

Quintel press release

50% Fewer 3G Sites Required with Quintel Operating Sharing

Quintel's operator sharing application minimizes tower development and increases site tenancy

MOUNTAIN VIEW, Calif. — December 9, 2009 — [Quintel](#)[®], a leading innovator of network efficient antennas for wireless networks, has completed technical trials with five major operators in India, preceding the country's much anticipated 3G network deployment. Quintel's unique application lets [multiple operators](#) consolidate infrastructure and share a single triple array stack. Additionally, new 3G services can be provisioned at the optimal height enabling superior coverage and decreased infrastructure expenses with no impact on existing 2G network footprints.

"Operators can now obtain the optimal antenna height to achieve maximum coverage and capacity," said Steve Obsitnik, Quintel's chairman and CEO. "Consequently, the OPEX per subscriber is reduced as fewer antenna sites are required. Infrastructure providers can also extract the maximum capacity from their physical sites without incurring tower redevelopment costs, which favorably increases their tenancy ratios."

The Quintel Solution

The Quintel MultiServ Quadband 10 Port antenna, part of the Quintel MultiServ product family, is able to provision up to five services on a single antenna while maintaining full independent tilt control. Unlike conventional operator sharing, Quintel's solution empowers operators to optimize quality of service, reduce infrastructure costs and more quickly and efficiently expand their services. Additionally, tower companies are able to extend their business model, maximize site tenancy ratios and optimize rental revenue by getting the maximum bits of throughput from their existing assets with no further upgrades.

The Quintel Operating Sharing Case Study

To learn more about how multiple operators in India have been able to utilize fewer sites, prepare for upcoming 3G services while maintaining full independent tilt optimization with Quintel's operating sharing solution, download the case study <http://quintelsolutions.com/lp/operatorsharingcs.php>.

About Quintel

Quintel is an innovative leader in wireless network antenna technology development and manufacturing solutions. The company's products enable global wireless operators to independently deploy and optimize multiple air interfaces or services on a single standard antenna platform. Quintel is the only antenna maker whose products can increase a wireless network's capacity, and the number of services, without increasing the number of antennas or size. Our core technologies originated in the United Kingdom's Ministry of Defence, and are now deployed throughout the world. Quintel is headquartered in Mountain View, California and Bicester, UK with additional offices throughout North America, Europe and Asia. More information about Quintel is available at www.quintelsolutions.com.

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