



# CLIENT SUCCESS STORY

“Xplornet is constantly looking for ways to improve coverage and capacity for our customers, and Alpha Wireless has time and again provided innovative solutions that address these issues. They not only tailor solutions to meet our specific needs, they do it fast” Kim Sangster VP Network Optimization / Technology Development.



# XPLORNET



**Xplornet Communications Inc.** is a Canadian, rural internet service provider and mobile network operator. It is the largest rural fixed wireless broadband service provider in the country. It is headquartered at Woodstock, New Brunswick (parent company Barrett Corporation). In November 2017, Xplornet acquired Manitoba-based fixed wireless provider Netset Communications.

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## PARTNERSHIP



**Alpha Wireless** and Xplornet have worked together successfully for many years. Alpha Wireless is committed to resolving the coverage and capacity challenges Xplornet faces by providing superior quality, innovative antenna solutions - delivered in less than 90 days.



# CHALLENGE



**Xplornet's** challenge is centred on providing network coverage or capacity right across Canada. Their mission is to passionately provide innovative broadband solutions to every rural Canadian city, coast-to-coast. Xplornet's goal is to make sure that everyone in Canada has access to fast, reliable, high-speed Internet, no matter where they live.

To help tackle Canada's vast spaces, Xplornet will end Canada's digital divide, once and for all.

Xplornet's challenge was a lack of coverage in areas where they hold spectrum and they wanted more capacity to drive ROI. They are always looking to provide a more efficient service for their customers right across Canada with high-speed rural Internet and mobile coverage with:



Fast speeds to stream video and play games online



Connect your entire home



Watch online movies and shows



## SOLUTION

**Alpha Wireless** is a trusted partner and have consistently delivered on their promises; Alpha Wireless have delivered several different solutions for Xplornet over the years with speed to market being vital with product solutions delivered in less than 90 days. Xplornet have come to rely on Alpha Wireless to find answers for their issues – and they are determined to deliver the best possible solution every time.

Alpha Wireless have delivered several different solutions for Xplornet over the years with speed to market of 90 days for concept to product turnaround. Alpha Wireless have provided antenna solutions for basic rollouts to twin beam antennas for capacity issues, and most recently delivering the new AW3705 product solution.

## RESULTS

+ **Alpha Wireless** are delivering antenna solutions to fulfill Xplornet's goal of providing better coverage and capacity to customers right across Canada and help the company achieve maximum ROI.

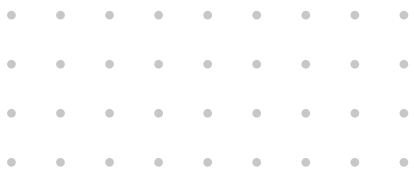
### **Kim Sangster VP Network Optimization / Technology Development said:**

“Xplornet is constantly looking for ways to improve coverage and capacity for our customers, and Alpha Wireless has time and again provided innovative solutions that address these issues. They not only tailor solutions to meet our specific needs, they do it fast.”

“Having worked with Alpha Wireless for several years, we know that we can trust them to come up with the best antenna solutions for the new challenges we face. They go above and beyond when it comes to customer service, and rather than offering a one-size-nearly-fits-all answer, they do everything they can to provide us with the exact solution we need.”

### **Michelle Bolger, Sales Director Alpha Wireless said,**

“The new panel antenna AW3705 is the latest in our long line of innovations for Xplornet. We continually strive to improve Xplornet’s overall network performance. Xplornet cares about its customers coverage and connectivity and we do everything we can for them to achieve and exceed this goal.”



## WHY CHOOSE ALPHA WIRELESS?



An Irish company, Alpha Wireless is a market-leading specialist in designing and manufacturing high performing, superior quality antenna solutions.

Alpha Wireless works closely with network operators, neutral hosts, OEMs and municipalities to design solutions that meet their individual requirements are cost effective and help overcome environmental challenges and economic pressures, while preserving the natural landscape.

The old models of network deployment are no longer sustainable, and Alpha Wireless is addressing this by ...Changing the way wireless networks are built.

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