

50/10 Wireless Experiences

Moderator: Gerrit Nagelhout

Speakers: Matthew VanHeule, Scott Holmes, Stephen Friend, Dr. Sayed-Amr (Sisso) El-Hamamsy



50/10 EXPERIENCES AGENDA

Speaker Intros

Data from Preseem

50/10 Discussion Topics

- Access Points
- Network
- Pricing & Customers
- Business Impact
- Surprises & Gotchas

Q&A



MATT VANHEULE

Company: MPV WiFi, Chatham- Kent, ON

Customers: 1500

Packages Offered: 5Ghz 12 Down 3 Up, 20 Down 5 Up, 33 Down 7 Up, 50 Up 10 own. LTE 10 Down 2 Up, 15 Down 2 Up, 25 Down 5 Up, 40 Down 10Up, Wireless backed Fiber Network 10 Down 3 Up, 50 Down 50 Up, 100 Down 100 Up, 250 Down 250 Up

Equipment: Ubiquiti, Ericsson, 5Ghz, 3.65Ghz, 60Ghz, 24Ghz.



STEPHEN FRIEND

Company: Broadband Surfer, AB

Customers: 1000

Packages Offered: 3Mb/s down 500Kb/s up, 3Mb/s down 6Mb/s up, 6Mb/s down 1Mb/s up, 6Mb/s down 3Mb/s up, 10Mb/s down 2Mb/s up, 15Mb/s down 3Mb/s up, 15Mb/s down 5 Mb/s up, 20Mb/s down 3Mb/s up, 20Mb/s down, 5 Mb/s up, 50Mb/s down 10 Mb/s up.

Equipment: Cambium 450, 450i, Medusa, 3.6GHz, 5GHz, 900 MHz., PTP850 80GHz BH, PTP670 BH, PTP650 BH, PTP600BH, PTP 550 BH.



DR. SAYED-AMR (SISSO) EL-HAMAMSY

Company: Mage Networks Inc.

Customers: 210 in Bragg Creek, AB, Long Plain, MB and Milton, ON.

Packages Offered: 50 Mbps Down/50 Mbps Up & 100 Mbps Down /100 Mbps Up

Equipment: Mage Networks MagiNodes and MagiRouters, Ubiquiti, IgniteTech, Mikrotik - 5GHz, 60 GHz.



SCOTT HOLMES

Company: Niagara Wireless Internet Corp. (NWIC)

Customers: 5,500

Packages Offered:

Legacy Plans - 8/2, 10/5, 25/10, 35/10, 40/20

Next Generation Plans - 50/10, 100/25 (not available everywhere yet)

