

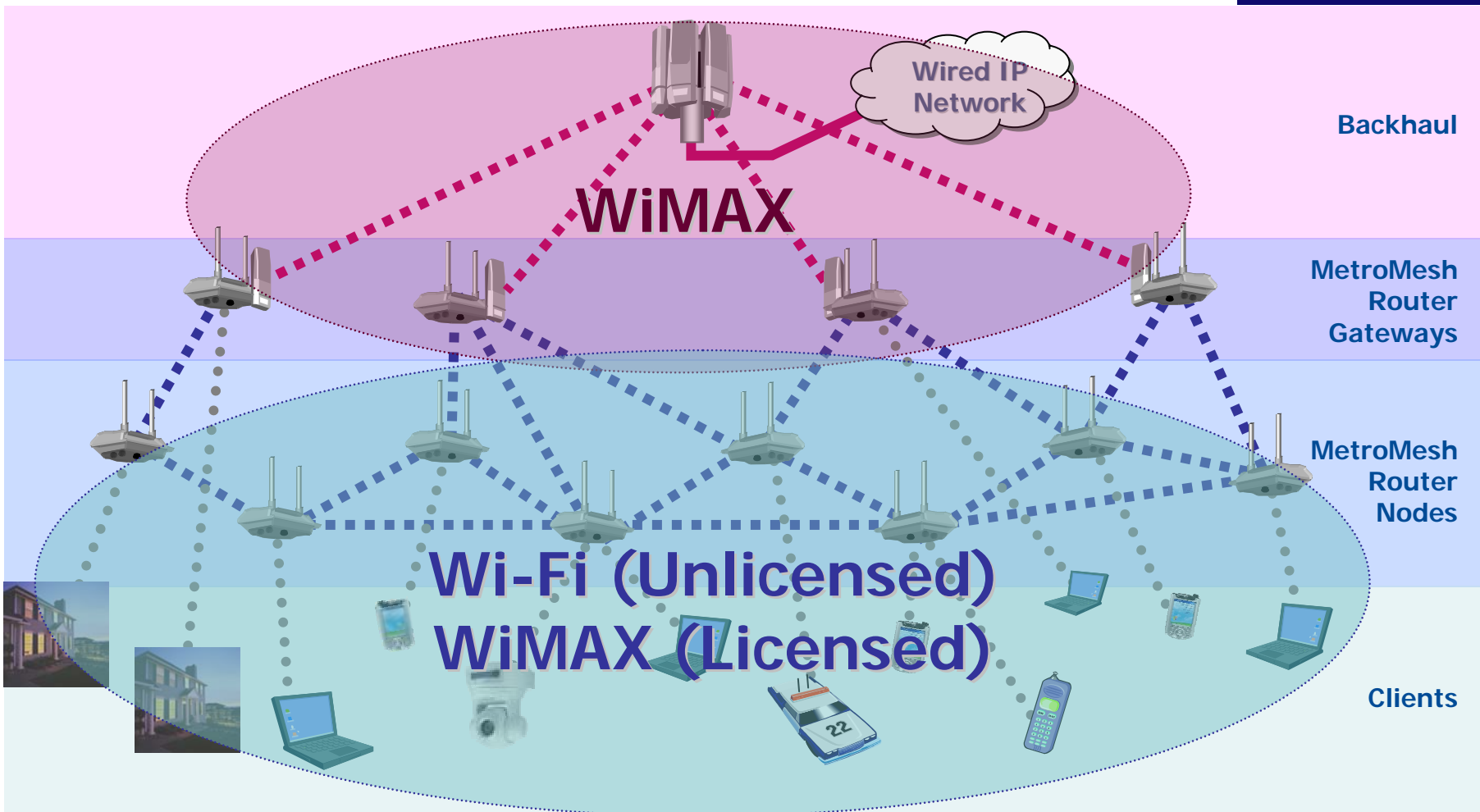
# Next Generation Wireless Technologies & Systems

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# Metro-Scale Open-Standard Radio in Action



←----- Multi-Square Mile -----→

# Today: Six of 100+ Metro Examples

- **Chaska, MN Residential**
  - 20% penetration *1st month*
  - Installed by *City Manager*
  - 1Mbps symmetrical speeds
  - < \$500K CAPEX to deploy
- **Corpus Christi Multi-use**
  - 60 sq mi
  - Including AMR
- **New Orleans Video Surveillance**
  - 57% fewer murders; 30% fewer auto thefts w/in 6 months
  - A few *days* to deploy
- **Philadelphia Multi-use**
  - Successful proof-of-concept
  - Competition + public safety + digital divide + economic development
  - < \$10M full city deployment, 135 sq mi
- **Oklahoma City Public Safety**
  - 400 sq mi; <\$5M CAPEX
- **Urban East Coast City VoWi-Fi**
  - Prepaid city-wide mobility

**Residential High Speed Internet Access**

**Everywhere in Chaska**

**\$15.99 per month**

Pre-Register now and get the month of June **FREE!**

**PRE-REGISTER NOW**

• Won't tie up your phone  
• No long term contract  
• Quit service anytime  
• Billed on your utility bill  
• 5 free email accounts  
• 10 MB web space

• Speeds comparable to cable or DSL  
• No activation or equipment fees

**CLICK**



**Corpus Christi Bay**

**AMR Pilot Area 2**

**Pilot Area Approx 18.5 Sq Miles (16 per mile)**

**MCIC Photo 11:23a**

# MetroMesh™ Economic Advantages

## Example Network Covering Los Angeles Basin

5-Year Rollout	Tropos MetroMesh	1xEV-DO	DSL (ILEC)	Cable
Av. Revenue per User (ARPU)	\$20	\$35 <sup>1</sup>	\$30	\$45
CAPEX per Home Passed	\$29	\$54	\$66	\$70
Av. Cost per User (ACPU)	\$6.70	\$12.44	\$16.88	\$15.42
Expected Throughput	1 - 5 Mbps symmetric	40 - 700 Kbps asymmetric	144 Kbps - 2.0 Mbps symmetric/asymmetric	256 Kbps - 5 Mbps asymmetric

- Based on hypothetical build-out of Los Angeles Basin
    - 1.4M homes passed, 20% penetration (280K subscribers)
  - Wi-Fi ARPU is for fixed residential service only
    - Mobility will add additional ARPU
  - ACPU excludes depreciation; CapEx includes CPE
- Source: Tropos, industry sources*

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Metro-Scale Mesh Networking Defined™