



## 5G internet with 100 Mbps speeds to serve rural areas in Europe

EOLO is to implement the first ultra-broadband wireless residential network across Italy using Intracom Telecom's WiBAS™-Connect.

### The Customer

EOLO SpA was founded in 1999 in Italy. Today, it is a telecommunication operator and a market leader in internet connectivity services, VoIP telephony and added value services. EOLO is leading the wireless broadband business, thanks to the wholly owned EOLO network. In the last fiscal year, EOLO's revenue reached 76 million Euro with a 33% growth over the previous year. EOLO is the high-speed independent wireless network that delivers internet access not only in towns and villages but also in rural areas where the Digital Divide exists.

EOLO's infrastructure, which is totally independent from other Italian telco companies, uses wireless radio repeaters that transmit the signal in 13 Italian regions. Their services address both domestic and business markets. Business sector broadband speeds reach up to 1 Gbit/s. EOLO's headquarters is located in Busto Arsizio, North Italy, housed in a 13,000 sq.m. campus with over 300 employees. EOLO is a privately owned company fully supported by Italian investments.

### The Challenge

EOLO's ambition is to become the first internet service provider offering 5G ultra-broadband speeds on a fixed wireless network in Italy. For this reason, the company acquired, on a national scale, the usage right for 224 MHz at the 28 GHz spectrum band, which is ideal due to transmission and capacity characteristics. The ultimate goal of EOLO is to expand its geographical coverage and subscriber base in suburban and rural areas (cluster C and D), impacted by the digital divide. These areas are the most challenging because nowadays they are not connected by fiber or xDSL.

EOLO is the first operator worldwide to use the 28 GHz frequency on such a massive scale to connect homes and SME at 5G speeds across most of Italy. From a social point of view EOLO is dedicated towards making Italy more competitive in Europe and improving its current ranking related to economic and digital development, by providing a cutting-edge infrastructure and expertise.

## Case Summary

### Customer

- EOLO SpA

### Industry

- Telecommunications

### Region

- Italy

### Challenge

- To offer 5G ultra-broadband speeds to rural residential and SME subscribers
- To expand its geographical coverage and subscriber base
- To assist Italy becoming more competitive in Europe

### Solution

- WiBAS™-Connect (28 GHz Multipoint system)

**“As EOLO expands its coverage and introduces new value-added services for its subscribers, it was important to form a strategic partnership with a company like Intracom Telecom that can assist us to achieve our goals to deliver 5G ready services across Italy. Starting late 2017, a “5G ready” network, able to supply a real connectivity of 100 Mbps in download and 50 Mbps in upload, will support our country to achieve a leading position in 5G, focusing on those peripheral areas where fiber networks will not be deployed in the next years.”**

**Luca Spada**  
Chairman & CEO, EOLO

**“We are delighted to partner with EOLO SpA and support them accomplish their vision to be the first provider in Italy for ultra-broadband internet connectivity to rural residential subscribers. We worked diligently with EOLO during the past years to provide our state-of-the-art technology to meet their high-end demanding requirements. We are determined to be part of their success.”**

**Mohamed Ahmed**  
President of the Board & CEO,  
Intracom Telecom

## The Solution

After rigorous testing, the WiBAS™-Connect was proven to be the best solution available to date in the market. WiBAS™-Connect satisfies a long list of technical criteria. EOLO decided to acquire Intracom Telecom's Point-to-Multipoint (PtMP) systems to enable the deployment of a new wireless network providing ultra-high speeds across Italy. EOLO is going to complete the rollout within 5 years.

The WiBAS™-Connect PtMP deployment is part of EOLO's current multimillion euro investment in their rapidly expanding network. This first ever PtMP deployment will enable EOLO to improve its geographical coverage and offer internet speeds of 100 Mbps to its subscribers. The total agreed scope is for a PtMP network for several hundred thousand subscribers, consisting of base stations and CPEs operating in the 28 GHz frequency band, awarded by the Italian government to EOLO.

Intracom Telecom's WiBAS™-Connect, the most compact and lightweight PtMP microwave terminal radio, is the latest addition to the range of all-outdoor access devices. WiBAS™-Connect has very low power consumption and enables state-of-the-art IP connectivity with zero-footprint installations at service locations requiring cost-effective and rapidly-implemented broadband access networks. WiBAS™-Connect is an ideal solution for deployments requiring low CapEx and high-quality Fixed Wireless Access.

The WiBAS™ Point-to-Multipoint product line delivers state of-the-art IP connectivity on demand at an aggregate rate reaching 1 Gbit/s per carrier at the hub site. The equipment is easy to be installed at the base station sites, as well as homes, just like any conventional TV dish. It delivers manifold of Mbit/s of data, which can be anything from just internet browsing, to receiving digital HDTV and radio channels, telephony, video messaging, connecting to social networking sites and controlling home security and surveillance.

### About Intracom Telecom

Intracom Telecom is a global telecommunication systems vendor operating for 40 years in the market. The company has become the benchmark in fixed wireless access and it successfully innovates in the 5G/4G wireless fronthaul, backhaul and small-cell SON backhaul international arena. Intracom Telecom offers a comprehensive revenue-generating software solutions portfolio and a complete range of ICT services, focusing on IoT, SDN/NFV, Big Data analytics & data-driven intelligence, and Smart City solutions. It also addresses the Energy & Utilities industry, emphasizing on smart metering & end-to-end IT solutions. Intracom Telecom has extensive know-how and a proven track record serving more than 100 renowned customers in over 70 countries. The company operates subsidiaries in Europe, Russia/CIS, the Middle East and Africa, Asia and North America.