

Airtel Tanzania Wins Connectivity Business in a Competitive Market

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– David Masha, Transport Engineer, Airtel Tanzania



ePMP 1000 AP

- Connectorized Radio
- 5 GHz
- 150 Mbps throughput
- 2x2 MIM-OFDM



ePMP Force 180

- 16 dBi antenna
- 5 GHz
- 5/10/20/40 MHz channels

Overview

BRINGING BROADBAND TO DAR ES SALAAM, TANZANIA

Airtel Tanzania was trying to grow as a service provider in an area where high equipment costs were restricting growth. They contacted Greenline Technologies Ltd a System integrator specializing in the Sub-Saharan Telecommunications Market.



For years, the high cost of equipment restricted deployments to a handful of point-to-point (PTP) links. Tanzania has 9 telco operators and over 30 ISP's competing for the same market share. Crowded and expensive tower spaces, interference, high OPEX in deployment and equipment were the norm. Airtel saw the demand for reliable and affordable internet connectivity among corporate customers, and led to the decision to evolve to a point-to-multipoint (PTM) platform. Cambium Networks' ePMP Access Point provided the ability to connect over 100 concurrent subscribers combined with high capacity and lower CAPEX. Airtel now had the needed go to market strategy in a very competitive market.

Solution

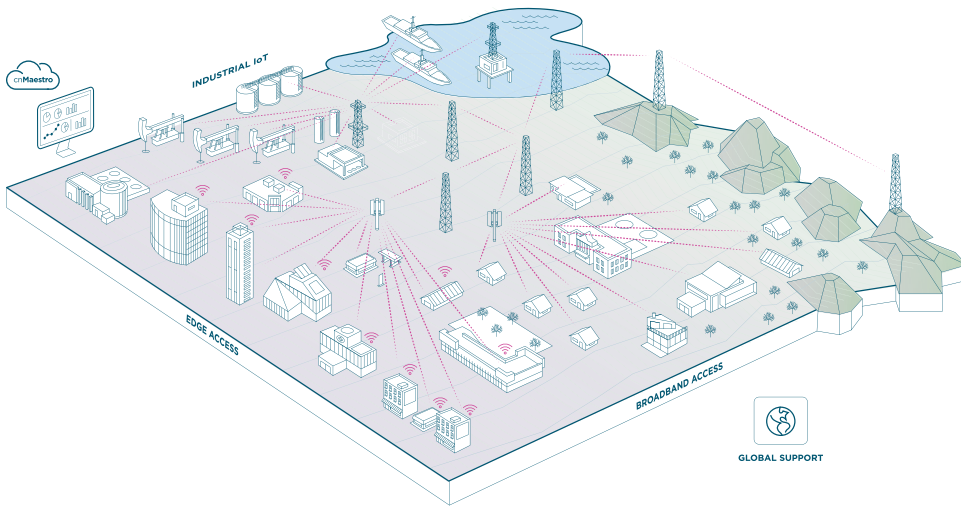
Planning the network was easy. “The Cambium Networks LINKPlanner tool provided exceptional reliability in the network planning with 100% accuracy meeting and exceeding the client needs,” said David Masha, Transport Engineer for Airtel. “The Installation report generated by LINKPlanner turned out to be a fantastic tool ensuring all materials are budgeted for prior installations.”

Cambium Networks ePMP 1000 Access Points and Cambium ePMP 1000 connectorized, Force 200 and Force 180 Subscriber Modules. 30 Access Points and 180 Subscriber Modules were installed. The new solution satisfied all the clients by meeting the speed and capacity demand with 100% availability and affordable initial deployment costs.

More than 180 subscribers were connected in this project during first phase in the capital of Dar Es Salaam. “Airtel achieved the capacity required with high performance throughput and stability. This platform will sustain increasing demands in capacity needs for years to come,” says Masha.

THE ePMP DIFFERENCE

- High throughput speed
- Supports 100 subscribers per access point
- Cost effective
- Rapid installation



Why Airtel Tanzania Chose Cambium Networks

- High throughput to multiple clients
- Easy to plan and install
- Reliable performance
- Reasonable price

Best Practices

- Plan the network to meet future capacity needs
- Reliable equipment will have a lower total cost over the long term and is a good investment
- Listen to the customers you have and the customers you want to have

Results

"THE CLIENTS WERE SATISFIED WITH THE CAPACITY AND THE SPEED of the connectivity as well as affordable initial deployment costs. Airtel's revenue has increased 100x from the previous PTP platform and is forecasted to increase rapidly with the additional subscribers added daily. Airtel is positioned to jump from 3rd place to the market leader in Tanzania by the end of 2019 just by simply migrating to the Cambium Networks ePMP platform," says Masha .

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Airtel is under constant expansion, having a very aggressive development plan align with company Vision to be among the major mobile operators in Tanzania.

