

**TRANGO BROADBAND EQUIPMENT OPENS UP
OPPORTUNITIES FOR TELECOMMUNICATIONS COMPANY**

Sept 2005

Compass Communications Ltd, a medium-sized NZ-owned telecommunications company, has found that the adoption of Trango equipment has provided their company with the means to go forward and to provide their customers with superior service.

The company was founded in 1995 by Karim Hassona as a traditional voice-based communications company dealing with tolls and local calls. In 2002 they purchased Radionet, an existing wireless ISP whose network was in a state of some disrepair as the parent company had gone under and Radionet was in receivership and had not invested any money in the network. This was running the older 2.4GHz-based technology which, according to Daniel Quigan, Network Engineer for Compass Communications, 'Needed a leg-up to newer, easier technology in order to get regain some momentum.

'After several discussions with Ian Hastie of LINKIT, we decided that Trango had the technology we required to do the job. I was happy with the decision at the time and I am still happy with it.

'We now use Trango equipment over all our network of about thirty sites throughout the country with a couple of hundred devices out in the field at the moment. Trango has made our wireless product more future-proof and easier to deploy than the old technology, which had a lot of components which could have gone wrong. Trango equipment is self-enclosed, easier to install and maintain and easier to provide services for the end users than the old 2.4 equipment.

'Trango opened up many more opportunities for us and enables us to move into sites which were hard to get into with the 2.4 equipment. This has allowed us to greatly increase our coverage area and prospective customer base.

'Trango are spending a lot of money on R & D and is constantly developing new products which are all in the license-exempt spectrum. They do 5.8 and 5.3GHz as well as 2.4GHz, and also 900MHz which cannot be used in New Zealand as it sits too close to existing GSM cellular networks.

'They have just released a new point-to-point product called Trango Atlas which we will be using to interlink our POP sites. This product is more feature-rich than other competitors products at similar price points. Trango is well received by the wireless populace around the world and is now cemented as one of the market leaders.

'We had quite a few options available to us when we chose Trango and we still have, but I am quite happy that we have made the right choice. It is also good having Ian Hastie as the local distributor for Australia and New Zealand as it is good to have such knowledgeable technical support readily available should we require it.'