Dedicated Microwave Plans - 100/100, 250/250, 500/500, 1000/1000

Equipment: - Radwin 5Ghz, Cambium 5Ghz, Racom 24Ghz



GERRIT NAGELHOUT

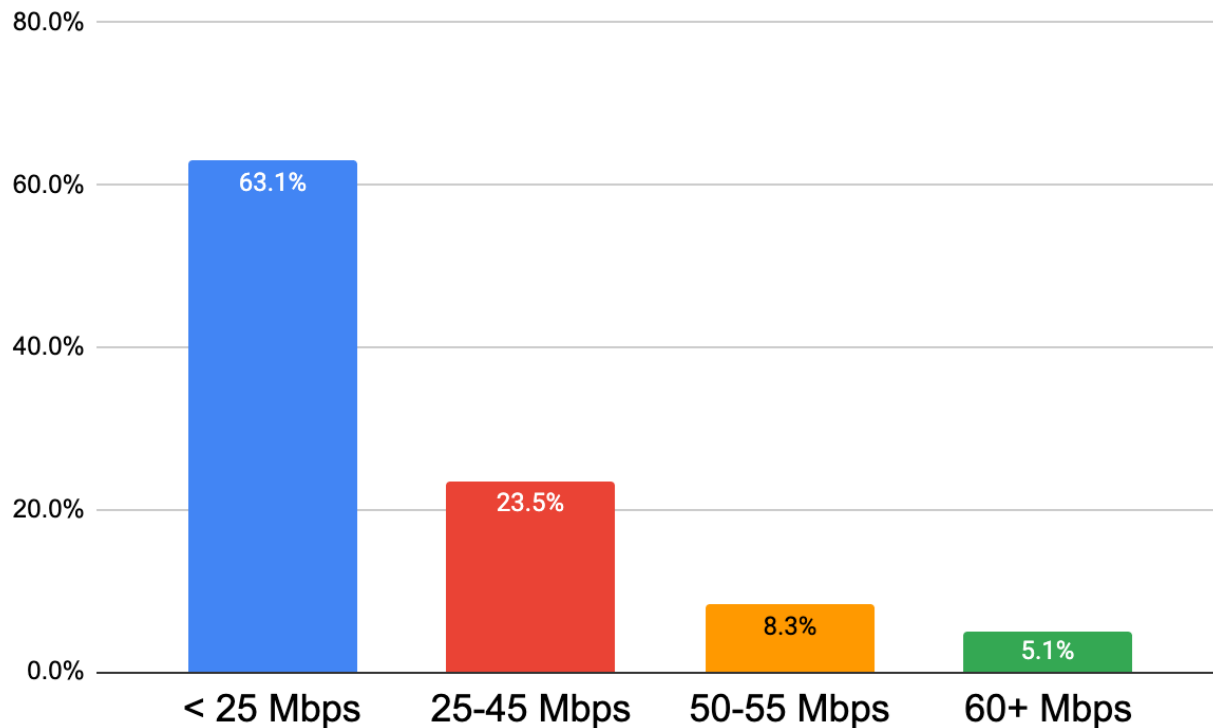
As CEO and co-founder of Aterlo Networks and Preseem, Gerrit's passion is helping ISPs understand and improve subscriber Quality of Experience (QoE) on their networks, while uncovering new opportunities to help them thrive and scale.

Preseem is a QoE platform for ISPs

- Deployed in 400+ multi-vendor Fixed Wireless networks
- Metrics include plan speeds, latency & bandwidth/usage

