



MOTOwi4 – InstaNET Broadband Services

Motorola overcomes wind, snow and lack of power to provide a reliable backbone link to telecom service provider in India

Customer Profile

Company

InstaNET Broadband Services Pvt. Ltd

Industry

Telecommunications

MOTOwi4 Solution

- wi4 Fixed solution
- Point-to-Point Ethernet bridges

Solution Features

- Backbone connectivity
- Long link distances
- Weather-resistant operation

Benefits

- Ease of installation
- Solid service support
- 100 percent availability where other solutions failed
- Expansion into areas previously not served

Customer overview: InstaNET Broadband Services Pvt. Ltd

InstaNET Broadband Services is a solution provider to Telecom Operators and Govt. Agencies in Jammu and Kashmir namely Bharti Airtel Limited, Software Technology Parks of India, Airtel Enterprise Services.

The challenge: provide reliable backbone connectivity between the cities of Jammu and Srinagar to deliver high-quality data, voice and video services to its customers

The quality of the data services – including standard broadband, multi-protocol label switching (MPLS) and virtual private network (VPN) services – it offered to its enterprise customers in the state of Jammu & Kashmir were being compromised. That's because InstaNET was unable to secure a reliable backbone connection between the cities of Jammu and Srinagar, two of the largest cities in the state.

The extremely hilly area between the two cities suffered landslides almost daily and often experienced high winds with speeds up to 70 kmph. In addition, snowfalls of as high as nine meters and power outages (or the lack of power at all in some remote locations) were common, making supporting wireline backbone connectivity difficult if not impossible. Due to the inclement weather, outages of the existing wired backbone network were frequent. This of course caused telecom services to be suspended for the customers of InstaNET Broadband Services.

Of course, InstaNET's competitors were also not able to secure reliable backbone connectivity. InstaNET knew that if it could find a solution to

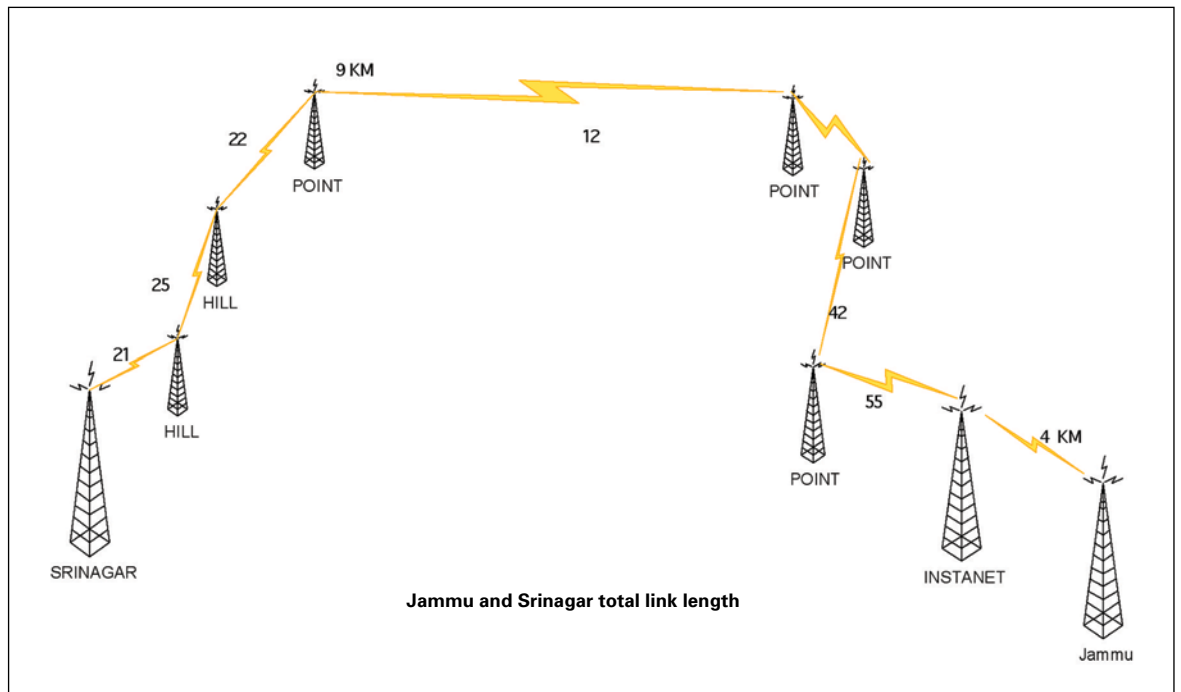
this problem, it could gain a market advantage over its competitors.

The solution: a wireless broadband network that overcomes the challenges presented by landslides, high wind speeds and heavy snowfalls

That's when InstaNET turned to Motorola's wi4 Fixed Point-to-Point solutions. InstaNET installed Motorola's PTP 100 and PTP 400 Lite Ethernet bridges between Jammu and Srinagar to overcome power and weather challenges and finally get the reliable backbone connection it needed. Using the PTP 100, InstaNET can achieve high-bandwidth backbone connectivity across line-of-sight distances of up to 56 kilometers. Weather-resistant, compact and ruggedized, the PTP 100 radios provide consistent data rates of up to 14 Mbps, even in the face of severe interference, and provide options for solar and wind power.

InstaNET also relies on PTP 400 Series radios to provide non-line of sight and long-range line-of-sight connectivity where needed. Using the PTP 400 Lite, InstaNET can maintain as high as 99.999 percent availability even in extremely challenging environments. The PTP 400 Lite version of the Motorola equipment, which supports data rates as high as 21 Mbps at 5.4 GHz and 5.8 GHz and data rates as high as 17 Mbps at 4.9 GHz, offers all the performance and reliability of the full-speed equipment found in Motorola's PTP 400 Series – but at a lower cost.

“Until we found Motorola, no one could provide us with a backbone connection that delivered 100 percent reliability between Jammu and Srinagar, two key cities in our service area. Now, in spite of winds as strong as 70 kmph, snowfalls as high as nine meters and unreliable power, we can still offer data services that deliver 100 percent reliability to our customers. We just cannot believe how well Motorola equipment works.”



The benefits: ease of installation, solid installation support and 100 percent reliable backbone service

InstaNET has been very pleased with the quality of the backbone connection provided by the Motorola equipment, which covers a total distance of 190 kilometers. Thanks to the wireless broadband backbone, InstaNET Services is now able to deliver services to customers in areas it previously could not cover.

Installation of the network – including planning, deployment and commissioning – was completed within three months, despite the fact that roads were not even available in some areas where equipment was needed. InstaNET was especially pleased by the installation support provided by Motorola. When one of the links needed troubleshooting during installation, an engineer was flown in from Singapore and had the link working within hours.

Given the modest power needs of the Motorola wireless broadband solution, InstaNET was able to design its remote locations to provide power backup for up to 45 days after the last power source fails. This ensures that availability remains at 100 percent, thus providing valuable peace of mind to the service provider and its enterprise customers.



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