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*Eric E. Stakland:* Scarlet's a telecom company. We started out as a voice company primarily and then added broadband Internet. In 2001 we installed the first wireless broadband Internet service in the region. But up to that point the only option for Internet access, for a residential and small businesses, was dial-up Internet.

*Gilbert De Bree:* So there really wasn't another option for us to look for wireless alternative solutions.

*Eric E. Stakland:* But in 2003 we began to look for an alternative that would give a lower cost entry and not require the installation of a permanent antennae.

*Les Gay:* The key differentiator for a mobile WiMAX is that keyword, mobile. You can still offer stationary types of services yet you have that unique ability to take that service anywhere you want to go.

*Eric E. Stakland:* The two most impressive things were the non line-of-sight functionality, which worked really worked, and the second thing is the customers self-install. We can sell the customer a kit and he can take it home and literally five minutes after walking in the door be provision on broadband Internet.

We've got a network now that we're very satisfied with that we believe if more stable than it was before the WiMAX upgrade, and of course provides a platform for taking it to the next level.

*Gilbert De Bree:* There's the IP mobility parts ordered by ASN Gateway that makes the whole backend solution very flexible, subscriber management, implementation of services. So I think that whole end-to-end solution makes it from a commercial perspective very interactive, but also operationally.

But I think the whole solution from RF to the building collections have that in one integrative solution makes it very attractive for Cisco.



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*Eric E. Stakland:* With the entry of Cisco and their Cisco capital and their financing arm we've been able to grow in larger increments. Cisco understands the economics of financing a WiMAX network much better than local banks understand it.

The fact that Cisco has made the decision to go out to the next level from the core to the RF level, the radio frequency level, is a great underwriting for the future of WiMAX in our view. I mean, they've set the standards for the world.

*Gilbert De Bree:* And they are, of course, interested in you being successful. They understand what it takes to be a success. I think that Cisco has shown over the last 20 years of its existence that it's very capable of rolling out these types of solutions, the IP technology behind it, the integration of existing systems within the network. So the capability of such a company as Cisco has made it very successful.

*[End of Audio]*

*Mobile WiMAX: Scarlet BV Video*

<https://www.myciscocommunity.com/videos/3018>

*Cisco Service Provider Mobility Community*

<https://www.myciscocommunity.com/community/sp/mobility>