

# Sancfis Cameroun SA; Addressing Reliability & Performance



“Sancfis Cameroun SA is satisfied with the links considering the performance obtained exceed expectation. The links are reliable as ever since installation. There has been no incident that requires them to intervene.”

MOUZONG FRANCIS, TECHNICAL COORDINATOR, Sancfis Cameroun SA

## Overview

### Upgrading Network Reliability for Its Customers in Cameroon

SANCFIS IS AN ISP IN DOUALA, CAMEROON, with most of its clients being in Douala and Yaounde. The company had performance and reliability concerns which their existing wireless broadband solution could not resolve. Most of their clients experienced instability on the network. There was an increasing need to ensure network reliability and stability for its customers, and to get this done, they worked with DNI Tech Solutions & Greenline Technologies who introduced Cambium Networks' solutions to Sancfis Cameroun SA.

Sancfis Cameroun SA was looking at addressing the performance and reliability concerns of its customers over time. The existing links were not reliable enough, and the Sancfis Cameroun SA team often had to go on site to get the links up and running. Sancfis Cameroun SA was approached by DNI-Tech Solutions and Greenline Technologies who presented the reliable ePMP 3000 and Force 300-25 solution. This solution was designed on LINKPlanner, and the Sancfis Cameroun SA team trained on installation and commissioning of the links with full support from Greenline Technologies and Cambium Networks.

Greenline Technologies is the distributor of Cambium Networks in Central Africa and has been working closely with integrators like DNI-Tech Solutions and ISPs like Sancfis Cameroun SA, to provide them with training, necessary support and the appropriate equipment for the best customer experience.

## 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

## The ePMP Difference

- High-throughput speed
- Supports 120 subscribers per access point
- Cost effective
- Rapid installation

## The Solution

**PLANNING THE NETWORK WAS EASY.** “The Cambium Networks LINKPlanner tool provided exceptional reliability in the network planning with 100% accuracy thereby exceeding the client expectations,” said Francis Mouzong, Tech Coordinator for Sancfis Cameroun SA. “The installation report generated by LINKPlanner turned out to be a reliable tool ensuring all materials were budgeted for prior to installations.”

Cambium Networks ePMP Force 300-25 was installed for the PTP links. The new solution was appreciated by all the clients as the QoS and QoE was high. No field intervention was ever needed since the links were constantly in service fulfilling the capacity and availability as predicted by LINKPlanner.

Two links have been deployed in Douala for a hotel and insurance company. Sancfis Cameroun SA sought to address nine links considered to be critical, with ambition to expand by deploying 150 links within Douala and Yaounde.

According to Francis Muozong, “Sancfis Cameroun SA achieved the desired capacity with high-performance throughput and stability. This solution will sustain increasing demands in capacity needs for years to come.”

### WHY Sancfis Cameroun SA CHOSE CAMBIUM NETWORKS

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

#### Force 300-25

- Intelligent Filtering Radio
- 5 GHz
- 100 Mbps throughput
- 4x4 MIMO-OFDM



## The Results

**“THE CLIENTS WERE SATISFIED WITH THE CAPACITY AND THE SPEED** of the connectivity as well as affordable initial deployment costs. Sancfis Cameroun SA recorded quality service to clients given the stable network translating to 100x quality services from the previous PTP platform and is forecasted to increase rapidly with the extension of this solution to their other clients. “Sancfis Cameroun SA is striving for excellence in the ISP industry in Cameroon and working with Cambium Networks solutions will go a long way to put them on top of the chart in the country.” says Eric Yah Bi, Executive Manager.

Sancfis Cameroun SA achieved the capacity required with high-performance throughput and stability. This platform will sustain increasing demands in capacity needs for years to come.

Sancfis Cameroun SA is under constant expansion, having a very aggressive development plan aligned with company Vision to be among the major ISPs in Cameroon.

### ABOUT CAMBIUM NETWORKS

Cambium Networks delivers wireless communications that work for businesses, communities and cities worldwide. Millions of our radios are deployed to connect people, places and things with a unified wireless fabric that spans multiple standards and frequencies of fixed wireless and Wi-Fi, all managed centrally via the cloud. Our multi-gigabit wireless fabric offers a compelling value proposition over traditional fiber and alternative wireless solutions. We work with our Cambium certified ConnectedPartners to deliver purpose-built networks for service provider, enterprise, industrial, and government connectivity solutions in urban, suburban, and rural environments, with wireless that just works.

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