



• CASE STUDY

• MACRO STREETWORKS

• NEUTRAL HOST

• TOWERCO

Ireland's First Dual-MNO Streetworks Deployment

How Alpha Wireless and Cellnex Ireland broke a 15-year planning deadlock. Delivering two live operators on a single slimline pole at 50% of the cost and half the time of a standard installation.

15+

Years of Refusal

Unlocked with a single streetworks solution

50%

Cost Reduction

Vs. market standard installation process

1/2

Time to Deploy

Pre-assembled and ready to install

2

Operators

Ireland's first dual-MNO deployment

The Customer



Ireland's leading independent telecommunications infrastructure provider, Cellnex, operates as a neutral host, building shared passive infrastructure that multiple MNOs lease simultaneously.

Location & Setting



Vicarstown,
Co. Laois, Ireland



Rural village, heritage buildings, tourism corridor

The Product

AWT2-3871 Tri-Sector

The AW3871 deployed in Vicarstown has since evolved into the AWT2-3871.



Stackable & Modular
Single or multi-operator



Mounting Options
Steel or wooden poles



>1TB day data transfer
Covers ALL Frequency Bands

The Challenges

15+ Years of Planning Refusals

Strict criteria was applied to every planning proposal. Conventional towers were refused categorically, a fundamentally different solution was needed.

No Single-Operator Business Case

Low population density made individual operator builds commercially unviable. Coverage was only possible if multiple MNOs shared infrastructure and cost.

Collapse of Network Sharing Agreements

Ireland's two main network-sharing agreements, Netshare and Mosaic, had both ceased without replacement. Neutral host, was the only viable model.

Shared Infrastructure Without Compromise

Operators wouldn't share infrastructure that compromised performance. The antenna had to deliver full tri-sector coverage for two simultaneous MNOs.



The Solution

Cellnex Ireland structured the deployment around shared passive infrastructure: two MNOs co-tenanting one site, splitting civil costs, each paying a separate tenancy fee.

The Alpha Wireless AW3871 Tri-Sector was the first design to satisfy the heritage planning criteria that had blocked every previous proposal for over 15 years.

Community Demand Validation

Vicarstown submitted under Get Connected. Proven demand eliminates speculative capital risk.

Neutral Host Feasibility & MNO Engagement

Cellnex proposes shared infrastructure. Two MNOs create a business case no single operator could support.

Slimline Design Secures Planning

AW3871 achieves first ever planning approval in Vicarstown after more than 15 years of refusals and pushback.

Dual-MNO Activation & Revenue

Three Ireland then Vodafone Ireland activate sequentially. Two tenancy revenues from one passive asset.





This is the first time in Ireland that we've deployed a solution using streetworks with two operators on it. We now have two operators, Vodafone and Three, live and operating in Vicarstown using a streetworks pole.

Colin Cunningham

Managing Director, Cellnex Ireland · at time of deployment, 2022

The Deployment Timeline

- 2021 – Programme Launch**
[Get Connected Pilots in Co. Laois](#)
€500,000+ committed. Vicarstown selected as one of three pilot sites.
- Late 2021 – Planning Secured**
[15-Year Barrier Cleared](#)
AW3871 achieves first planning approval in Vicarstown's history.
- Early 2022 – First Operator Live**
[Three Ireland Activates](#)
4G & 5G live for the first time. Installed in half the standard time.
- Mid 2022 – Ireland's First**
[Vodafone Activates – Dual-MNO Milestone](#)
First streetworks in Ireland with two simultaneous live MNO tenants.
- June 2022 – Scale Confirmed**
[All 3 Laois Pilot Sites Live](#)
Vicarstown, Ballyfin & Castletown fully operational
- Late 2022 – National Rollout**
[9 Counties · 37 Applications](#)
Vicarstown proved the model. The framework scales nationally.



Contact Us

