



JET Case Study

Service Providers

BitCo Delivers 100Mbps to customers with JET

BitCo replaced its 2GHz network with
RADWIN's JET PtMP in 5GHz

Customer: BitCo is leading service provider in South Africa.

Partner: MIRO, a leading distributor.

BitCo's mission: Overhaul underperforming legacy network and drive blazing-fast broadband to business and residential users.

BitCo's challenges:

- » BitCo had a legacy wireless network in the 2GHz licensed spectrum that couldn't deliver more than 20Mbps or serve more than 15 customers per sector.
- » BitCo paid huge fees for spectrum licenses.
- » BitCo's legacy wireless radios could not operate in interference and non-line-of-sight conditions.

Facing the competition:

BitCo sought to replace its underperforming 2GHz network and conducted an extensive PoC, testing RADWIN's JET Point-to-Multipoint against competitor radios in the noisiest high site in South Africa.

- » JET delivered 50Mbps on average, supporting symmetrical traffic while competitor equipment delivered 3Mbps on average.
- » JET was able to connect a NLOS customer at 15km while competitor equipment struggled to sync.



“RADWIN's JET knocked out the competition completely! Other vendor equipment couldn't get anywhere close to the capacity that JET delivered.”

Jarryd Chatz, Chief Executive Officer, BitCo



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Chosen solution: JET PtMP

Following the PoC, BitCo chose to replace its entire underperforming 2GHz licensed network with a JET-powered 5GHz network, saving on license fees and reducing network rollout times.

BitCo has already deployed hundreds of JET subscriber units, including:

- » **JET PRO** 750 Mbps PtMP base stations + subscriber units
- » **JET AIR** 250 Mbps PtMP base stations + subscriber units

Today, BitCo provides 100Mbps using JET PRO to as many as 20 customers per sector and 50Mbps using JET AIR to as many as 30 customers per sector.

RADWIN JET PtMP highlights:

- » Base stations with advanced Beamforming technology delivering
 - up to 750 Mbps per sector, 3 Gbps per cell
- » High capacity subscriber units:
 - SU PRO - up to 250 Mbps
 - SU AIR - up to 100 Mbps
- » Supporting SLAs (CIR)
- » Exceptional interference immunity

Why JET: With JET PtMP, BitCo:

- » Delivers blazing-fast broadband to businesses and consumers.
- » Provides service packages with high-capacity symmetric speeds - from 20 to 100Mbps.
- » JET operates in heavy interference thanks to advanced Beamforming technology.
- » Fast, simple installation.
- » Seamless operation in nLOS/NLOS.



About RADWIN

RADWIN's solutions empower service providers to deliver high-speed wireless broadband that meets and exceeds the needs of today's users. Deployed in over 170 countries, RADWIN's systems operate in heavy interference and the toughest conditions.

www.radwin.com

About BitCo

BitCo builds, maintains and manages its private Business Fibre Optic and Wireless Last Mile Network which spans across South Africa. Complete control combined with Qo guarantees operational uptime and a network to optimally service the Broad Business Market.

www.bitco.co.za