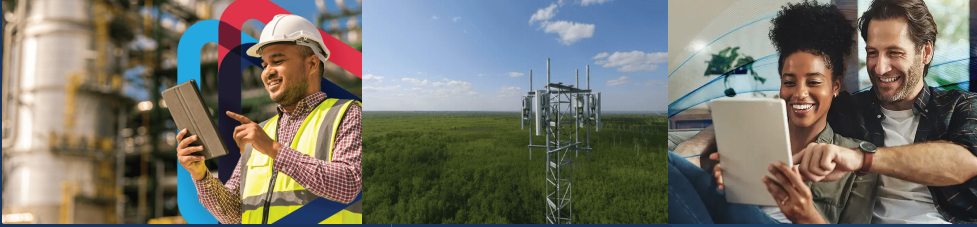




BROADBAND CASE STUDY



MBSI WAV is Canada's premier technology distributor, with strong stocking positions in Alberta and Ontario. MBSI WAV provides the knowledge and expert services required to fully address the specific technology and value-added needs of the WISP, VAR, and Solution Provider community. Along with providing professional value-added services, MBSI WAV offers up-to-date product knowledge and support for multi-vendor solutions.

MCSnet is a locally owned and operated wireless and fiber Internet provider serving rural communities in Alberta, Canada as well as urban areas with their GigAir solution, competing with large Telecoms to provide gigabit Internet access. MCSnet operates a network of over 500 towers covering approximately 70,000–80,000 square kilometers and provides fixed wireless and fiber to the home (FTTH) services.

PARTNERSHIP RESULTS

Reliable and seamless logistics: MBSI WAV ensured MCSnet had a consistent supply of equipment with timely deliveries that matched their project schedules. This allowed MCSnet to expand its network without delays, even in remote rural areas.

Consistent support: MBSI WAV provided prompt, expert support, resolving technical issues quickly and offering guidance on equipment. This responsiveness minimized service disruptions and ensured smooth operations for MCSnet.

Streamlined licensed link filing: MBSI WAV handled the complex regulatory filings for licensed links, streamlining the process for MCSnet. This support allowed MCSnet to focus on operations while ensuring compliance.

CHALLENGES

MCSnet faced significant challenges in sourcing equipment. As a rural Internet provider, they required a partner that understood their unique needs, installation schedules and challenges that present themselves in remote locations, as well as a partner that could offer not only logistical but also technical support.

SOLUTIONS PROVIDED BY MBSI WAV

MBSI WAV stepped in to provide not only reliable equipment but also excellent customer service and technical expertise. MCSnet particularly appreciated MBSI WAV's quick response times, support with logistics, and assistance with licensed links, which had been a cumbersome process for MCSnet prior to the partnership.

CONCLUSION

The partnership between MCSnet and MBSI WAV demonstrates the value of collaboration in overcoming the unique challenges faced by rural internet providers. By delivering equipment, responsive customer service, and expert technical support, MBSI WAV has played a crucial role in MCSnet's ability to expand its network and provide high-speed internet to underserved areas.



TESTIMONIAL FROM JEROME VANBRABANT –Chief Project Officer

"MBSI WAV consistently exceeds our expectations. Their quick responses and thorough understanding of rural providers' challenges make them a top-tier partner. Their support has been invaluable to our growth and success."