



Category: Energy & Utility

Sub category: Smart Power Grid connectivity

www.alvarion.com

Company profile

Alvarion® (NASDAQ: ALVR) Alvarion is a global leader in wireless communications with expertise in building end-to-end 4G networks that enable high-speed broadband applications for our customers including telecom operators, Internet service providers, smart grids, municipalities and a variety of markets that utilize private broadband networks. Alvarion's state-of-the-art wireless technologies are designed with innovation that bring the best coverage and performance based on all-IP, open architecture to the marketplace. Alvarion has customers in over 100 countries around the world.

Date of establishment: 1992

No. of employees: 900

Background on the company

Alvarion, the world's leading provider of WiMAX and broadband wireless solutions, provides comprehensive and optimized broadband wireless connectivity solutions for smart power grids. These solutions are designed to integrate seamlessly with the various communication technologies deployed in the SPG access network- PLC, ZigBee, Wi-Fi, WiMAX, or any combination thereof- enabling advanced hybrid deployments designed for specific utility requirements. Alvarion offers a range of broadband wireless base station and Customer Premise Equipment (CPE) solutions that address a variety of spectrums (licensed and license-exempt) and customer-specific deployment scenarios (e.g. coverage, modulation, challenging weather conditions). Alvarion's carrier-class management platform indicates and anticipates congestion-related trends, allowing a proactive response before reaching critical proportions. With 15 years of radio planning and over 3, 000, 000 units deployed worldwide, Alvarion leverages its accumulated RF expertise for the benefit of its utility customers.

Based on a long track record developing dedicated solutions for specific industry requirements, the Alvarion Professional Services organization can tailor SPG solutions that meet the needs of each utility customer. With its wide product portfolio, RF expertise, strategic partnerships with complementary solution vendors, and proven broadband wireless market leadership, Alvarion is a one-stop shop for SPG network infrastructure solutions.

Examples of projects:

Owensboro Municipal Utilities Electrical Utility, Kentucky, USA. Application: ● Largest municipally-owned water and power utility in the state of Kentucky ● Extensive fiber optic deployments ● Leveraging regional utility relationships to expand beyond their service area ● Competes locally with xDSL, cable, and other wireless offerings. **Network size:** ● Largest wireless broadband deployment by a municipal utility in the USA ● Over 1, 900 wireless broadband subscribers ● Deploying BreezeACCESS Complete Spectrum™

Wheatland Electric- Utility, Kansas, USA. Application: ● Membership cooperative in western Kansas ● Largest wireless broadband deployment by a cooperative utility in the USA ● Competes locally with xDSL and cable

Network size: ● Serves 16, 000 customers with electric power ● Almost 2, 000 wireless broadband subscribers in first 30 months ● Covers entire 11 county footprint ● Deploying BreezeACCESS Complete Spectrum™

Gotlands Energi AB- Utility, Sweden. Application: ● Joint venture of Vattenfall, Sweden's largest utility co. and municipality of Gotland ● Supplies energy and broadband telephony services ● In 2001 created 2.4 GHz Network- BreezeACCESS ● In 2003 3.5 GHz license issued ● First community in Sweden to deploy wireless DSL ● Products: BMAX, BreezeAccess, BreezeNet B. **Network size:** ● Gotland Island- sparsely populated and rural with sophisticated communications consumers

Technology & product(s)

General description: Provide broadband wireless solutions allowing optimized Smart Power Grid connectivity in licensed and licensed exempt frequencies.

Function of the product(s): Wireless Connectivity.

Objectives / Target companies

Alvarion is interested in meeting with key Smart Grid vendors (Siemens, GE, ABB, L+G, Itron/Actaris), Smart Grid system integrators (Logica, ATOS Origin...), Tier-1 utilities and government officials driving Smart Grid projects.