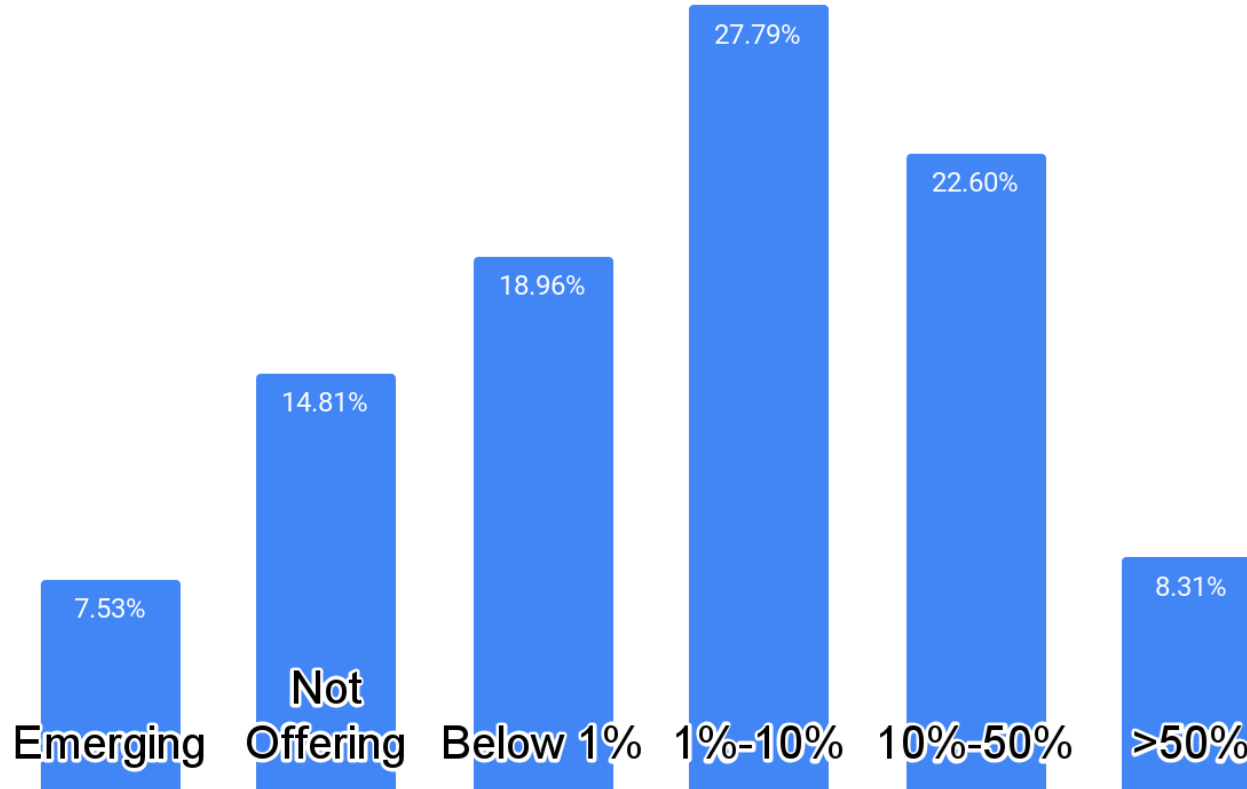


PLAN SPEED DISTRIBUTION

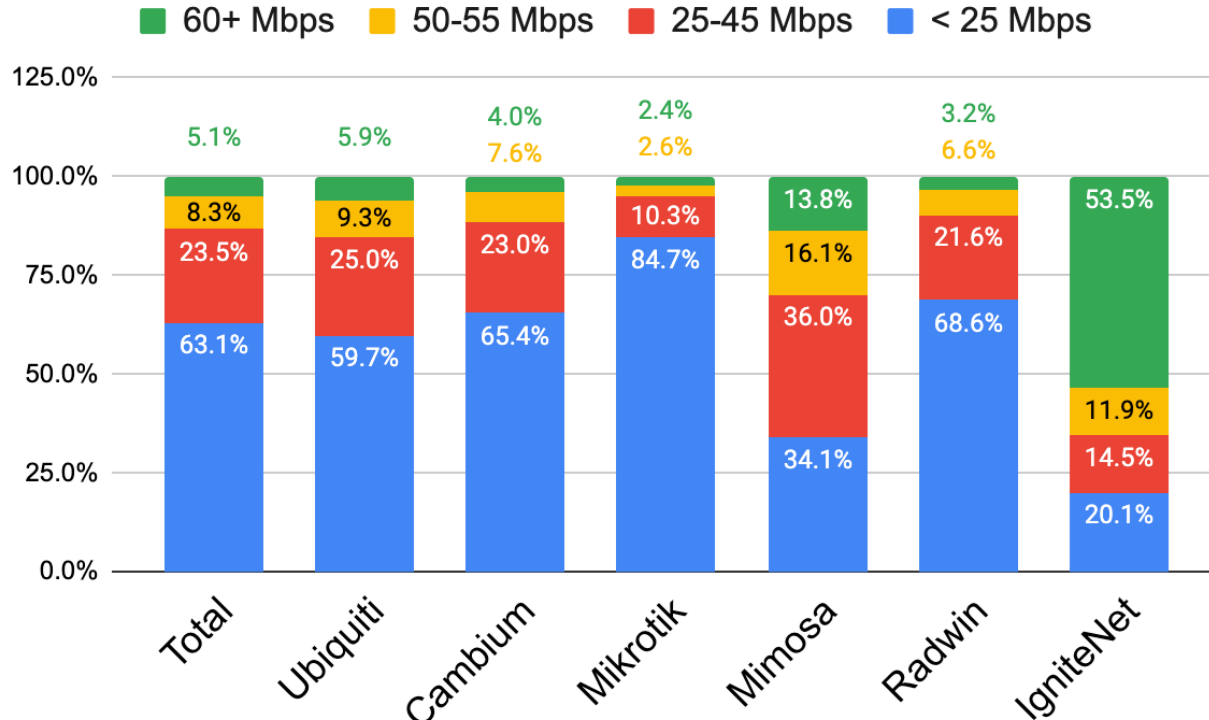


ISP PLAN SPEED DISTRIBUTION

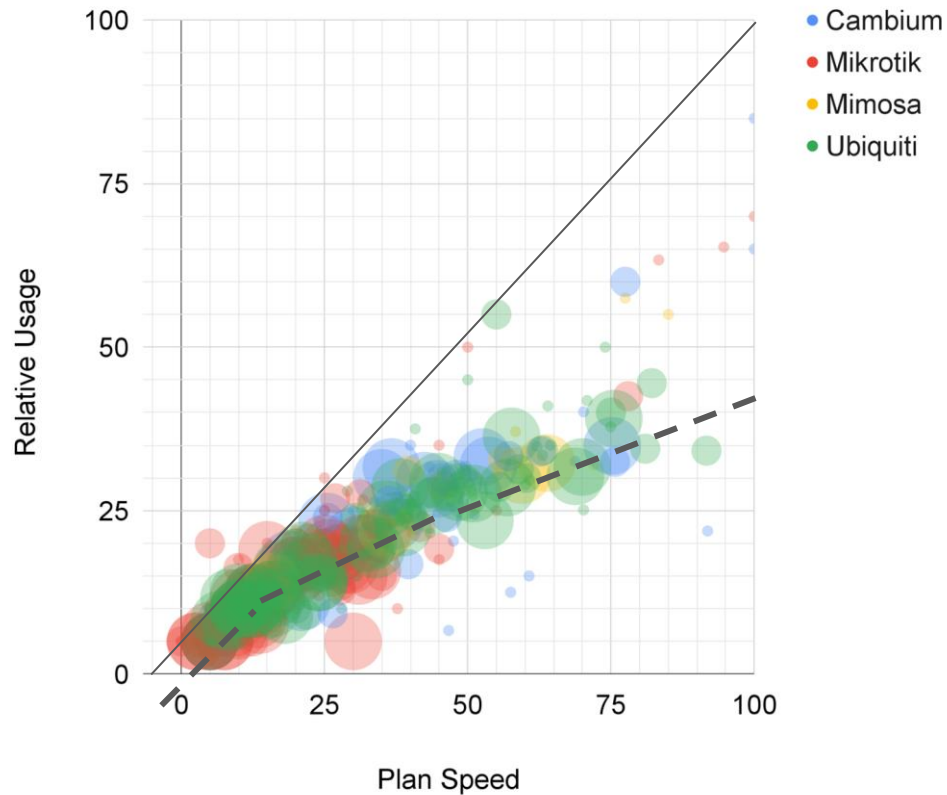
ISPs with 50+ Plans



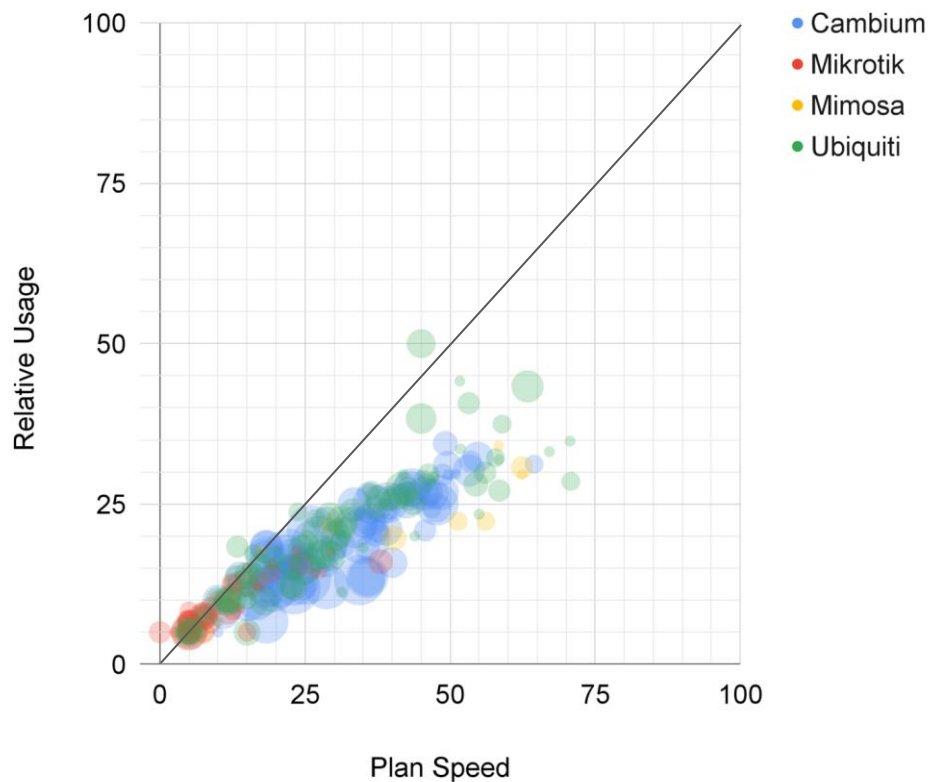
PLAN SPEED DISTRIBUTION



PLAN SPEED USAGE < 20 Subs/AP

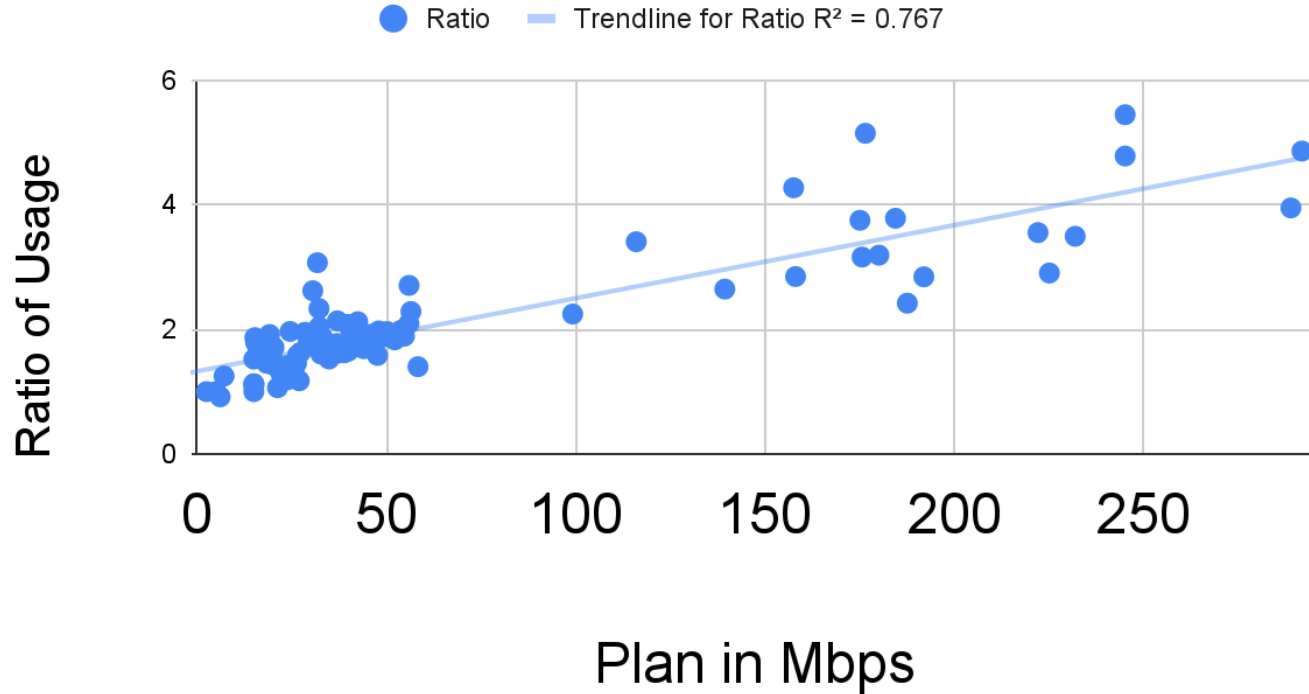


