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Azotel Offers DIY Broadband To Entrepreneurs

28/06/06: A new partnership involving Azotel, Hosting 365 and Motorola is to begin offering a package that will enable users to set up a wireless broadband ISP

The new service, which will be marketed under the Azotel brand name, will operate under a franchise model. Its promoters say that the solution will mean that entrepreneurs with even limited technical expertise will be able to set up a wireless broadband service which can be sold to consumers and businesses.

The service will be delivered by Motorola's Canopy solution, which can connect customers to a central access point, which in turn can deliver a high speed link to a backhaul fibre loop. E-net, the company which manages the government's metropolitan area fibre networks has agreed to provide backhaul to Azotel customers.

Azotel itself will provide the core network and back office functions for the broadband operator, through its WISPer platform. Hosting 265 will provide managed services, including technical support.

Azotel is chiefly pitched at operators serving rural communities and recipients of grants under the Group Broadband Schemes. Hosting 365 sales director Paul Lynch said that while €25m of funding had been awarded under the schemes, only €4m of that had been drawn down. He said that some operators were realising that there was more to providing broadband than they previously thought. The Azotel solution is intended as an "out of the box" option for wireless operators, which could be rolled out within one week.

Lynch added: "A wireless Internet Service Provider who invests in the wireless in a box solution could see a return on investment and enter profitability within nine months. Should the WISP secure grant funding, time to ROI could be less." (28/06/06)

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