

## Fast and Reliable Broadband Access Now Available in Major Seaports



### Introduction

Historically, it has been difficult for yachts to get reliable internet services in port, either via fixed line or with wireless access. Due to the limitations of Wi-Fi technology, existing services are expensive, specific to one port and often unreliable. Any-Port, a company founded in 2005 to provide broadband wireless connectivity to the international yachting community in the Western Mediterranean and Caribbean areas, decided to take a new approach to broadband wireless technology, and in doing so, solved these problems by providing a high-quality, high-speed and highly reliable wireless connection in multiple ports, all accessible for one monthly payment by customers. Fast download and upload speeds are guaranteed with the service and an "always on" broadband connection is delivered for everyone on board, both in port and at anchor in the immediate area of the port. Any-Port's core business model is to provide port and anchorage-based broadband access in the French, Italian and Spanish Rivas. Current and targeted customer segments include private and charter yachts in the Coastal areas of Southern France, Western Italy, Corsica, Sardinia, Sicily, Eastern Spain, the Balearics Islands (Majorca, Ibiza, Formentera), Antigua, St Barths and St Maarten.

### Key business problems

For the yachting community, satellite or fixed landline telephony has been the only reliable means of internet and email communication for too long. And it is now becoming more difficult and considerably more expensive to get connected via either one. 3G services are also now available but slow and can lead to bills that even the most expensive yacht does not want to pay! To that end, Any-Port's key business challenge involved providing reliable wireless access in relevant ports and in surrounding anchorage areas and between existios due to the nature of the market – moving targets that change

direction and speed, often roll and pitch, etc. Extensive trials with Wi-Fi concluded that traditional wireless communication technology options weren't reliable enough for Any-Port's yachting clients. As a result, the company moved to WiMAX- a more advanced broadband wireless technology able to connect faster, transmit further and less likely to drop internet connections. Any-Port was also looking for a technology solution that would allow the company to develop new services such as VoIP, IPTV and more, with the possibility to migrate to while migrating new 802.16e-based mobile WiMAX technology (as available).



## Key solution elements

Any-Port's customer requirements included fast, reliable internet access with an easy-to-use system in all localities served. To enable the new broadband wireless service, the company chose to use the InfiNet Wireless 5000 series in its network design, with a mix consisting of six InfiNet R5000-O base station routers and R 5000-L 2.4/5.4 customer premise equipment units. After evaluating a number of solutions at the WiMAX World 2005 tradeshow, Any-Port ultimately selected InfiNet Wireless products for their properly ruggedized equipment and fit with the larger environment when meshing is a particularly important part of the wireless network. The InfiNet Wireless 5000 Series offers a unique combination of low start-up cost, reliability and scalability. The advanced technology used in Any-Port's wireless network has several clear advantages over Wi-Fi, without the need for obtrusive equipment. The Any-Port transmitting/receiving radio and antenna is installed directly on the boat to make this superior service possible. Following installation, only the small antenna is visible, blending in with the character of the rest of the boat.

## Project details

The network installation was completed in the following phases:

1. June-July 2006: Initial evaluation and testing of equipment
2. August 2006-November 2006: Deployment of first two base stations, initial clients
3. December 2006-March 2007: Finding and establishing new base station sites (ongoing)
4. April 2007-Present: Actively selling to clients

The installation of the new wireless network project took place/will take place in the following phases:

1. French Riviera - currently
2. Italian / Spanish Riviera and Islands: Late Summer 2007 – Spring 2008
3. Caribbean: November 2006 onwards
4. Other areas including France, Italy and Spain: January 2008 and onwards ongoing



The most difficult part of the installation involved finding base station sites. Most areas in the vicinity of ports are protected buildings and vested interests make it challenging to obtain legitimate sites. Additionally, Any-Port had to deal with an already crowded air space. Unlike the systems in relatively uncluttered urban environments, its technology is operating in marinas with multiple radar systems, numerous existing Wi-Fi networks, and other safety systems (e.g. lifeboat services) in similar frequencies, as well as other systems (including military technology), in close proximity. Any-Port cleared this hurdle with its innovative network design and implementation (siting and redundancy of base stations) and antenna choice (BS and CPE), and is now looking to expand on this with the use of amplifiers, etc. Ports currently covered in the service include:

- Antibes, Port Vauban
- Cannes, Main Port
- Golfe Juan, Port Camille Rayon
- Juan-Les-Pins
- Port Canto
- Villefranche

With these coming soon:

- St. Tropez
- Nice
- Beaulieu
- Monaco
- La Napoule
- Thoules-Sur-Mer

Additionally, Any-Port will be launching its new VoIP service in the near future, which includes a fixed landline telephone number (with full PBX capabilities). Calls will cost up to eighty percent less and will have landline quality.

## Solution summary

Any-Port designed an advanced broadband wireless access network, incorporating cutting-edge equipment from InfiNet Wireless, to avoid the typical problems experienced by most Wi-Fi users and subsequently to allow yachts a reliable internet service in port. The Any-Port service is unaffected by current Wi-Fi channel congestion, and the service can work in even the most inhospitable environments to enable fast, reliable internet services for clients in multiple ports. Since the initial installation, Any-Port with the help of InfiNet Wireless technologies has been able to use the reliability of their systems to win key contracts for upcoming yacht shows, as well as to prove the company's ability to provide services in environments that inevitably lead to the failure of existing Wi-Fi services. Going forward, Any-Port aided by InfiNet Wireless technologies is rapidly expanding its market and taking its services into a number of new geographic areas.



### About InfiNet Wireless

Established in 1993, InfiNet Wireless is one of the largest privately owned Fixed Broadband Wireless Access (FBWA) development and manufacturing companies in the world. With more than 17 years of intense customer based research and product development, InfiNet's range of wireless connectivity solutions are the preferred choice of global communication corporations and governments who require uncompromising connectivity. To date, InfiNet Wireless has forged a solid foundation in fixed wireless installations, and currently has thousands of deployments successfully deployed in over 50 countries. Its philosophy of providing the most flexible, reliable, cost-attractive and innovative solutions in the industry has helped it to reach the market leader position for Wireless solutions in Russia and Central & Northern Asia, and is the benchmark of carrier grade multiservice broadband wireless access systems.