

# Motorola Extends Corporate LAN for Edmonton Economic Development Corporation

Edmonton, Canada



## Customer

Edmonton Economic Development Corporation (EEDC) is a non-profit organization that markets the city of Edmonton, Canada to the world. EEDC is responsible for business attraction, retention and formation; tourism marketing; convention management and marketing; and regional innovation development.

## Solution Provider

Glentel is a leading provider of wireless communications solutions to business, industry and government in North America. Its Wireless Business Division integrates hardware, software, network access, airtime usage, system maintenance and service to deliver unique wireless communications and data management solutions to its customers.

## The Situation and Challenge

EEDC was in need of more bandwidth and a faster connection between its corporate data center at the Shaw Conference Center in Edmonton and its Advanced Technology Center (ATC), 6.2 miles (10 km) away. With new, high-bandwidth applications continuously being accessed from Corporate, the

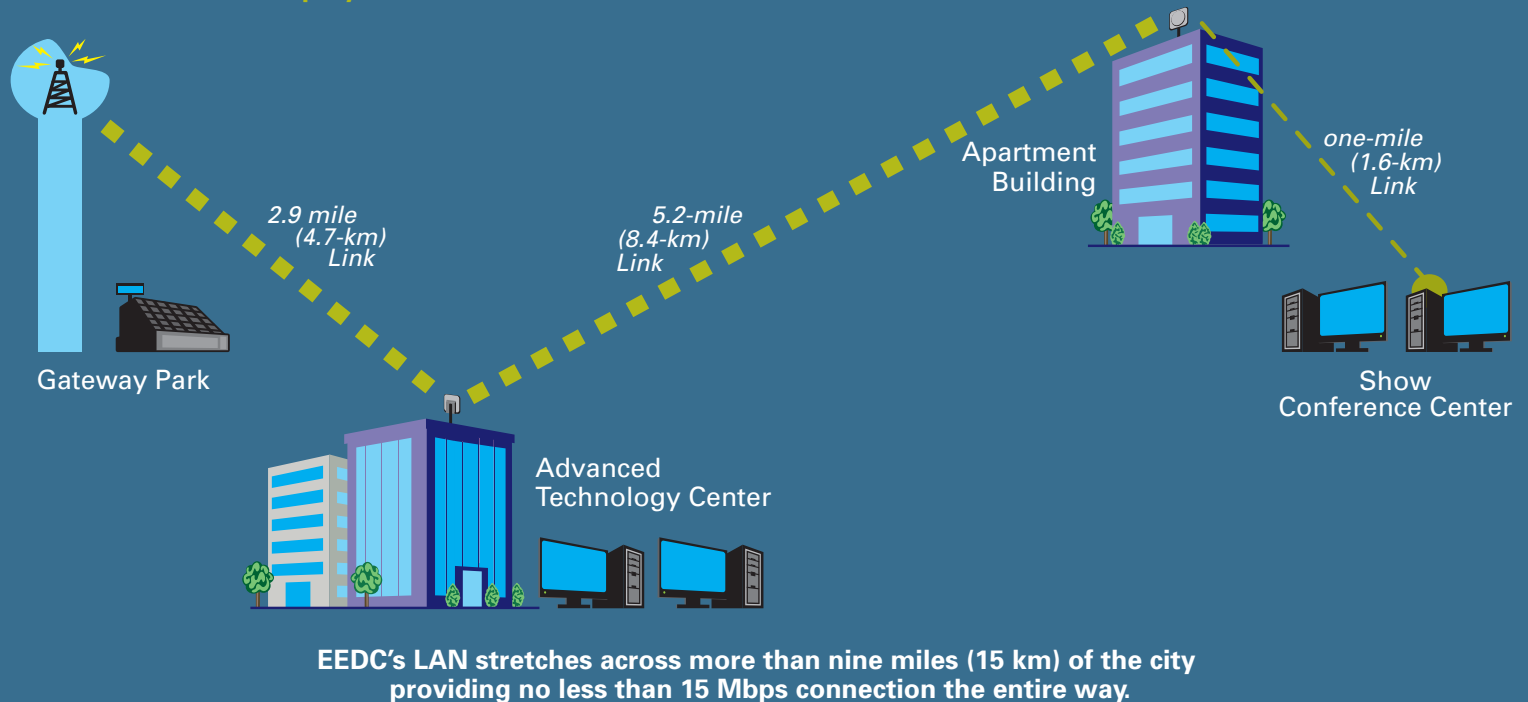
1-Mbps VPN service that was connecting the two sites was not providing the bandwidth needed for files to be transferred at an acceptable rate – communications between the two locations were unacceptably slow. The cost to increase the bandwidth from the VPN service was very expensive, yet the problem was getting worse.

