

# Success Story:

Delcomp/SOFTEK

www.wavewireless.com

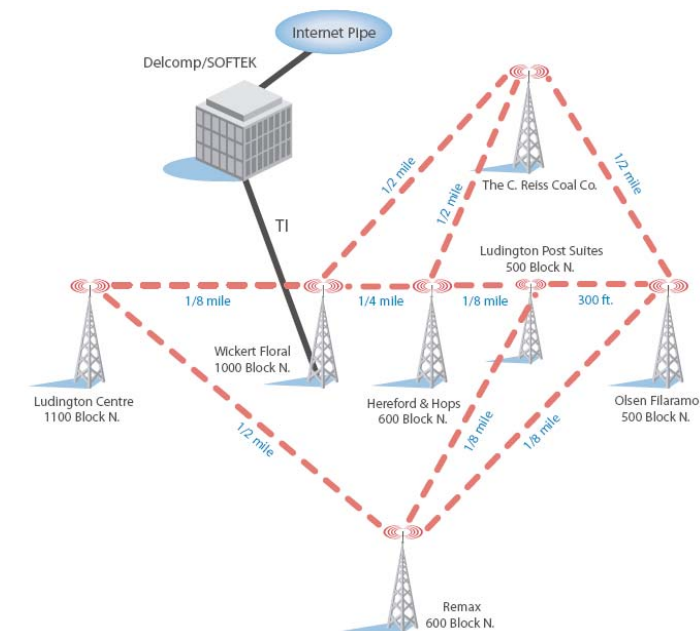
## Delcomp/SOFTEK- WISP, Wireless Mesh Network

### WIRELESS MESH FOR HIGH-SPEED INTERNET

Delcomp/SOFTEK, an ISP located on the upper peninsula of Michigan, had been offering dial-up Internet access to residents and businesses for nearly a decade. When there became a clear demand for secure, reliable broadband access, Delcomp/SOFTEK began investigating how to build a broadband network. Since Delcomp/SOFTEK is located in a rural area, there were some critical factors that affected what type of network would be feasible. Fiber was not an option, as it would have made the subscriber service cost prohibitive. Running wires to access points was also not an option. A solution was needed that would work in the rugged outdoor environment of Northern Michigan and provide the secure connections their clients required. Having a reliable network was essential so equipment or antenna failures were of great concern. If a broadband solution was found, Delcomp/SOFTEK's management believed that training, engineering assistance, and technical support from

their chosen vendor would be critical.

According to Eric Lundin, Director of Business Development, "We chose Wave Wireless and their SPEEDMesh™ routers because of mesh networking capabilities. Given our location in rural Michigan, we needed a cost-effective solution that would allow us to cover a large geographic area. The SPEEDMesh router was the only solution we evaluated that would address our requirements". Delcomp/SOFTEK was searching for a high level of security and what they found with the SPEEDMesh router was 128-bit AES encryption.



#### WISP:

Delcomp/SOFTEK, Inc.

#### The Challenge:

- Limited cost-effective high-speed options
- Rugged terrain, rural setting, obstructions
- Need secure and reliable connections
- Need competent vendor

#### Solution:

- Mesh topology, using Wave Wireless' SPEEDMesh™ 9200, to work around obstructions
- 128-bit AES encryption
- Built-in-redundancy
- Training, engineering, and technical support

#### Results:

- Cost-effective solution
- Realized ROI quickly
- Increased business customer base
- Redundant network ensures reliability and stability



#### Wave Wireless Corporation

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**WAVE WIRELESS**

Delcomp/SOFTEK successfully deployed Wave Wireless' SPEEDMesh routers for one-third the cost of a wired network. The mesh solution allowed them to avoid building costly towers, which drove their ROI to just under one year. Marketing the broadband services with 128-bit AES encryption to business customers proved highly successful in enhancing their business customer base. Rapid deployment allowed for more installations, further enhancing their network stability. With their success in Escanaba, they have plans to expand to neighboring Sault St. Marie and provide broadband access there as well.

### About SPEEDMesh 9200

[SPEEDMesh 9200](#) represents the next generation in self-healing mesh technology by giving network owners and operators enhanced capabilities to route signals around obstructions to deliver highly available wireless broadband services. SPEEDMesh 9200 delivers a 54 Mbps signaling rate at 4.9 GHz, 5.8 GHz, and 2.4 GHz band, ideal for data and video applications.



### About Wave Wireless Corporation

Wave Wireless a leading developer of wireless broadband solutions is changing how the world connects. Through its merger with WaveRider Communications, Wave Wireless represents over twenty years experience shipping carrier-class wireless equipment. This merger enables Wave Wireless to offer a comprehensive portfolio of wireless mesh routers as well as fixed and mobile NLOS products that can be deployed rapidly and cost-effectively in all types of environments. With more than 250 thousand units deployed worldwide, Wave Wireless carrier-class solutions are used for applications ranging from mission critical public safety communications, video surveillance, municipal networks, private enterprise networks, to last mile broadband access. Backed by market-leading engineering support, Wave Wireless solutions have been deployed by first responders, telecom carriers, municipalities, WISPs, utilities, security companies and the military. For more information visit <http://www.wavewireless.com> or call 408-943-4200 or 800-721-9283.

#### See Also:

##### **SPEEDMesh 9200 Data Sheet**

[http://www.wavewireless.com/Library/SPEEDMesh\\_9200\\_Data\\_Sheet.pdf](http://www.wavewireless.com/Library/SPEEDMesh_9200_Data_Sheet.pdf)

##### **Solutions: Mesh for Video Surveillance**

[http://www.wavewireless.com/solutions/VideoSurveillance\\_Solutions.pdf](http://www.wavewireless.com/solutions/VideoSurveillance_Solutions.pdf)

##### **Case Studies / Success Stories**

[http://www.wavewireless.com/Success\\_Overview.html](http://www.wavewireless.com/Success_Overview.html)

#### For more information, contact:

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