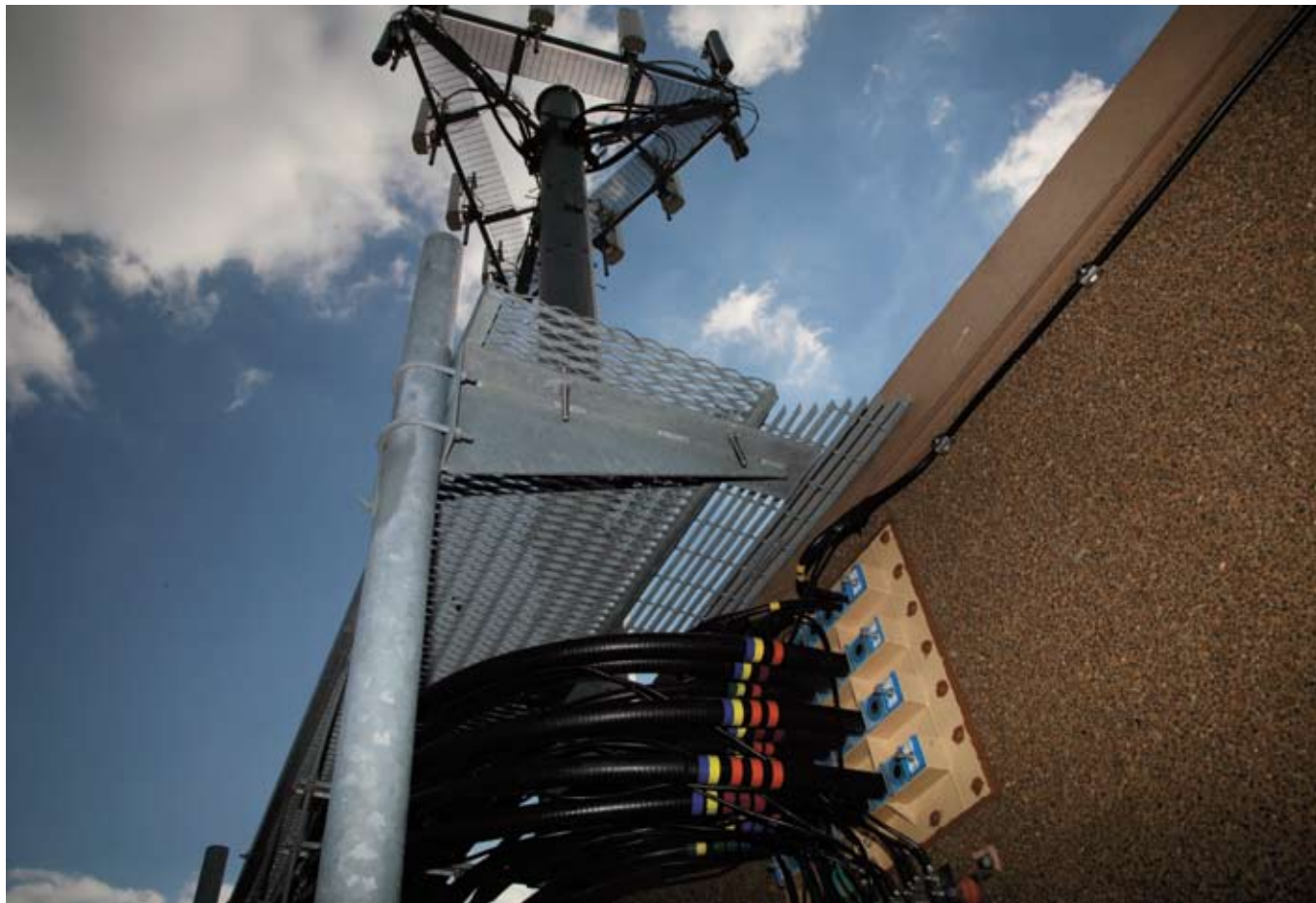




REPORT

Roxtec retrofit
for easy upgrades



Sprint Nextel has upgraded thousands of telecom base stations with their latest 4G technology without any downtime. The wireless operator used the smart

Roxtec retrofit solutions to be able to add new cables next to connected ones in existing openings. "The industry has needed a quality solution like Roxtec for years. It is

a cost-effective and user-friendly product," says Marc Steinbach, vice president of operations at FMHC, the turn-key vendor of the WiMax roll-out in the Chicago area.

