



Overview

Espresso Telecom is a leading Pan-African telecommunication service provider which is experiencing a rapid business growth in the past decade. Following with the proliferation of mobile devices users in Africa, the traffic flow of 3G network has become more intense and the capacity has been saturated. Thus, Espresso saw the need of a data offload and an enhancement of their network services.

In 2016, Espresso started to work with Altai on the project to provide WiFi network to their subscribers. Espresso had explicitly requested a cost-effective solution with a long-range coverage, and Altai's deployment proposal defeated other competitors undoubtedly with its patented smart antenna technology, which enables Altai's AP to provide up to 3 times the range and 10 times the coverage over standard access point in this scenario. In return, Altai's deployment required much less installation sites comparing with other competitors, which allows a greatly reduced CAPEX and OPEX.

As a result, Espresso was very much satisfied with Altai's solution, which does not only offload the burden of its 3G network but also delivers unprecedented performance with the best price/performance value in market.

Customer Name:

Espresso Telecom
E to E FZE (System Integrator)

Deployment Location:

Africa

Application:

3G data offload

Products used:

A8-Ein (ac)

Result:

Three A8-Ein (ac) installed per site co-locating with existing cellular towers.

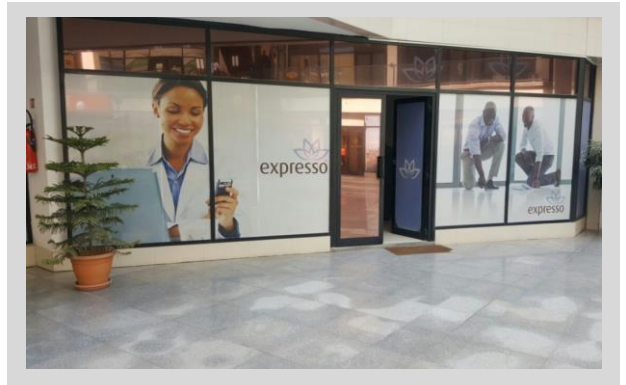
The A8-Ein (ac) provides up to 3 times the range and 10 times the coverage over standard access point.

Up to 90% fewer installation sites for the same coverage area.

The network has won the "2017 West Africa Com Awards – Connecting West Africa" award.

The Challenge

- Wide area coverage
- High capacity and low latency network
- Scalable and cost-effective solution



The Solution

Over 90 A8-Ein (ac) are co-located with Espresso's 3G towers to perform 3G data offload and deliver WiFi network for a larger area.

The Result

Three A8-Ein (ac) installed per site co-locating with existing cellular towers. The A8-Ein (ac) provides up to 3 times the range and 10 times the coverage over standard access point. Up to 90% fewer installation sites for the same coverage area.

The network has won the "2017 West Africa Com Awards – Connecting West Africa" award.

Altai's solution does not only offload the burden of Espresso's 3G network but also delivers a WiFi network with unprecedented performance, reliability, scalability and manageability, with the best price/performance value in market.

About Altai

Altai Technologies is a leading supplier of carrier-grade Wi-Fi products and technologies with a distribution network reaching 100 countries. Altai Super WiFi is the leading solution for vertical industrial markets, covering over 200 terminal ports and airports globally.

The Altai Super WiFi Solution includes a complete portfolio of indoor and outdoor products for carriers, WISPs, and enterprises to support a wide range of applications such as mobile data off load, public access, WLAN access, and backhaul.

Utilizing patented smart antenna technology, as well as a cloud-based management system called AltaiCare, the Altai Super WiFi Solution is designed from the ground up to deliver WiFi networks that have unprecedented performance, reliability, scalability, and manageability.

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