



# Success Story

## Gigamex, a Mexiquense ISP, Chooses Siklu to Boost Multigigabit Capacity in the City of Toluca

Siklu, the market leader in mmWave wireless solutions, has provided a backbone network of gigabit radios to approximately 1000 homes and business subscribers of Gigamex, a leading mexiquense ISP in the City of Toluca.

The main challenge in connecting the network was ensuring enough capacity for the access networks. Saturation in the 5GHz frequency band in the city center did not allow them to work to the maximum capacity of their previous legacy wireless radios, which could provide only less than 200 Mbps. This prevented Gigamex from integrating new subscribers into their network and expanding their coverage areas in Toluca.

Gigamex searched for an alternative wireless solution that was not affected by the plethora of 5GHz WiFi Aps by operating on a separate, cleaner spectrum. Siklu mmWave solutions, operating in the 70-80GHz spectrum with over 17GHz of bandwidth available, were chosen after an in-depth market research and investigation of previous success stories worldwide, to provide the required capacity and fast delivery time and ensure local technical presence.

Siklu provided design consultation and utilized its SmartHaul™ Link Budget Calculator to validate the required link capacity and predicted performance. Twelve (12) point to point radios were installed between the city center and the surrounding mountains within 7 service distribution nodes from their nearby internet POP.

The network was deployed throughout a total coverage area of 30 kilometers, delivering 99.99% availability with each radio boasting 2Gbps full-duplex capacity. The links were installed and aligned within 2 days and immediately began delivering reliable multigigabit performance.

The reduced cost of acquisition and implementation of the links has resulted in significant savings for the company. The alternate option to grow the network that had been considered was with fiber optics. The cost of a fiber deployment would have been at least 10 times higher than the cost of deploying Siklu's mmWave links. Moreover, it allowed Gigamex to maintain the install base of customers and target a growth of at least 20% in new subscribers.

"The current project is expected to grow and strengthen the Gigamex transport network without having to resort to a fully licensed spectrum" said Jesús Moran, COO at Gigamex. "We were not expecting a wireless vendor to perform as promised and were astounded that Siklu was able to deliver beyond our expectations with smooth operation and a robust network, supplying all the bandwidth we could hope for".

"Gigamex's service is backhauled by Siklu's carrier grade solutions, delivering blazing speeds to improve residents and business owners lives in Mexico" stated Eyal Assa, Siklu's CEO. "Siklu's success in Mexico including Grupo Pinsa and now Gigamex in the city of Toluca serve as examples of the best way to deliver gigabit performance economically in areas with limited fiber deployment."