

TERANET - Wireless NLOS in Nicaragua

ISP Application



Once separated from the world of highspeed connectivity due to cost, geography and deficiencies in Telco systems, Nicaragua, located in the heart of Central America, is experiencing significant developments in telecommunication. Realizing the great technological potential, there are more operators, provide more coverage and many more services in this region. The demand for bandwidth is becoming a challenge for many ISPs in this region.

In this sense, TERANET in Nicaragua knows the importance of offering greater bandwidth to its users to increase competitive value for the company. It is for that reason TERANET has chosen EION equipment to help them to meet the expectations with their clients. With Latin America becoming a hot bed of wireless growth, TERANET's choice of EION as the supplier of wireless connectivity has successfully propelled them in this market.

CUSTOMER

TERANET, the subsidiary of Corporación Roberto Teran, headquartered in Managua, Nicaragua, is a specialized telecommunications company focused on providing integrated highspeed, high quality data and Internet technology solutions.

PRODUCT

EION's VIP 110-24 Any-Point to Any-point solution.

CHALLENGES

Nicaragua is landscaped with hilly terrain, making it difficult to service many remote communities. TERANET needed a solution that was affordable, easily deployable, reduced data traffic data congestion, and was capable of overcoming the difficulties of the terrain. TERANET previously offered Internet access to homes via low speed dial-up telephone lines. They chose a wireless solution over a conventional wired one because it was less expensive and could be deployed faster.

SOLUTION

Of the multiple options in the market, EION systems solution showed the best performance in terms of speed and versatility, and flexibility overcoming the NLOS obstacles faced, as well as integrating themselves easily into the existing Internet services. EION also provided TERANET with on-site training and technical support.

Installing 3 central radios at their base station site, TERANET was able to unfold a radio network of high speed and offer customers private links with faster connections in total of 25 sites throughout the country.

RESULTS

Serving the difficult terrain, the VIP 110-24 patented VINE technology overcame the line of sight limitation. The VIP could affordably be spread beyond urban centers to even the most remote locations in Nicaragua. VIP 110-24 has been a great success both for TERANET and its customers' current clients, who now have bandwidth to suit their requirements. TERANET is helping bring Nicaraguans online efficiently and powerfully.

With the VIP 110-24, TERANET's clients achieved greater implementation speed and reduced costs. Previously, the Internet service from TERANET offered a connection speed via dial-up telephone lines. With EION's VIP, data throughput is up to 256 kbps for Internet, and 4 Mbps for data.