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Company profile

## Basic facts

- Founded in 2005
- 100% private capital
- 40-50 employees
- HQ in Warsaw (office + warehouse)



# Operations

## Distributor

- Microwaves & E-bands
- FTTH
- LTE CPEs
- Point-to-Multipoint sub 6GHz and 6-42GHz

## VAR / Integrator

- TETRA & PMR networks
- Wireless Backhuls
- TD-LTE Wireless Broadband Access
- FTTH and fiber optics
- Municipal & Public Turn-key projects

# Distribution (1) – Product Portfolio

Microwaves & E-bands

CERAGON

Siklu

Pt-Mtp sub 6GHz

RADWIN

FTTH & Data

ZTE

LTE CPEs

ZTE

## Distribution (2) - Customers

### Microwaves & E-bands

- Countrywide Operators
- ISP
- Local VARs

### Pt-Mtp sub 6GHz

- Countrywide Operators
- ISP
- Local VARs

### FTTH & Data

- ISP
- Local VARs

### LTE CPEs

- ISP
- Local VARs

# VAR services (1) – Fields & Solutions

## Wireless Backhauls

- Microwaves
- NMS system



## TD-LTE Wireless Broadband Access

- Macro eNodeBs
- Enterprise grade EPCs



## FTTH Access

- FO networks
- OLTs



## TETRA & PMR

- Base Stations
- Core network



## Turn-key projects

- IP networks
- Teletransmission networks
- Power systems





# VAR services (2) – Services & Competences



# Deployment projects in last 3 years (1)

## TD-LTE network in Pomerania region for private ISP

- 24 x S1/1/1/1 macro eNodeBs B43
- 1 x Core Network solution
- 3500 x fixed CPEs
- 2.5 mln EUR (co-founded by EU)
- IT Partners Telco's scope:
  - RF design
  - Delivery
  - Installation
  - Commissioning & Maintenance



# Deployment projects in last 3 years (2)

## FTTH network in Sandomierz city (own investment)

- 1000 households with Fiber
- Access Network based on GPON
- 1.5 mln EUR (co-founded by EU)
- Scope of Work:
  - FO design & civil works
  - Network engineering
  - NOC implementation
  - CRM implementation

# Deployment projects in last 3 years (3)

## TETRA projects for power utilities

- 6 mln EUR project in Tauron Gliwice (ITPT as a prime)
- 3 mln EUR project in Tauron Będzin (ITPT as a prime)
- 20 mln EUR project in Energa (ITPT as a subcontractor)
- Scope:
  - Civil Works
  - System integration (with SCADA systems)
  - Dispatcher consoles implementation

# Deployment projects in last 3 years (4)

## Others

- „RIST” system in Rzeszow city (12 WiMAX mobile BS, hundreds terminals, LMDS system) - 2 mln EUR
- 11 Municipal projects (Wireless Access, Distribution Network, Core Network) – 8 mln EUR total

# New challenge: New Product Development

- Create agile R&D team
- Design new solutions to address Polish and regional markets niches:
  - TD-LTE in B42&B43
  - Multipoint IP systems 3.4GHz+
  - TETRA & other PMRs
- Reach Global Markets with a strong partner

## New challenge: POPC2 project

- Create TD-LTE network using new developed base stations in 5 districts in north part of Mazowieckie
- 17000 households covered by LTE network
- FTTH network to connect 120 schools and 1000 households
- 6 mln EUR (co-founded by EU)
- Scope of Work:
  - FO design & civil works
  - Network engineering
  - NOC implementation
  - CRM implementation