

# Inalámbrica GM Expands with ePMP

“Customer reaction has been overwhelming. We used to get complaints, but after migrating our customers to Cambium technology, they said ‘leave everything as is, do not touch it!’” - JORGE GUZMAN, INALÁMBRICA GM.

## Overview

**INALÁMBRICA GM IS A WISP HEADQUARTERED IN SANTO DOMINGO**, Dominican Republic, providing Internet services through symmetrical links of 2.5 and 10 Mbps. They began looking for a new solution to keep their network growing once they reached capacity at a maximum of 30 customers per access point.

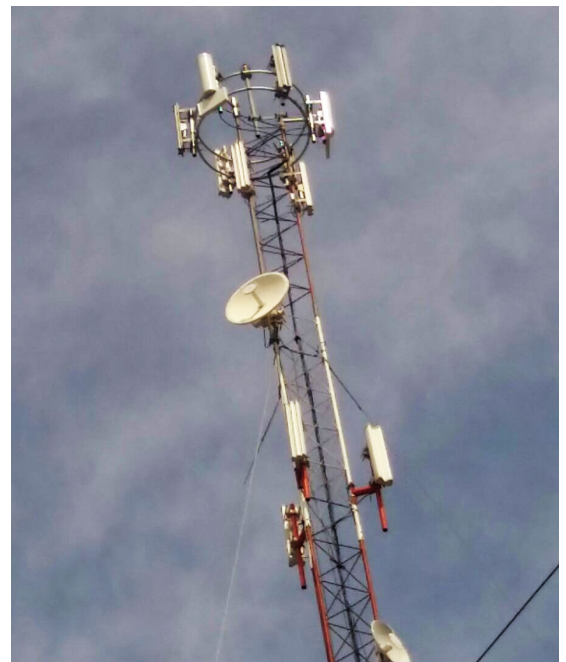
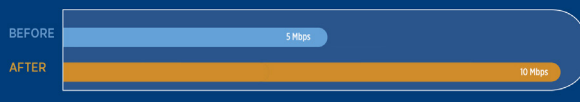
## Challenge

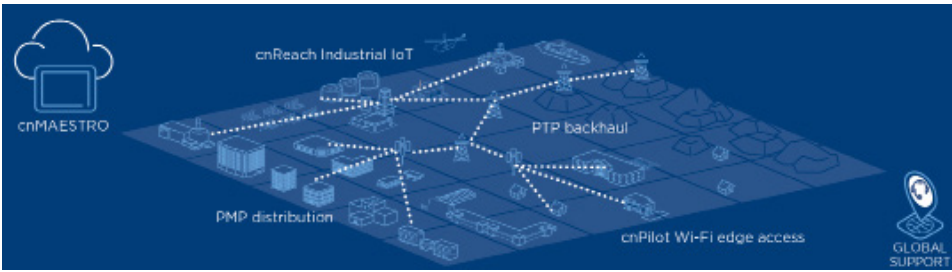
**THE COMPANY COULD ADD ACCESS POINTS TO ITS TOWERS**, but then would struggle with interference, plus the cost of the additional equipment and installation. They began trying different wireless link solutions, but none of them could overcome the capacity challenge – until they discovered Cambium Networks ePMP products, capable of supporting up to 40 customers per access point.

### WHY INALÁMBRICA GM CHOSE CAMBIUM NETWORKS

- Smart Beamforming reduces interference while enabling capacity, enabling more access points to operate at closer proximity.
- cnMaestro™ makes management, device onboarding, and software updates effortless.
- ePMP™ features surge protection and a rugged exterior for low maintenance durability.

The  
**ePMP™**  
difference





## BEST PRACTICES

- Protect existing investments by upgrading with ePMP Elevate™
- Choose solutions that can scale to meet growing business needs

## Solution

### EPMP 2000'S SMART BEAMFORMING TECHNOLOGY MADE IT POSSIBLE TO

reduce the number of APs on each tower. They were also able to protect their existing investment with the help of the Cambium Networks ePMP Elevate™ software platform, which integrates third-party access points with Cambium solutions.

“The third party equipment behaves exactly like the Cambium product once we installed the Elevate software into it”, said Jorge Guzman. “Now, there’s no need to change frequencies, because the interference issues have been considerably reduced.” Network management is easier, too, facilitated by cnMaestro™ cloud-based controller, which enables end-to-end network visibility, troubleshooting, and software updates from any location.

Additional benefits of the Cambium Networks upgrade include the possibility to migrate customers’ services with 10 Mbps Point to Point connections to the same Multipoint that serves all other customers – delivery of more than 5mbps was impossible in the point-to-multipoint design. The low maintenance costs associated with the new network are giving Inalámbrica’s bottom line a boost, as well, with the ePMP platform’s surge protection preventing frequent radio replacement from lightning strike damage.

The upgrade has made Inalámbrica’s goal of hitting 1,000 customers an eventuality rather than a vision, and they look forward to expanding their service offerings as well, integrating IPTV support of ePMP’s functionality.

