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Information presse

Motorola Paves Way for Operators to Deliver WiMAX Service in More Challenging Markets

New WiMAX ASN 1000 gateway and CPEi 090 meet unique market needs

Paris, 10 février 2010 – The [Home & Networks Mobility](#) business of [Motorola, Inc.](#) (NYSE: MOT), the worldwide leader in developing and deploying [WiMAX 802.16e](#) networks and consumer devices, today announced a new tier of products that make it possible for operators to deliver service in less populated markets or in those previously deemed unprofitable to enter. Motorola's new [WiMAX ASN 1000](#) gateway lowers the initial cost of deploying a smaller network or one in low teledensity areas while the indoor desktop CPEi 090 is a lower-priced device that allows operators to pursue new market segments. These new WiMAX solutions will be featured at Motorola's stand (Hall 8, 8B53) during Mobile World Congress 2010.

"There are opportunities - and a great need - for wireless broadband in many markets currently unserved or underserved. But low teledensity deployments or price-sensitive customers make it tough for operators to close the business case," said Bruce Brda, senior vice president, Motorola Home & Networks Mobility. "We are responding to that market need with another tier of WiMAX solutions that help operators profitably deploy service in even the most challenging markets."

ASN 1000 gateway - an industry-first solution for deployments of 24,000 subscribers or less

Motorola's new WiMAX ASN 1000 Gateway is an innovative solution that is uniquely positioned in the market to specifically address an operator's challenges in profitably delivering service in low teledensity or low average revenue per user (ARPU) markets. The ASN 1000 gateway, designed to initially serve up to 24,000 subscribers, is Motorola's lowest cost-per-subscriber solution.

A compact, five-unit rack, the ASN 1000 can manage up to 200 access points, delivering the same rich features of Motorola's existing one million-user, larger-capacity WiMAX ASN gateway that supports up to 1,000 sites. While the ASN 1000 is designed to provide an immediate way for operators to reach new customers in low teledensity areas, it also interoperates with Motorola's larger capacity ASN gateway and can be upgraded to accommodate up to 200,000 subscribers.

"We have learned from nearly 40 successful [WiMAX deployments](#) that many operators want to pursue unserved users in low teledensity areas," Brda said. "Motorola's ASN 1000 gateway enables operators to pursue new market segments because it offers a means to affordably launch service and meet their business case timeline."

Built on Motorola's field-proven, fourth release of commercial WiMAX software, the ASN 1000 offers a suite of rich solutions such as machine-to-machine, wholesale, VoIP, premium mobility and data that gives operators the flexibility to customize services or bundle offerings for a potentially higher ARPU.

The ASN 1000 is an eco-friendly gateway that consumes less power, further lowering operating costs. Its energy cost savings, high performance, scalability, and optimized architecture make the ASN 1000 an attractive solution for small and niche operators, rural Internet service providers (ISPs) and even for large operators who want to launch smaller, initial deployments region by region.

CPEi 090 - high-performance, data-only solution for low ARPU deployments

The new CPEi 090 is a more cost-effective customer premises equipment (CPE) that enables operators to pursue price-sensitive consumers. This data-only, single-port indoor desktop device is the latest addition to Motorola's broad portfolio of WiMAX CPE and devices. The CPEi 090 is an ideal solution for operators to quickly gain entry into markets that yield low ARPU because they can minimize capital expenses while realizing a rapid return on their investment.

The CPEi 090, like Motorola's other CPEs, offers true "plug-and-play" capability that makes it fast and easy for consumers to start service while reducing operating costs associated with subscriber service turn-up. The WiMAX network automatically detects the CPEi 090 upon power up and performs the necessary authentication processes. Subscribers simply power up the unit and connect the device to their computer.

The CPEi 090 is expected to be available in 3.5GHz during Q2 2010, to be followed by a version for 2.5GHz bands.

With the CPEi 090, Motorola now offers a wider range of devices from basic data to multiple-port units that incorporate data, voice, and WiFi at a variety of price points.

Motorola's Home & Networks Mobility business delivers fully integrated and customizable media solutions enabling operators to provide personalized, rich media experiences to their subscribers. As a global wireless infrastructure leader, Motorola is committed to 4G with WiMAX and LTE solutions that provide a way for operators to profitably meet the ever-growing demand for mobile broadband today while giving 2G and 3G customers a future path as we continue to support their legacy networks. Motorola brings its services, fourth generation orthogonal frequency division multiplexing (OFDM) platform and 25 years of wireless data systems innovation, experience and expertise to bear as operators - wireline, wireless, cable and telco - seek to evolve their networks for the future.

For more information about Motorola's 4G solutions please visit our [4G Digital Press Kit](#). For more information about Motorola's WiMAX solutions please visit www.motorola.com/wimax.

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About Motorola

Motorola is known around the world for innovation in communications and focused on advancing the way the world connects. From broadband communications infrastructure, enterprise mobility and public safety solutions to high-definition video and mobile devices, Motorola is leading the next wave of innovations that enable people, enterprises and governments to be more connected and more mobile. Motorola (NYSE: MOT) had sales of US \$22 billion in 2009. For more information, please visit www.motorola.com.

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