



Case Study:

NEXTERA CHOOSES RADWIN TO DELIVER HIGH-SPEED BROADBAND TO ENTERPRISES

RADWIN's wireless radios enable Nextera to deliver up to 100 Mbps with assured SLA

Customer

Nextera Communications.

Nextera's Requirements

The Minnesota, U.S.-based telecommunications company sought to deliver high-speed broadband to businesses in Minnesota, and back up service with Service Level Agreements (SLAs) that guarantee network availability, capacity and latency.

Why RADWIN

Nextera selected RADWIN's radios to replace existing competitor equipment and realized the following advantages:

Highest capacity – RADWIN's radios incorporate advanced technologies and features (e.g. Modulation rate, Coding and MiMO/Diversity modes) - thus ensuring maximum capacity in virtually all deployment scenarios.

Frequency flexibility – RADWIN radios support all approved FCC bands. This provides Nextera with a large diverse spectrum to choose from, increasing the likelihood of operating in a clean spectrum.

Hub site synchronization – All RADWIN radios located at a particular location can be synchronized to ensure optimal capacity vs. range while saving on tower space and spectrum.

Seamless operation in any non-line-of-sight (NLOS) scenario.

Ease of deployment - Systems are up and running in minutes.



RADWIN 2000 PtP & RADWIN 5000 PtMP co-location deployment

Project deployment

To date, Nextera has deployed:

- » **RADWIN 5000 Point-to-Multipoint:** 60+ sectors. Used for bandwidth of up to 50 Mbps of DIA (Dedicated Internet Access) or transport.
- » **RADWIN 2000 Point-to-Point:** 30+ links. Used mainly for customer links of 50-100 Mbps and also tower backhaul.

Key Advantages

With RADWIN's PtMP and PtP radios, Nextera can:

- » Own and control the entire wireless network
- » Provide businesses with the high-speed bandwidth that they need
- » Deliver wireless broadband service with assured SLA
- » Establish a dedicated connection for businesses demanding higher capacity
- » Benefit from extremely fast and simple installation
- » Lowest total cost of ownership



RADWIN 5000 PtMP

"I've dealt with multiple radio lines over the years and no one has been more responsive than RADWIN. Their customer support is the best in the industry."

Paul Brandt
Network Engineer
Nextera Communications

RADWIN Solution Highlights

- » RADWIN 2000 PtP - highest throughput of up to 750 Mbps
- » RADWIN 5000 PtMP - up to 250 Mbps capacity per sector with assured SLA
- » Carrier-grade, IP67 units that operate in toughest outdoor conditions
- » Multiband radios that guarantee radio planning flexibility
- » Operation in non-line-of-sight scenarios
- » Smart air interface that overcomes interference
- » Most compelling price/performance value

"RADWIN helps us deliver superior services to Minnesota businesses. RADWIN products are built exceptionally well - and made to last."

Greg Arvig, President
Nextera Communications

RADWIN

About RADWIN

RADWIN is a leading provider of wireless Point-to-Point, Point-to-Multipoint and FiberinMotion® radios for wireless broadband-in-motion. RADWIN's solutions deliver voice, video and data with unmatched high-capacity and are deployed in over 150 countries.

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About Nextera Communications

Nextera Communications is a Minnesota telecommunications company specializing in providing phone, data and high-speed Internet solutions to businesses across the state.

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