



PORT NETWORKS

PRESS RELEASE

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PORT NETWORKS HELPS DESIGN WIRELESS DATA SYSTEM FOR EAST AFRICA

Baltimore, MD – January 2, 2004 – Putting its experience “unwiring” Baltimore’s Inner Harbor to work overseas, local communications company Port Networks recently helped to design a prototype wireless data solution for markets in East Africa.

The company completed the project as a consultant to EZ Connections, a Bowie-based company that is planning to offer Internet access and value-added services over broadband wireless systems it will be installing in several East African countries.

“We enjoyed the opportunity to apply our knowledge of wireless to distant markets,” says Hugh Bethell, General Manager at Port Networks. “I hope we’ve saved them some time by identifying the equipment and designs that have worked for us, and steering them away from those that didn’t.”

The work Port Networks completed for EZ Connections included specifying equipment for providing local wireless data coverage and wireless backhaul links, and providing a prototype design for EZ Connections’s initial area of coverage.

“Although they will be operating in markets with a different infrastructure than we have here in Baltimore, we both face the same issues of component compatibility, price/performance, and system reliability,” comments Mayank Patel, Port Networks’s lead engineer on the project.

The two companies were introduced by Motorola’s Canopy Products Division, which manufactures the U-NII band radio equipment used by Port Networks to provide wireless connectivity to homes, businesses, and people on the move around the Inner Harbor.

While Port Networks plans to continue to focus most of its energy on the local market, this probably won’t be the last time the company acts as a consultant to other ISPs looking to open new markets with wireless.

“Many companies here and abroad are interested in Wi-Fi and other forms of broadband wireless, so there is a growing demand for assistance from companies like ours that have gone down that road already,” says Bethell. “It makes up for the frustrations of being the first to try something new.”

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