



The Challenge

In-building wireless (IBW) provision has become increasingly more complex for the system integrator and is set to become even more challenging. In addition to designing for reliable coverage for all the wireless services that are required in a building, the system integrator has to consider the future requirements of clients, users, operators and building owners.

The world of wireless telecommunications never stands still and we are now seeing emerging technologies such as LTE and the possibility of Multiple-in-Multiple-Out (MIMO) solutions being introduced into buildings. With 90-95% of mobile data sessions originating inside buildings and mobile data usage growing fast, there is an ever increasing demand for ubiquitous wireless coverage with stakeholders expecting access to all services anytime, anywhere. In addition, local authorities, healthcare trusts and enterprises are looking at the possibility of adopting IBW coverage solutions to help reduce costs, to improve productivity and to improve building safety. The challenge for the system integrator is to find a solution to support all of these requirements.

The business case for IBW

Adding Value

There are a number of business models developing for the provision of wireless services in buildings; in many cases the mobile operators pay, in others the building owner or manager invests in the system to add value to their property, while in other cases Neutral Host Providers are acquiring the wireless rights and investing in the coverage. They all represent an opportunity for system integrators that can address the different needs of each.

- Supporting the building owner
 - Lower insurance premiums
 - Competitive edge over other building spaces
 - Reduced opex
 - Unified public safety and cellular communications
- Supporting enterprise, healthcare, government/local authority
 - Modernising in-building coverage to support specialist wireless services such as RFID and Wireless Medical Technology Service (WMTS)
 - Unified public safety and cellular communications
- Supporting the mobile operator
 - Differentiate from competition
 - Drive revenue streams and margin
 - Reduce churn
 - Support full service mix

In all cases the Zinwave 3000 provides the most flexible and cost effective solution.



The Solution

Benefits of Zinwave 3000 DAS

Zinwave 3000 allows the system integrator the confidence that all the expectations from its varied customers can be met and all future needs can be covered on one system. Zinwave offers the most cost effective system in the sort of multi-service, multi-operator environment seen in every building today.

Smart Solutions, Simply Connected

- One Solution, One System for all your wireless needs from 150 MHz– 2700 MHz
- Multi-service using just 4 components regardless of service mix, including public safety and cellular
- Easy to design and fast to install, with remote monitoring for easy fault diagnosis
- Flexible and scalable to meet the needs of any size building or campus
- Reduced inventory costs due to low component count
- Delivers lowest planning, implementation and maintenance cost

Enable Your Wireless Future, Today

- The only DAS that can be designed and installed before final service mix is decided
- Add services without costly and disruptive upgrades
- Your investment is protected with all current and future services supported

Solutions Through Experience

- Trusted to deliver reliable wireless solutions every time
- Strong portfolio of projects across 4 continents across all vertical markets
- Service mix including public safety and commercial cellular
- First class support with assistance in design

In Summary

Zinwave's unique wideband approach offers the only truly future-proof DAS and provides the system integrator with the most flexible solution for implementation, regardless of frequency, modulation or need for specialist services. The Zinwave 3000 removes many of the traditional issues and considerations associated with delivering multiple RF services inside buildings. It enables the system integrator to deploy coverage safe in the knowledge that they are providing the most reliable, cost effective active DAS in a multi service environment.