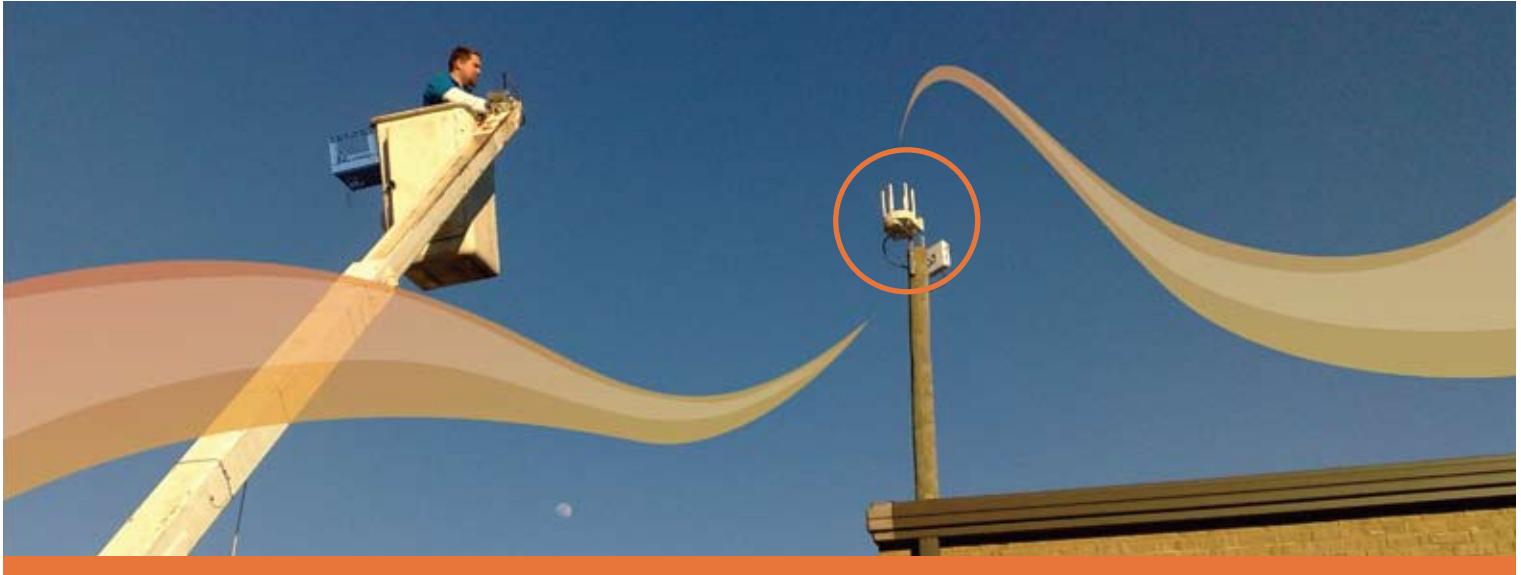


Customer type: Service Provider

Country/Region: Alabama, USA

Application: Residential and SME Broadband Wireless Internet Service



Highlights

The customer

Got-WiFi provides instant, high speed wireless internet with no contracts and no high prices.

The challenge

Providing indoor coverage for high numbers of transient customers

The solution

Got-WiFi offers a high quality Wi-Fi access networks, based on the Wavion base stations with the following advantages:

- Superior indoor penetration
- Uniform coverage
- Extended range
- Increased capacity

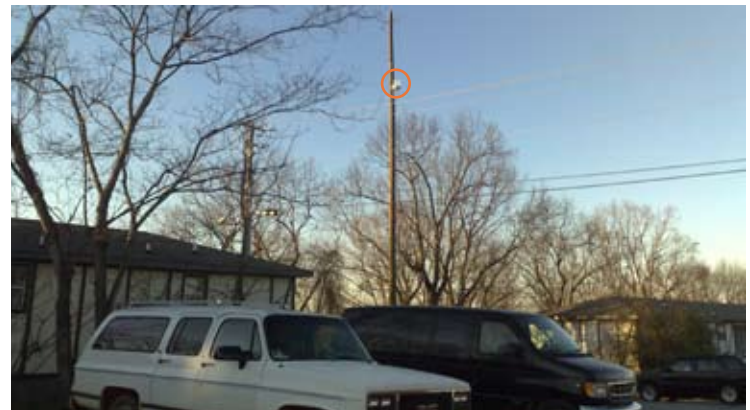
The result

45% cost saving in comparison to the competition while offering high-quality solution, allowing Got-WiFi to cover larger area and address more customers per base station.

The customer

Got-WiFi offers high speed internet to apartment complexes, neighborhoods, metropolitan areas, malls and rural areas.

The company's concept was formed in Gerald's (Got Wi-Fi's founder) apartment. Within hours of turning on the internet in his home, Gerald saw additional connections (neighbors).



This was and still is the company's core concept - providing simple, instant, high speed wireless internet with no contracts, no obligations / commitments at a low price.

The service is provided throughout the community, enabling Got-WiFi customers to connect not only in their homes but also throughout the city; in shopping centers, parks etc.

The challenge

Due to their business model, Got-WiFi needs to manage large numbers of transient users. Most of these users are located indoors, which mandates high quality indoor coverage. However, the Got-WiFi low-cost service with no contracts prohibits the use of indoor CPEs and requires indoor penetration from the Wi-Fi access point directly.



The solution

The performance demonstrated by Wavion WBS-2400 base stations, in terms of coverage and indoor penetration, was clearly superior to the competition. For this reason, Got-WiFi selected the Wavion solution to replace their existing one.

The WBS-2400 wireless broadband base stations are deployed throughout the area to provide maximal coverage. They are installed on 15 meter high wooden poles, with a backhaul connection using the local Cable access network.

Due to the extended coverage and high capacity provided by the base stations, Got-WiFi was able to deploy 1 base station for every 8 access points previously required.

Wavion Service Pro billing and provisioning application, which is powered by Aradial, enables Got-WiFi to create and introduce new service plans, customize and brand their captive portal as well as introduce new promotions at a click of a button.

The self-care portal of the Wavion Service Pro suit provides further cost savings for Got-WiFi by allowing local and transient users to buy subscriptions and switch service plans through the portal, without the need for a manned service call center.

Why Wavion

"Wavion has allowed us to save 45% on each stand alone deployment and we are able to deploy a larger coverage area providing exceptional throughput." Said Gerald King, Founder and Co-owner of Got-WiFi.

"Previously, we deployed a site that used 8 Mikrotik access points. This deployment required three types of antennas, three radio cards, three LMR 400 cables, and a power solution per access point leading to setup costs of \$11,200 in equipment alone."

Gerald continued "We replaced all this with 1 Wavion Base Station, and our customer base has grown since the replacement because of the increased system performance."

Future Expansion

Got-WiFi is steadily growing their network to cover additional areas.

Wavion is working closely with the company to provide a steady supply of base stations for the expansions.

The Wavion Service Pro suit allows Got-WiFi to easily monitor base stations profitability and add additional bandwidth and coverage if, when and where required.

