



What Does It Take To Successfully Deploy Broadband Wireless In Unserved Or Underserved Communities?

It takes a partnership of experts with the tools and experience necessary to provide the most comprehensive solution for servicing the growing need of broadband access across the country and the world. That's why Motorola, Inc, Xtratyme Technologies, Inc. and NCSC (National Cooperative Services Corporation) are working together to provide the resources needed to enable communities across the world to build broadband wireless networks where broadband access is currently unavailable. This relationship not only creates the opportunity for delivering broadband internet connectivity access at high-speeds but, it also creates an excellent business opportunity for government organizations, community leaders and entrepreneurs wanting to invest in a business that is profitable, easy to manage and services the communities where they live or work.

> **THE RIGHT TECHNOLOGY**

Motorola, a global leader in providing integrated communications and embedded electronic solutions, launched the Canopy™ Wireless Broadband Platform in 2002. Designed specifically as a last-mile solution using the unlicensed 5GHz (U-NII) spectrum, it is ideal for geographic areas where cable and DSL services are unavailable or system deployment is not economically feasible. The Canopy™ Wireless Broadband solution is also ideal because it is affordable, reliable and easy to deploy. There is no complex infrastructure to understand, no complicated equipment to install. The system uses Point-to-Point and Point-to-Multi-Point networks that can span distances ranging from two to 10 miles in a multipoint configuration, to as many as 35 miles in a Point-to-Point configuration. The components are small, unobtrusive and can serve a wide range of network purposes.

Although ease of installation is important, communities looking to create their own wireless network know if the service isn't of the highest level of quality there's little reason to deploy. That's why Motorola's Canopy™ Wireless Broadband Platform is designed to provide not only quality and high speed service, but the highest RF interference mitigation possible.

Using sophisticated base-band processing and directional antennas, Canopy™ technology virtually eliminates interference from other systems operating on the same frequency bands. To maintain privacy and security, the system comes equipped with an advanced over-the-air data encryption system (DES) providing cryptographically encoded communications.

After understanding the advantages of using The Canopy™ Wireless Broadband Platform to deploy a wireless network, the final decision usually comes down to affordability. By operating in the unlicensed U-NII spectrum, Canopy™ allows communities to bypass expensive infrastructure investments and spectrum licenses. This, along with the elimination of monthly recurring T1 leasing costs, significantly reduces start-up costs along with monthly operating costs. It also reduces the number of subscribers necessary to reach profitability. Using the Canopy™ Wireless Broadband Platform, now makes it affordable and profitable for communities to deploy their own broadband wireless networks.



Xtratyme Technologies, Inc, develops partnerships with individuals, groups, businesses and governmental units that understand the importance of bringing quality, high-speed internet services to their local communities. The objective is to show community partners that it is possible to provide these services to their area and do so profitably.

Xtratyme is able to help partners reach their goals through a unique community-based broadband wireless program called the Blueprint America Program. The Blueprint program provides a comprehensive step-by-step business model for investors and community leaders to build a successful and profitable broadband wireless network in their area. It provides them with the necessary tools for getting their community to understand the nature of high speed technology and encouraging them to participate by deploying a high-speed broadband wireless network. Blueprint America teaches how to utilize a wireless network to establish a foundation for attracting new businesses and high tech jobs. The benefits? The stimulation of economic growth resulting in tangible economic rewards.

NCSC (National Cooperative Services Corporation) operates in collaboration with 538 cooperatives that serve millions of members in 38 states. Based in Minnesota, it is one of the most powerful buying organizations in America. A member-owned organization, governed by regionally elected public officials, NCSC builds partnerships with educational agencies, utility cooperatives, telephone cooperatives and others that want to leverage volume buying power. Currently, a large percentage of NCSC's partnerships are located in rural areas that are underserved by larger telecommunication providers. Most are still limited to either very slow dial-up connections or very expensive T1 circuits for Internet access.

Based on their experience, and buying power, NCSC can work with communities to solve their purchasing concerns in a measurable and cost effective manner. They can also provide communities wishing to create a broadband wireless network the avenues necessary to secure funding to cover deployment costs.

The benefits of the new alliance between Motorola Inc, Xtratyme Technologies Inc. and NCSC are many, but the most significant is that by combining the right technology, a well defined business model and the necessary financial resources, the guess work has been taken out of deploying a successful broadband wireless network. You now have available the knowledge and experience of three major organizations who know first hand what it takes to succeed. You no longer need to focus on finding these resources yourself. Instead, you can focus on meeting the continuing need for broadband wireless internet connectivity in your community and doing so profitably.

The new alliance means government organizations, community leaders and entrepreneurs who want to invest in a business that is profitable, easy to manage and services their communities, now have the resources necessary to do so. With the support, knowledge and experience of a team of professionals who know first hand what it takes to deploy a broadband wireless network easily, successfully and profitably starting a wireless broadband network is easy. Motorola, Xtratyme and NCSC are working together to help you succeed.



For more information on:

Motorola's Canopy™ Wireless Broadband Solution
visit — www.motorola.com/canopy

Xtratyme Technologies, Inc.'s Blueprint America Program
visit — www.xtratyme.com

NCSC visit — www.ncscmn.org

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