Siklu SUCCESS STORY

Pro-Data Service installed 60GHz wireless radio solution and achieved ROI within two months
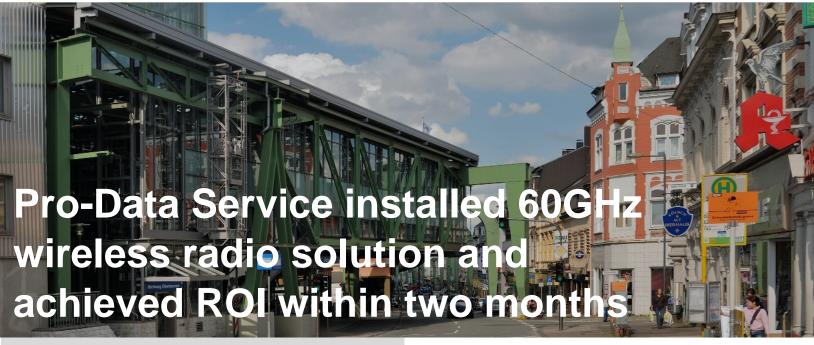
The Challenge

Two buildings, 300m apart were connected with an old DSL line. The connection was unstable and suffered from unpredictable service disruptions and the 22 MB/s throughput was insufficient for customer needs.

The Solution

EtherHaul-600 Gigabit Radios

The Results

The Siklu radio installed provided more than enough capacity, was easy to install, and provided a positive ROI within two months.

Background

Pro-Data Service offers its customers a complete IT management consulting as well as a full system integration to network management. One of their customers needed to connect two public buildings, 300 m' apart that were connected with an old DSL line offering low throughput and unpredictable performance.

Business Challenge

- Find a solution that would provide reliable performance

- Expand bandwidth significantly

- Offer seamless installation and commissioning

- Remain within defined budget

- Maintain a secure connection

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Deployment/System Integration

The initial solution was to implement a new fiber connection between the two buildings but the installation costs were estimated at 120,000 €, as there were two public roads that needed to be crossed between the buildings. This naturally exceeded the customer budget for the project and other alternatives had to be considered.

Pro-Data Service consulted with Scalcom who offered using the unlicensed 60GHz for a faster and quickly deployed connection between the two sites. This offer was supported by the fact that there was a clear line of site between the two buildings, and a distance of 300m was easily achieved.

Siklu's EtherHaul-600 operates in the unlicensed, interference free 60GHz V-band providing reliable and predictable 1 Gigabit capacity, unlike solutions operation at the congested Sub6 GHz spectrum.

Naturally the cost for that solution was only a fraction of the cost of the original suggestion and the customer achieved ROI within two months.

In Summary

Siklu radio links in the 60 GH z and 80 GH z. "In comparison to other systems, the supplied system is clearly superior in terms of quality and carrier suitability. The computer menu navigation is very simple and for a fast commissioning, you don´t need any additional equipment. Also the routing must not be changed and the connectivity can be monitored by a web browser any time" said Christoph Clasen, Key-Account Manager of Pro Data.