

Kayse Wireless Case Study

ePMP™ Overcomes Interference Problems in a Growing Louisiana Community

<http://www.kaysewireless.com/>



“We had limits, we had obstacles, and we had demands. The Cambium ePMP line removed these constraints and allowed us to focus on our expansion efforts without looking back. The ePMP line is a game changer for us” - said Curt Cormier, President & CEO at Kayse Wireless. “The bandwidth available in the ePMP series is remarkable. With 30 customers on 1 AP, we are still able to offer them up to 15 Mbps plans.”

CURT CORMIER, PRESIDENT & CEO AT KAYSE WIRELESS

Situation

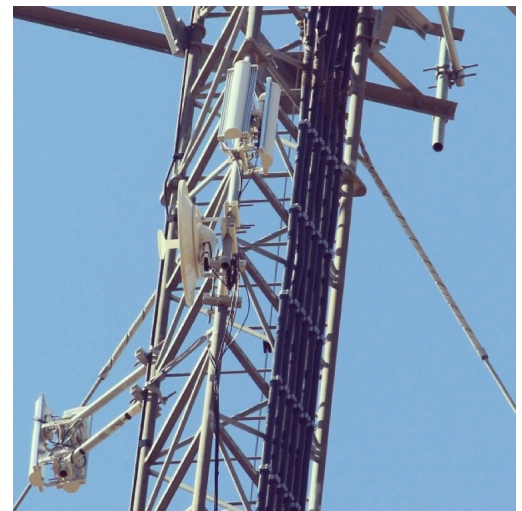
Kayse Wireless is a strong newcomer in fixed wireless broadband that has rapidly gained customers and provided connectivity to the Lake Charles community in Louisiana. In this mostly rural area the need for connectivity is growing, and other service providers are also trying to get a share of this booming market.

The company’s existing network was not able to keep up with customer data demands. There was a pressing need for Kayse Wireless to confidently offer high bandwidth and similar low cost packages to its data subscribers in urban and rural requirements. In addition the network encountered interference from other providers as well as self-interference. With a fiber solution being too expensive and time consuming to deploy, the company decided to explore other wireless broadband options.

Solution

Kayse Wireless turned to Cambium Networks, their long-term trusted partner, and deployed the ePMP Solution. The new technology was a perfect fit for its growing needs in five major areas, enabling the company to:

- Overcome interference issues in congested environments
- Provide connectivity in difficult NLOS (non-line-of-site) areas
- Avoid competition with pricey and time consuming fiber broadband



- Offer high bandwidth packages for subscribers: 5 Mbps, 10 Mbps and 15 Mbps
- Keep the package cost low and comparable with the urban pricing

The new configuration provides ample opportunity for future expansion, and the network was deployed very quickly using the latest CNS management system. quality.

Results/ Customer Benefits

Kayse Wireless was able to double the capacity of its previous equipment with the ePMP™ 1000 solution at lower cost. The first installation was so effective that there are plans to swap all existing equipment with the ePMP and build a higher capacity network. The new deployment is resilient to RF interference, cost-effective to meet Kayse Wireless' network deployment goals, and affordable for subscribers. This new solution satisfies rising residential broadband needs and offers reliable connectivity to the growing number of businesses in the area.

Case Highlights:

- **Customer Base-**
95% residential, 5 % business
- **Service Mix-**
98% Data, 2% VoIP
- **Important Features-**
 - 4-5 miles deployment range in NLOS
 - 5 GHz and 2.4 GHz Bands
 - High Throughput per AP – 30+Mbps UL and 30+Mbps DL
 - Low 8 ms latency at 5 miles in NLOS
 - Packages at 5 Mbps, 10 Mbps and 15 Mbps