PLAN SPEED USAGE 20+ SUBS/AP



USAGE VS FIBER

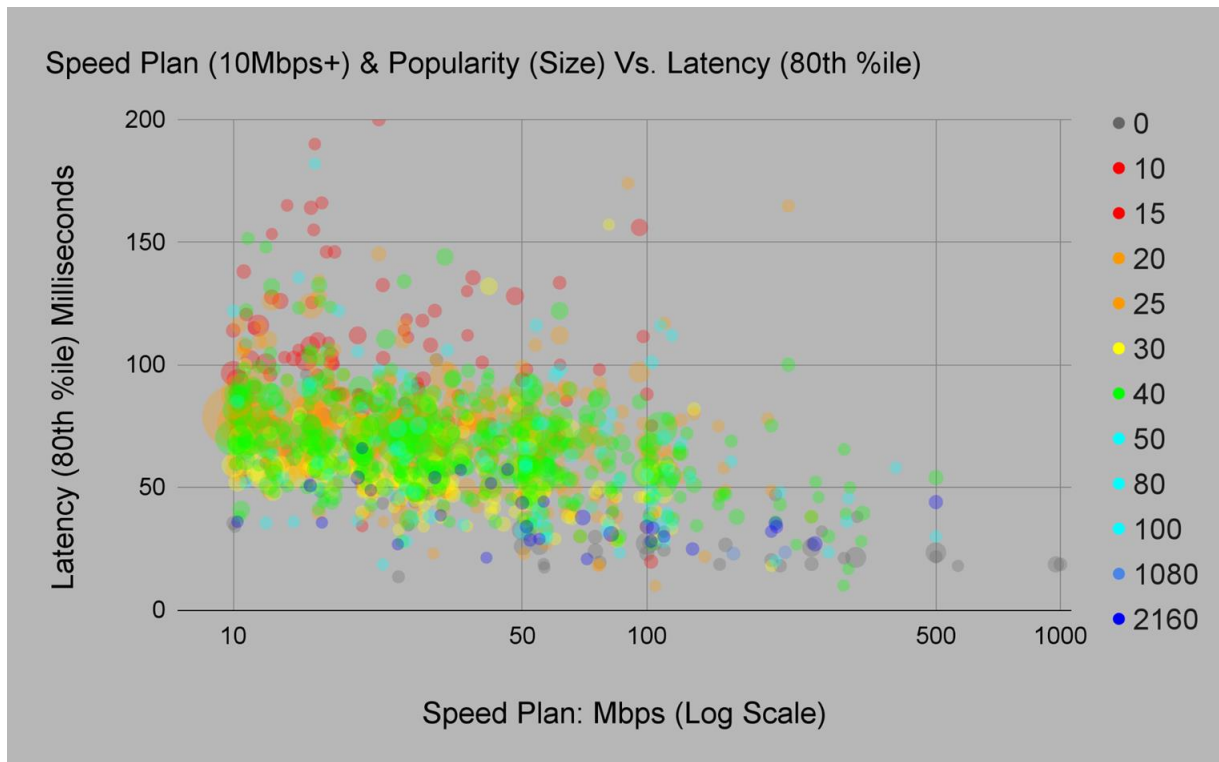
Speed Plan vs. Usage



HIGH-SPEED PLANS BY CHANNEL WIDTH

50+ Mbps FWA plans		Size in Mhz						Milliwave	
	% of share	10	20	30	40	50	80	1080	2160
<i>Ubiquiti</i>	56.1%	0.8%	43.4%	1.8%	52.8%	1.0%	0.1%	0.1%	0.1%
<i>Cambium</i>	38.0%	0.5%	35.7%	20.3%	42.9%		0.5%		
<i>Mimosa</i>	3.3%		14.4%		64.2%		21.4%		
<i>Mikrotik</i>	2.0%	0.4%	63.6%				0.0%		36.0%
<i>Radwin</i>	0.7%		11.4%		75.2%		13.4%		
Channel Distribution		0.6%	39.8%	8.7%	48.5%	0.6%	1.0%	0.0%	0.8%

PERFORMANCE - SPEEDS



DISCUSSION TOPICS

ACCESS POINTS

1. Equipment used? Did you have to newly roll that out?
2. Impact on oversubscription ratios
3. Challenges



NETWORK

1. Backhauls
2. Transit Capacity
3. Devices (Routers, Switches, etc)



CUSTOMERS & PRICING

1. Packages
2. Marketing
3. Uptake



BUSINESS IMPACT

1. Competition
2. ARPU
3. Churn



SURPRISES & GOTCHAS

1. Technical
2. Market



THANK YOU



BACKUP



50+ PLAN UPTAKE BY ISP SIZE

