

## **RAPID NETWORK EXTENSION MADE POSSIBLE WITH TRANGO FOX**

Sept 2005

**Inspired Networks Ltd** is a company that began building a fibre network in Palmerston North's square a couple of years ago and was looking to extend the reach of that 'in a hell of a hurry', so looked at some wireless solutions. At first it tried proprietary gear running a couple of different software packages, but these proved to be unsatisfactory.

The company then settled on Trango gear and, finding it met their needs and requirements, used it as a DSL replacement. James Watts comments, 'Rather than paying Telecom ninety percent of the DSL fees, we collected them ourselves in our infrastructure company to build a product that absolutely destroys Telecom's DSL offering.'

'We use the Trango Fox product which is a nice economic customer entry level solution which is very easy to install and rapid deployment of equipment – we built the initial Trango network with the ambition of putting 30 or 40 people on it and are currently rolling out ten per week to it, spending only one day a week on this, and currently have 200 on the network.'

'This growth is well beyond what we had planned and the gear is scaling very nicely. Our plan is to eventually migrate the wireless out of the network into the suburbs as we build fibre behind it.'

'We have found Ian Hastie of LINKIT to be very good for supplying the equipment and for support and he has worked with us to coordinate the spectrum management between the other suppliers he supports in our region.'