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WISPs go farther with ValuePoint Networks

802.11 Wi-Fi technology is exploding in public access venues such as hotels, airports, marinas, and business parks. This burgeoning market is creating the need for higher performing, robust, and rugged products that are now pushing into markets that heretofore had been served by 802.16 or other licensed wireless technologies. Therefore it is only a matter of time before Wi-Fi also becomes a technology of choice for Wireless Internet Service Providers (WISPs). In fact this time may already have come.

Today ValuePoint Networks is partnering with WISPs throughout North America to deliver Wireless Internet Access to homes and businesses at affordable prices. These WISPs are bringing broadband service directly to residences and businesses via networks of ValuePoint's outdoor SuperAPs. With banks of SuperAPs mounted on regional towers throughout their coverage area, and hundreds or thousands more on their end customers' rooftops, these WISPs are utilizing ValuePoint's highly robust Wireless Distribution System technology as their 'last several mile' solution.

These networks are managed remotely via SNMP from the WISPs' central Network Operations Center. Additionally they can be accessed using a standard Web Browser or via Telnet.

The unique feature of the SuperAP is its rugged design and high 200 mWatt output power, sold at an affordable price. This allows ValuePoint's WISP customers to grow and scale their networks incrementally as their customer bases grow. Other solutions require a huge upfront capital investment, and the WISP's subscriber base must grow into their equipment before they can even begin to realize a Return on Investment. In today's stringent economic times, WISPs need to follow a conservative business model, and ValuePoint's solutions are ideal.

To learn more about how ValuePoint Network's products are helping WISPs, please read some of our *customer testimonials* on the following page.

WISP Testimonials

Mr. Jake Ohlstrom
System Administrator
Northern California based WISP

"We decided to use ValuePoint Network's SuperAP after testing many other APs, because of its superior output power, reliability, rugged design, and affordable price. We have a network of SuperAPs deployed outdoors to residences and businesses throughout Northern California. Our overall coverage area today is over 100 square miles, with one SuperAP link going 8.25 miles. One of our towers got hit by lightning and the SuperAP was the only brand that survived. We are very pleased with the performance of ValuePoint's products."

Mr. Paul Altman
Operations Manager
Colorado based WISP

"We are offering high-speed wireless Internet throughout the ski resorts and towns of Colorado. Our affluent customers demand the best performance and reliability. That's why we chose ValuePoint Networks' SuperAPs to power our network. We tried a lot of other APs, and it's the only product we found that stands up to the harsh winter conditions we get here in the Rocky Mountains. We've been very pleased with the product's performance and reliability and are expanding our coverage with the SuperAP."

Mr. Timothy P. Frank
Principal
Florida based WISP

"We needed to set up a Wi-Fi zone for the downtown area of Naples, Florida. We chose ValuePoint Networks after an exhaustive search. The range of the SuperAPs and Antennas has exceeded our expectations, and the technical support has been outstanding. I was tickled pink after I could access the Internet with my PalmPilot and get stock quotes, yet I was over 1000 feet away with a big office building in the way. We intend to use ValuePoint products further at other downtown areas and RV parks."

For more detailed information or to talk to these satisfied customers, please do not hesitate to contact us at 415-564-3352 or info@valuepointnet.com .