Case Study

Delivering Broadband Access to Makati Business District with RADWIN's WinLink™ 1000

"RADWIN's WinLink™ 1000 outpaced all other existing broadband offerings in terms of performance, price and ease of deployment. We installed WinLink™ 1000 in mere hours, and the solution overcomes physical obstructions that PDH radios can't tackle."

Johann T. Dizon, VP Business Development, Aerials & Cables

The Challenge: Surmounting Line-of-Sight Obstacles

The Makati business district in Metro Manila city in the Philippines is a bustling metropolis and home to the country's largest corporations. The influential business district is where most of the banks, insurance companies, and multinational organizations are sited in a densely populated expanse of urban space.

Oceanic Wireless Network Inc., a Philippines-based service provider, sought to extend its communications footprint in the area to best serve both existing and new business customers. Oceanic Wireless Network's technology of choice was broadband wireless. However, the high-rise buildings and billboard signs crowding the Makati skyline presented many barriers to broadband wireless deployment.

To overcome line of sight constraints, Oceanic Wireless Network needed a broadband wireless solution capable of delivering consistent high performance even in near/non-line-of-sight conditions (NLOS). The chosen solution had to replace conventional radio systems, such as the PDH radios Oceanic Wireless Network was currently using - which were costly, hard to maintain and could not operate in NLOS.

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The Solution: RADWIN's WinLink™ 1000 Broadband Wireless

After evaluating numerous systems, Oceanic Wireless Network selected RADWIN's WinLink™ 1000 broadband wireless point-to-point solution. WinLink™ 1000's high-performance/low-cost value proposition, coupled with its ability to operate in difficult NLOS conditions made it the ideal choice.

Aerials & Cables and Asian High Technology Corporation, two leading system integrators in the Philippines, were charged with deploying the project. They installed WinLink™ 1000 wireless links on building rooftops in the Makati district, empowering Oceanic Wireless Network to deliver high speed voice and data services (4 x E1 and Ethernet) - ranging from always-on Internet access to video conferencing - to the numerous enterprises in the area.

Cost-Effective Broadband Access for Enterprise Customers

RADWIN's WinLink™ 1000 enables service providers such as Oceanic Wireless Network to deliver high quality broadband access to organizations of all kinds – from small/medium enterprises to large corporations - with carrier-class reliability at a *fraction* of the cost of other available alternatives.

A long-range and all-weather wireless system, WinLink™ 1000 supports carrier-grade E1/T1 (up to 4 interfaces) and Ethernet services (up to 2 interfaces), and provides ample coverage across distances of up to 80 km/50 miles. The solution is extremely simple to install and operate, and allows providers to provision services more quickly and cost-effectively than ever before possible.

Johann T. Dizon, Vice President of Business Development at Aerials & Cables stated: "RADWIN's WinLink™ 1000 outpaced all other existing broadband offerings in terms of performance, price and ease of deployment. We installed WinLink™ 1000 in mere hours, and the solution overcomes physical obstructions that PDH radios can't tackle. With WinLink™ 1000 service providers can provide high quality broadband access to enterprises, even under NLOS constraints."

The WinLink™ 1000 Advantage

- **Unrivaled price**
  More competitive than any other wireline or wireless transport solution of similar performance levels.
- **Carrier grade performance**
  No network downtime, ensuring 24/7 business continuity.
- **Voice and Data solution**
  Supports up to 4 E1/T1 ports and 2 Ethernet ports. A single link accounts for all your telephony and data needs.
- **Long range**
  Up to 80 km / 50 miles.
- **Quick installation**
  Link is established and running in just hours.
- **Security**
  AES 128-bit key encryption scheme guarantees optimal over-the-air security.
- **Maximum reliability**
  Designed for robust performance in the harshest weather conditions and transmits faithfully over the most difficult terrain, even in non-line-of-sight constraints.

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