

Alvarion appoints RamPoint for unlicensed Namibian market

Wireless broadband solution provider Alvarion South Africa has appointed Namibian telecommunications system integrator RamPoint Communications as its new partner for the licence-exempt market, after more than five years working together.

The companies have been focusing on providing wireless communications solutions to telecommunications providers, Internet service providers, cellphone companies, large enterprises and private network operators.

"This new partnership seeks to extend our focus to servicing the Namibian unlicensed enterprise market, which includes government departments, NGOs, hospitals, municipalities, corporate clients and smaller ISPs," explained Mathew Welthagen of RamPoint Communications.

RamPoint imports, sells, installs and maintains telecommunications networks on behalf of its customers. Its main strengths include the design, installation and maintenance of networks, including access infrastructure such as WiMAX, TD-LTE and wi-fi technologies, as well as backhaul transmission, such as microwave technology, and point-to-point and point-to-multipoint backhaul solutions, as well as Vsat technology. The company is also experienced in undertaking turnkey solutions, providing everything from cable supply to technology installation, associated infrastructure (including power supply, civil works, and air-conditioning) and customer premises, on a wide range of point-to-multipoint systems.

Growing opportunities

"Opportunities in the Namibian licence-exempt market are growing and this new partnership will enable us to take advantage of them," said MD of Alvarion SA and Nigeria, Winston Smith. Given RamPoint's skills set, Smith said that Alvarion views the partnership as very synergistic, benefiting both companies as they grow the business in the region.

"The enterprise and government market in southern Africa as a whole is currently experiencing dramatic growth with many new offerings and market requirements," Smith said. "New verticals, such as smart cities, smart grid and video surveillance for public safety, are all growing markets in Africa at the moment. Alvarion South Africa is focused on leveraging the opportunities within these new market segments and helping our customers to achieve their business goals within these markets."

Range of licence-exempt products

Alvarion offers a range of licence-exempt products to the market, including point-to-point and point-to-multi-point and smart antenna systems. These products include the BreezeMAX Extreme; BreezeACCESS VL, BreezeCELL, the BreezeNET B10-300 range as well as the BreezeMAX Wi². The company is continually leveraging its wireless expertise to expand its field-proven offering with technologies such as WiMAX, wi-fi, TD-LTE and just recently DAS (Distributed Antenna Systems).

Alvarion South Africa operates in Botswana, Namibia, Mozambique, Zambia, Zimbabwe, Angola, Nigeria and Mauritius.

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