



## Company Update

### **Altai's Super Wi-Fi makes it possible for Smart Farming in Australia**

The general mindset of IoT solution is mostly built with different LPWAN technologies. However, Altai's patented smart antenna technology has made it possible to use standard Wi-Fi protocol (2.4GHz and 5.8GHz) to enable different IoT and smart applications in large area with much higher throughput.

Recently, the complete IoT solution has been adopted in farming industry for the first time in western Australia with the solution provided by Altai and its partner in Australia, Powertec. The solution was deployed in a Western Australian Government agricultural training facility, which planned to renew and upgrade the facilities. Powertec adopted Altai's products with the smart antenna technology because of its absolute advantage of large area coverage outdoor. Altai's solution has enabled different IoT applications, surveillance cameras and access coverage for mobile users. Many of the applications and access points are solar-powered.



Previously, different units of the farm had to work with different vendors for each of the job divisions such as crop and soil conditioning, water management and security etc., which made it difficult to have any sort of centralized management. With the IoT solution and an uncompromised wireless network in place, the farm can now centralize the management

functions of various areas into one single platform for more efficient operation. In addition, the seamless Wi-Fi service is provided at the premises for both students and staff.

### Partnership with NTT to Bring Wi-Fi to Hawaii

Altai's partner in Hawaii, Sun Global Broadband ("SGB"), has recently signed a memorandum on partnership with NTT Broadband Platform to provide Wi-Fi service to Japanese visitors in Waikiki. The collaboration is intended to create business opportunities between Japan and the United States.

SGB has been Altai's partner since 2016. We have been working together since then to provide unparalleled outdoor island-wide wireless coverage to Hawaii. The phase 1 of this project ranging from Diamond Head, Waikiki, Ala Moana to Ward Villages has been completed in Nov 2017. SGB has adopted Altai's Super Wi-Fi solution which is specialized with the patented smart antenna that can cover an incredibly large area. This unique technology together with SGB's network design enables the company to provide low latency and high robust connectivity for city-wide applications.



## Product News

### Altai Launches AltaiGate 200 Smart WLAN Controller



Altai has proudly launched their latest WLAN controller, AltaiGate 200 Smart WLAN Controller. Ease of use is the major design goal of this product. An entire Wi-Fi network can be set up quickly via its web-based configuration interface and Altai Super Wi-Fi access points would automatically connect to AltaiGate over any Layer 2/3 network. AltaiGate 200 is expected to be a great assistant on network management for small to sizable enterprises in most of the industries.

## Company Events

### Altai's New distributor in Colombia

The event, Kick Off Colombia, has been held on 17 May 2018 in Bogota of Colombia, with the announcement that Avantec has become Altai's new distributor in Colombia.

Avantec is an expert in wireless communication, video IP, business intelligence and infrastructure with 15 years' distribution experience in the Mexican market. The event has also highlighted the start of Avantec's operation in Colombia. It is expected that their launch in the Colombian market will enhance Altai's business in the country.



### Altai at Mexico Seminar with Alfa2mil9 in Tequila

Altai's partner in Mexico, Alfa2mil9, held an annual road show in Tequila of Jalisco State in Apr this year. The company is a professional wholesale distributor of telecommunications products for various applications.

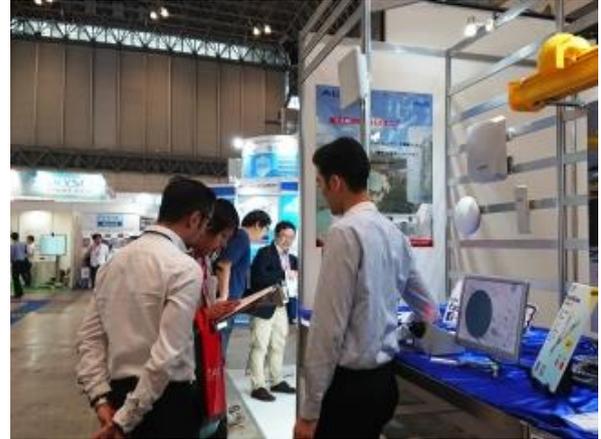


The seminar consisted of different presentations and discussion sessions for their partner companies to introduce their product advantages and illustrate how the deployment could benefit the end-users. Altai's LATAM representative, Javier Mochnacs, showcased few project deployment cases and highlighted Altai's unique competitive edges.