In addition, EEDC's Visitor Information Center, located another 2.9 miles (4.7 km) from the ATC, had no broadband connectivity. The Visitor Center relied upon a dial-up connection to access e-mail at Corporate, but bookkeeping, record-keeping and visitor statistics were collected at the Visitor Center and then manually entered into the system at Corporate. If a broadband option were available, file transfers and access to server-based applications could save significant time and human resources, and enable new visitor services.

## Technical Requirements

- In excess of 5 Mbps of bandwidth was required
- The broadband link needed to be highly available and carrier-grade
- High security was required for all file transfers

## Edmonton Economic Development Corporations A Glentel/Motorola Deployment



### Deployment Detail and Interoperability

Glentel deployed the Motorola Point-to-Point Wireless Ethernet Bridge – 400 Series solution to satisfy the technical requirements for not only a high-speed, high-bandwidth, carrier-grade connection between EEDC Corporate and the ATC, but also to extend broadband communications to the Visitor Information Center. All three sites are now connected in a secure, high-bandwidth, extended-LAN environment.

Glentel opted to use two PTP 400 Series links (two hops) to connect EEDC Corporate to the ATC in order to have direct line-of-sight. Although the PTP 400 Series unit could provide a carrier-grade link around the apartment building and other obstacles, Glentel wanted to deliver the highest-possible throughput. The first link connected EEDC Corporate at the Shaw Conference Center to one of the tallest apartment buildings in downtown Edmonton, one mile (1.6 km) away. The second link was deployed from the apartment building to the ATC, another 5.2 miles (8.4 km) away. The final link was deployed from the ATC to the Visitor Center, 2.9 miles (4.7 km) away.

### The Results

The Motorola PTP 400 Series solution created a high-bandwidth (10 Mbps upstream and 10 Mbps downstream), carrier-grade, extended LAN environment over almost 10 miles (16 km), connecting EEDC's Corporate office with its Advanced Technology Center and Visitor Information Center. Two weeks later, with Motorola's free software upgrade, performance was boosted to 15 Mbps both upstream and downstream.

As a result, throughput between the sites was boosted 15 times, providing more than enough bandwidth to optimize productivity via the network and its applications. The cost of the higher-bandwidth, secure, carrier-grade solution was slightly less than the original 1-Mbps solution previously used by EEDC.

The Motorola PTP 400 Series solution, with future upgrades scheduled regularly, provided a future-proof platform for broadband that will grow with EEDC's needs. In addition, further cost-savings will be realized if EEDC, as planned, runs its voice traffic over the Motorola PTP wireless IP network.

At the time of this installation, the products deployed were the Orthogon Systems OS-Gemini point-to-point wireless Ethernet bridges. With Motorola's acquisition of Orthogon Systems, the OS-Gemini products were renamed as the PTP 400 Series bridges. They are now part of Motorola's **MOTOwi4™** portfolio of innovative wireless broadband solutions that create, complement and complete IP networks. Delivering IP coverage to virtually all spaces, the **MOTOwi4** portfolio includes Fixed Broadband, WiMAX, Mesh and Broadband-over-Powerline solutions for private and public networks.

**MOTOwi4™**

*“The Motorola PTP 400 Series bridge provided the most robust solution available – high-performance, carrier-grade and secure. We were able to exceed the customer’s expectation by delivering a very high bandwidth solution and saving them money as well. We were also able to pass through significant cost-savings associated with installation and maintenance, as the Motorola solution was up and running quickly and with ease.”*

~ Brian Napier, Glentel

#### Why Motorola?

- Motorola delivered 15 times the throughput for slightly less cost
- The PTP 400 Series bridges offered a future-proof solution for new applications (VoIP) and evolving bandwidth needs
- The PTP 400 Series bridges provided a highly available, carrier-grade connection
- Installation was complete in a few hours, as opposed to weeks for other systems

#### About Motorola

Motorola is known around the world for innovation and leadership in wireless and broadband communications. Inspired by our vision of Seamless Mobility, the people of Motorola are committed to helping you get and stay connected simply and seamlessly to the people, information, and entertainment that you want and need. We do this by designing and delivering “must have” products, “must do” experiences and powerful networks – along with a full complement of support services. A Fortune 100 company with global presence and impact, Motorola had sales of US \$36.8 billion in 2005. For more information about our point-to-point products and services, visit our website at [www.motorola.com/ptp](http://www.motorola.com/ptp).



**For more information about the Motorola Point-to-Point Solutions:**

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