

# WiMAX TELECOM SUCCESS STORY



## WiMAX TELECOM AND ALCATEL-LUCENT TO DEPLOY CROATIA'S FIRST WiMAX 802.16E NETWORK



Croatian market has been liberalised in the last 4 years. Number of alternative operators have launched services and licences for wireless services have been awarded. Broadband penetration is rising rapidly and mobile penetration is among the highest in the region with HSDPA services already available.

Alcatel-Lucent has been selected by WiMAX Telecom to supply the first WiMAX 802.16e-2005 (Rev-e) network in Croatia. Alcatel-Lucent will supply its WiMAX solution including almost 400 base stations, wireless access controllers and an operation and maintenance center.

The deployment has started in the **areas of Osijek and Vukovar** and will be followed by other regions. The network operates in WiMAX Telecom's licensed 3.5 GHz spectrum.

Founded in 2004, WiMAX Telecom is the leading cross-border broadband wireless access (BWA) operator in Europe and among the most advanced wireless broadband companies globally. Holding **3.5 GHz frequency licenses** in Austria, Croatia, Germany, Slovakia and Switzerland, the company operates in a region populated by approximately 120 million people.

WiMAX Telecom provides high-speed wireless broadband Internet and Voice-over-IP services using WiMAX technology to over 13.000 residential and business customers. In May 2007, WiMAX Telecom won the "Best of WiMAX World" Commercial Deployment Award. WiMAX Telecom intends to build-out and operate wireless broadband networks in its licensed countries primarily in cooperation with partner companies.

"With their proven technical capabilities and strong market position, Alcatel-Lucent is the perfect partner for us as we roll-out one of the world's most advanced 'triple-play' WiMAX networks in Croatia... In particular, the open CPE program of Alcatel-Lucent will allow us to choose from a wide selection of innovative end-user devices that can support an exciting range of cutting-edge wireless applications." *said Peter Ziegelwanger, Chief Technology Officer of WiMAX Telecom*



## Delivering WiMAX Broadband Access services in Croatia...

WiMAX Telecom has been awarded licenses in 20 of 21 counties in Croatia covering almost the entire country.

After years of experience in Broadband Wireless technologies, **WiMAX Telecom decided to go for a WiMAX 802.16e-2005 (Rev-e)** network supporting fixed, nomadic and simple mobility applications. However, mobility is not allowed yet by the regulator in Croatia.



WiMAX Telecom plans to offer annual or temporary subscriptions with devices based on residential gateways, PCMCIA cards and USB dongles plugged in laptops. Their main target are **Croatian residents and foreign citizens on holidays near the Adriatic coast**, a customer base they want to address with attractive broadband packages.

The company has started its operation in the regions of **Osijek and Vukovar** on December 11, 2008 thereby entering the market with one of the world's most advanced WiMAX networks. The network operates in WiMAX Telecom's 3.5 GHz licensed spectrum and will initially provide broadband Internet access.

Alcatel-Lucent is committed to boosting WiMAX deployments in South-East Europe, leveraging our **regional support capabilities and local presence** - particularly in terms of our ability to support mobile operators. In Croatia, Alcatel-Lucent is present with a dedicated affiliate managing major commercial deployments in the country.

## Why has Alcatel-Lucent being selected by WiMAX Telecom?

Alcatel-Lucent enjoys long term relationship with WiMAX Telecom, but the following reasons played a key role in that particular case:

- **Capability to Deliver Powerful and Efficient End-to-End WiMAX 802.16e solution** including base stations, access controllers, core network and operation & maintenance center.
- **Recognized Experience in deploying WiMAX projects.** Alcatel-Lucent has been able to match the tight timing requested for deployment
- **The Open CPE Program** to guarantee that **any type of WiMAX compliant device will work with best-in-class performances** thanks to extensive IOT tests performed both in our labs and in WiMAX Telecom premises in Vienna and SIACS (Seal of Interoperability Acceptance for Commercial Services) qualification process.
- **Recognized WiMAX Technical leadership** and readiness of WiMAX radio solution 802.16e at 3.5 GHz