Audiences were all interested and amazed by Altai products' superior performance.

## Altai at Interop Tokyo with eWave

Altai joined the leading ICT event in Japan, Interop Tokyo, for the very first time partnering with eWave. Interop is one of the most important global business technology events in Japan, which is held annually with comprehensive IT conference and exhibition featuring leading ICT vendors. This year the event attracted almost 150,000 visitors looking for the latest information available on key technologies and hoping to meet with the vendors.



During the event, Altai has showcased its super Wi-Fi technologies which are relatively new to Japanese enterprises. Many entrepreneurs have showed their interests to learn more about Altai's technologies and how these technologies could support their business. This is a significant step for Altai to enter the Japanese market and it is expected to have more business opportunities in the near future.

## Altai Seminar with Wahana in Indonesia

A seminar with the theme "Be Fast, Be Efficient" focusing on warehouse management was held with Altai's Indonesian partner, Wahana Piranti Teknologi, on 8 May in Jakarta, the capital city of Indonesia.



The event featured Altai's products regarding their usage on automation and RFID systems in logistics market. In this market segment, Altai's advantage of long range coverage could be fully utilized, especially for complex warehouse occupying a large area with a lot of metal infrastructure. In fact, Altai Super Wi-Fi solution

has been deployed in many of the leading e-commerce's logistic warehouses, enabling different applications using Automated Guided Vehicle (AGV).

## Altai with Welfare at Build 4 Asia in Hong Kong

Altai participated in Build4Asia 2018, a significant tradeshow held in May for building, electrical engineering and security industries in Hong Kong, with its local partner, Welfare Electronic (WECL) as an exhibitor.

WECL is an experienced electronic products distributor established in Hong Kong for over 30 years. It has been working with Altai in many projects, including the outdoor deployment at HKSTP Phase 2 and Hong Kong Playground Association. Teaming up with the company in Build4Asia 2018, Altai is expecting to increase market presence in Hong Kong as well as the security industry in the near future.



## Altai Participated the First World Wi-Fi Day by WBA

The World Wi-Fi Day is the new initiative introduced by Wireless Broadband Alliance (“WBA”). The first World Wi-Fi Day has been held on 20 June 2018. The purpose of the event is to help bridge the digital divide by providing a platform to recognize the significant role Wi-Fi is playing in getting different parts of the world connected.



To connect the world has also been one of Altai's goals since its establishment. Altai has been putting effort to provide affordable network solutions to

underserved countries. This time, to echo with the theme of World Wi-Fi Day, Altai presented one of their major projects, a deployment of free Wi-Fi hotspots for an underdeveloped area in South Africa, for WBA to feature on their website during World Wi-Fi Day. This project demonstrates most of the Altai's products' advantages, the large area coverage which requires less APs than any other competitors. As a result, the OPEX and CAPEX can be greatly reduced and the total cost of ownership (TCO) would be much more affordable, thus allowing poorer areas to enjoy the benefits of network services, and more importantly, to connect with the rest of the world.

## Altai Showcased at CommunicAsia in Singapore

The most established ICT event in South East Asia, CommunicAsia, has just been held in Singapore in late June. Altai showcased the latest products and solutions to thousands of visitors during the show at Infracomms booth, our local partner in Singapore. Infracomms



has many years of experience in connectivity solutions in Singapore and is a long-time partner of Altai. We have worked together on various deployments in different industries.

At the exhibition, Altai displayed the latest product series, AX500, which is based on the latest 802.11ac wave 2 standard and Super WiFi smart antenna technology. Being known for the unparalleled long-range coverage by far in outdoor area, Altai's new AX500 series is specially designed for the booming smart city initiatives. Together with the versatile AltaiCare platform, the product is also suited for campus, logistics, broadband access and IOT applications. Visitors from different places of Asia were all impressed by Altai's smart antenna technology and the live demo of AltaiCare platform.

## Upcoming Event

### ITU Telecom World

Date: 10 – 13<sup>th</sup> September 2018

Venue: Durban ICC,  
South Africa

Website: <https://telecomworld.itu.int/>

