



The header features the 'irish dev' logo in a green circle on the left. To its right, the word 'News' is displayed in a large, white, sans-serif font. Above 'News', there are navigation links: 'PRESS ROOM', 'TERMS & CONDITIONS', and 'ABOUT US'. Below 'News', there are more navigation links: 'HOME', 'NEWS', 'EVENTS', 'FORUMS', 'BLOGS', and 'JOBS'. At the bottom of the header, a breadcrumb trail reads: 'YOU ARE HERE: Home : News : **New Initiative Uniquely Poised to Extend Bro...**'

Technology : Shawn Lunn
28 June 2006

New Initiative Uniquely Poised to Extend Broadband Reach in Ireland

Branded Azotel, the comprehensive solution enables Wireless Internet Service Providers (WISPs) across the country to deliver viable, profitable and class-leading regional and metropolitan broadband services ranging from as low as 30 users to several thousands of users.

Azotel will be offered to new and existing operators under the option of Managed Service or Unit Franchisee by hosting 365. Encompassing transit, monitoring, support, billing, hardware, training, consultancy, marketing packs, financing and backhaul, it is a complete turn key offering to set up a "proven" broadband business. Under the terms of the initiative, Motorola brings a comprehensive range of world-class wireless broadband technology, the Motorola Canopy solution, offering simplicity and quality at volume pricing. Equally attractive deals are included by Bank of Ireland for financing and eNet on Back Haul for Azotel Operators. It is the combination of technology and companies that make the proposition so compelling.



Paul Lynch, Sales Director, hosting365 commented: "The new Azotel solution offers individual entrepreneurs – existing and potential Internet Service Providers, a unique opportunity to become involved in broadband roll-out. A Wireless Internet Service Provider who invests in the 'wireless in a box' (WIB) solution could see a return on investment and enter profitability within 9 months. Should the WISP secure grant funding, time to ROI could be less."

Azotel provides the Core Network and back office functions for the broadband operator through its WISPer platform, which is a Core Network and management solution for broadband ISPs that is currently revolutionising the broadband market in Ireland and Europe.

John O'Hare, Managing Director of Azotel added: "Our solution crucially, allows broadband operators to focus on the commercial side of their business by removing the high end IT costs and expert knowledge base required in order to build, expand, and maintain broadband networks. The 'wireless in box', (WIB) solution, allows the broadband operator to outsource a combination of highly technical network management functions and time consuming administrative back office functions to Azotel."

Azotel has a proven record of success in both the technical and commercial fields. Azotel software powers several broadband networks in Ireland and Europe and is in strong demand from vendors and ISP operators.

Ian Bayly, Director, Motorola Canopy said: "Motorola's Canopy solution was first deployed in Cork Ireland in 2004 and is now installed in 130 countries by 3200 WISPs.

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The Canopy system is a proven wireless broadband solution and the ideal technology for developing, enhancing and extending wireless broadband networks and services into rural and urban areas."

He continued: "The key characteristics of the Canopy system - carrier-grade toughness, exceptional performance, security, low latency for VoIP, ease-of-use and cost effectiveness - make it the perfect fit within the Azotel solution."

Canopy solutions are part of Motorola's MOTOWi4™ portfolio of innovative wireless broadband solutions and services that creates, complements and completes IP networks. Delivering IP coverage to virtually all spaces, the MOTOWi4 portfolio includes Fixed Wireless Broadband, Mesh, Broadband over Powerline and WiMAX solutions for private and public networks

Kevin Sherry, of Enterprise Ireland said: "Azotel Technologies is an ambitious, R & D intensive company with exciting growth plans. Increasing the number of high growth export focused businesses is a key focus of Enterprise Ireland's Strategy for Transforming Irish Industry. Enterprise Ireland welcomes the Azotel collaborative approach with hosting365 and Motorola. We will continue to work with Azotel in supporting its commercialisation plans and drive to become a key supplier to Broadband ISP's, both in Ireland and internationally.

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