

# VoxTech Telecom Grows with ePMP Elevate™

“The improvement we saw in Cambium Networks Elevate™ was improved network stability, possibility of providing more bandwidth to users, and the decrease of calls due to equipment problems.”

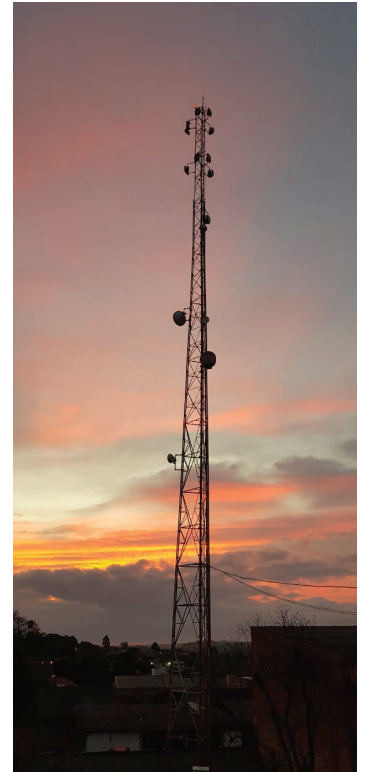
– CLAUDIO M.G. MORAIS, CEO, VOXTECH TELECOM

## Overview

**VOXTECH TELECOM IS A BRAZILIAN INTERNET SERVICE PROVIDER** with a growing coverage area in the southern state of Paraná. It currently serves three cities – with two more included by the end of 2019’s first quarter – with broadband Internet access at speeds f 10-30 Mbps depending on plan, but the goal is offering 50Mbps plans in 2019.

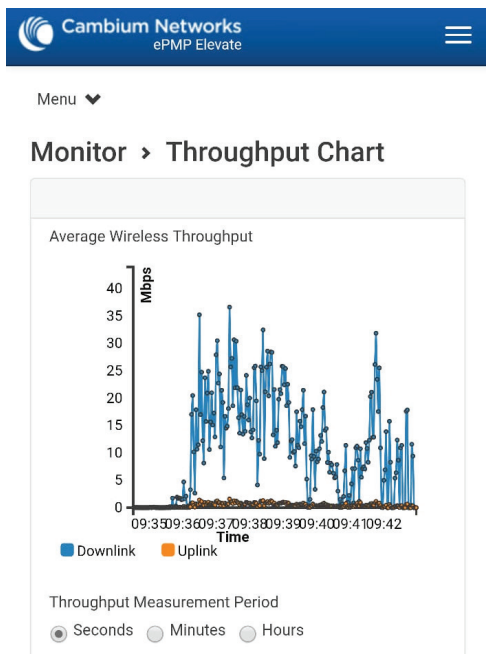
## The Challenge

**VOXTECH KNEW THE DEMAND FOR BANDWIDTH WAS GROWING**, but providing more throughput with stability and consistency was the challenge – VoxTech was feeling apprehensive about its existing radios and didn’t want to invest in any more disappointing technology. Concern for expense at all levels of migration was a factor as well, from VoxTech’s infrastructure down to their customers’ devices.



## Solution

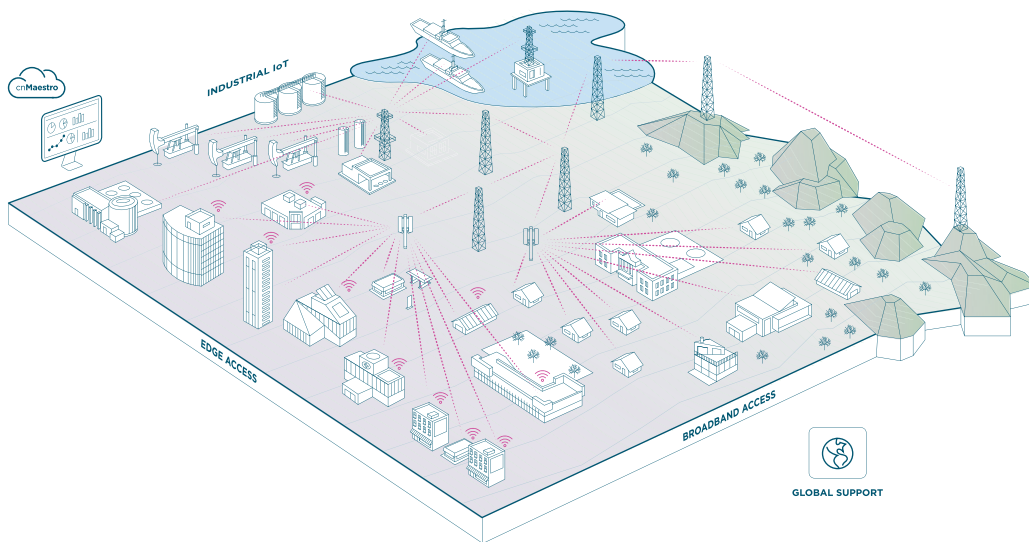
**VOXTECH MET A CAMBIUM NETWORKS DISTRIBUTOR**, who delivered solutions to field test for applications such as data, voice, monitoring services, but mostly streaming (Netflix, YouTube). Cambium Networks’ ePMP Elevate™ is a software solution that integrates third party hardware with the performance capabilities of the Cambium Networks ePMP platform.



THE  
CAMBIUM  
NETWORKS  
DIFFERENCE

Before:  
5 Mbps

After:  
30 Mbps



## Why VoxTech Chose Cambium Networks

- Elevate makes network migration simple and intuitive, minimizing downtime and protecting investments in existing equipment for both ISPs and their clients
- Cambium Networks product-specific technical certification training offers operators the skills they need to manage their solutions with confidence

## Best Practices

- Choose solutions that can interoperate, enabling additions rather than replacements as the network expands with business needs
- Choose a vendor that offers technical training and ongoing support for operators.

Co-installed with an ePMP access point, Elevate assimilates existing infrastructure, protecting a network owner's existing investment and supporting both migration to and addition of more Cambium Networks devices to grow the network. VoxTech's technical staff performed the installation and deployment of the upgrades, with certified training for the ePMP products.

## The Solution

**MORE THAN 1,000 OF VOXTECH'S CUSTOMERS HAVE BEEN MIGRATED** to the upgraded network, with the goal of completing the transition from third party to Cambium Networks APs within the next year. Even with the 30 Mbps plans VoxTech is now able to offer customers – a massive increase over the 5 Mbps it was previously limited to – each ePMP access point can support at least 45 Elevate-integrated third party subscriber modules, but when connecting only Cambium SMs, that number increases to over 60.

VoxTech's maintenance staff have been able to drastically reduce unproductive visits to slow or unresponsive equipment – and in one of the cities covered only by Cambium Networks solutions, users are reporting unprecedented satisfaction enjoying the applications they rely on, especially streaming media.

VoxTech's short term plans include merging wireless and fiber for a hybrid network that will support plans between 50Mb and 100Mb within the next 2 years, guaranteeing coverage and quality service that continues to meet its customers' needs.

