed Wireless Delivery" conference in London on 24/25 January at the Swallow International Hotel, where the VectaStar 3500 will have its world debut.

Further information is available on CBL s website at [www.cambridgebroadband.com](http://www.cambridgebroadband.com)

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