

## Customer Story

**Customer:** Kenya Data Networks  
**Area:** East Africa  
**Solution:** BreezeMAX®  
**Application:** WiMAX™ for last mile broadband access

### The Challenge

To find a reliable cost-effective last mile access solution to support added value broadband services to Kenya's business and residential markets as a part of KDN's Butterfly® service.

### The Solution

BreezeMAX platform extended KDN's existing infrastructure to provide last mile access in Nairobi and 40 towns across Kenya and support seamless WiMAX connectivity with mobile devices and Internet services to residential customers

### The Result

- Increased revenues for broadband services
- Rapid ROI
- High Level of Customer satisfaction
- Better QoS offering
- Mass market enabler with access to a larger market share



# Kenya Data Networks Ltd.

Alvarion® deploys WiMAX™ network to provide broadband wireless connectivity solutions for Kenya's business and residential markets

“ *Adapting WiMAX technology is helping us create awareness and educate the market toward adopting the Internet as a way of life.* ”  
Mr. Vincent Wang'ombe, Marketing Manager, KDN

#### About Kenya Data Networks

Kenya Data Networks (KDN) is a full service data communications carrier and Kenya's leading provider of commercial leased lines, Frame Relay and metro Ethernet-based services. Since 2003, KDN has worked with Alvarion to deliver wireless broadband networks. Looking to become the infrastructure provider of choice for operators and users alike, KDN recently developed a new wireless Internet solution called Butterfly® that offers the ability to communicate anytime, and from anywhere. Butterfly is a convenient, one-stop, communications solution for individuals and enterprises and offers subscribers triple play data, voice and video services.

#### The Challenge

KDN sought a wireless technology to replace Wi-Fi endpoints and extend the reach of its Butterfly service, as well as continue to meet infrastructure demands of Kenya's growing business sector. KDN also needed to augment the Butterfly service with an effective last mile access solution that supported their plans for mobile device connectivity.

#### The Solution

KDN decided to extend the reach of their WiMAX network, particularly since the company considered WiMAX to be the best economic choice for the unique needs of the growing East African market. The company selected Alvarion's award winning BreezeMAX platform to deliver high performance last mile access as part of their plan to augment their Butterfly solution, solving the issues of reaching the end user. In addition, the extended WiMAX network is utilized for enterprise inter-branch services, connecting bank branches, ATMs, schools, cyber cafés and businesses.



WiMAX antenna in Kenya

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“ *We chose Alvarion's WiMAX and VL networks to provide and support the ever growing demand in our markets.* ”  
Mr. Vincent Wang'ombe, Marketing Manager, KDN

### The Result

Since the extension of KDN's existing WiMAX network and augmentation of their Butterfly service, customers are enjoying uninterrupted, consistent high quality service and satisfaction. Furthermore, the extended WiMAX network offers full support for the mobile device connectivity planned for the next phase of the rollout. WiMAX technology is enabling quicker service deployment and access to more markets, giving KDN a fast ROI, increased revenues and growth.

Using Alvarion's last mile infrastructure, KDN is reaching more customers with a stable and error-free link with almost zero failure rates, and able to offer competitive broadband rates to both current and new customers. KDN's pioneering rollout is setting a new standard of service for the growing enterprise and residential markets, permitting customers across the country to benefit from a wider range of service applications. Furthermore, KDN plans to utilize the capabilities of their WiMAX network to offer Personal Broadband services, realizing the vision of seamless mobile device connectivity.



*Online connectivity through WiMAX for Kenyan schoolchildren*

### About Alvarion

Alvarion is the largest WiMAX pure player, ensuring customer long-term success with fixed and mobile solutions for the full range of frequency bands. Based on its OPEN™ WiMAX strategy, the company offers superior wireless broadband infrastructure and an all-IP best-of-breed ecosystem in cooperation with its strategic partners. Alvarion has delivered over 200 commercial WiMAX deployments worldwide.