Roxtec team reports on site
– from a 4G telecom roll-out in Chicago, USA

We Seal Your World

Prepared for various needs

WiMax is the 4G high speed wireless broadband of Sprint Nextel. Roxtec cable entry seals were used to ensure cost-efficiency, fire protection and ability for future growth.

Sprint Nextel needed to add up to nine large cables in their shelters to be able to offer their customers more broadband capacity. But the port panel openings were full of cables, and the site developers realized that it was no use cutting new entry ports in the concrete.

Labor costs rose quickly by thousands of dollars per site, and dust threatened all the equipment. "Drilling is a short-term action without any guarantee against leakage. The shelters would soon look like Swiss cheese," explains Curt Klausen, senior project manager at FMHC.

One-stop solution

The solution was to replace the port panels with Roxtec retrofit seals. Without shutting down the system, the installers were able to seal both the existing cables and the new WiMax cables. And the opening

was loaded with sealing capacity for up to 35 cables!

"I like the variety of Roxtec," says Curt Klausen. "Installation is never a problem, as Roxtec is flexible for coax of different sizes while the port panel only accepts one size."

Complete concept

"Roxtec understands what this business needs today – and ten years from now. The solution is extremely good as it is beneficial for both operators and contractors. It is the first product that not only accommodates today's retrofits, but provides expansion capacity for tomorrow's technology upgrades as well," says Marc Steinbach at FMHC. "Roxtec has thought about all aspects, even the free installation training out in the field."

Sprint Nextel, FMHC and the different installation contractors saw the great financial benefits. Calculations show



National sales manager Bob LeBrun and sales manager Tony Irizarry of Roxtec explain the potential for reduced energy use when heating/cooling shelters.



Benefits

- Certified safety
- Area efficiency
- Quick installation
- Maximized uptime
- Increased line capacity



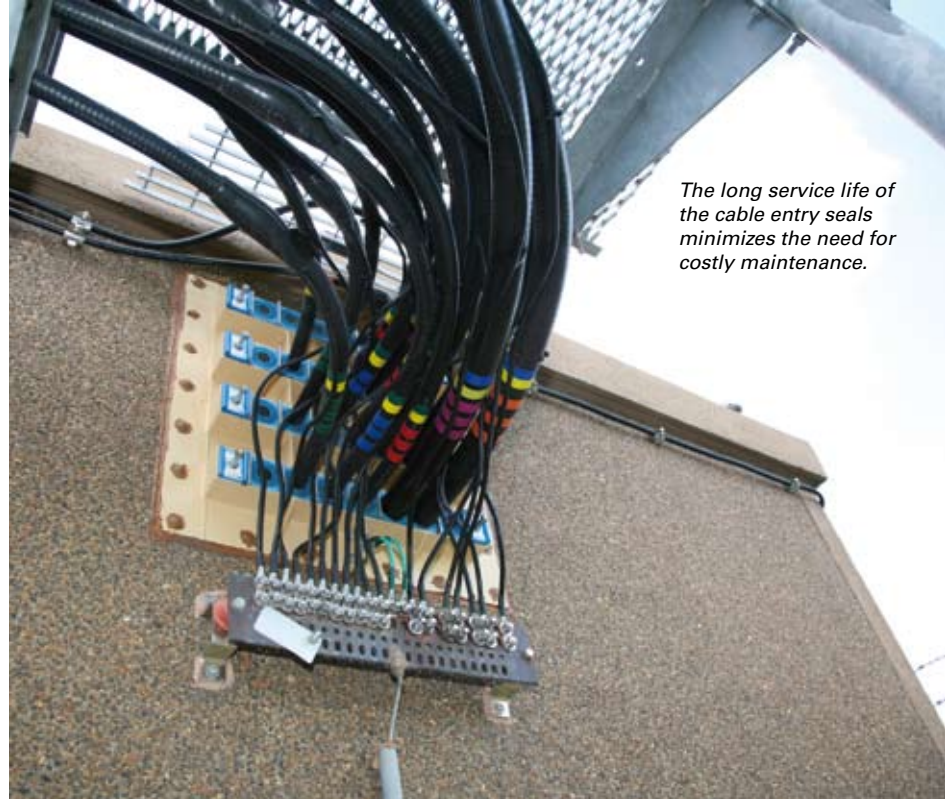
“” Roxtec has thought about all aspects

cost-savings of at least 60 percent compared to cutting another hole!

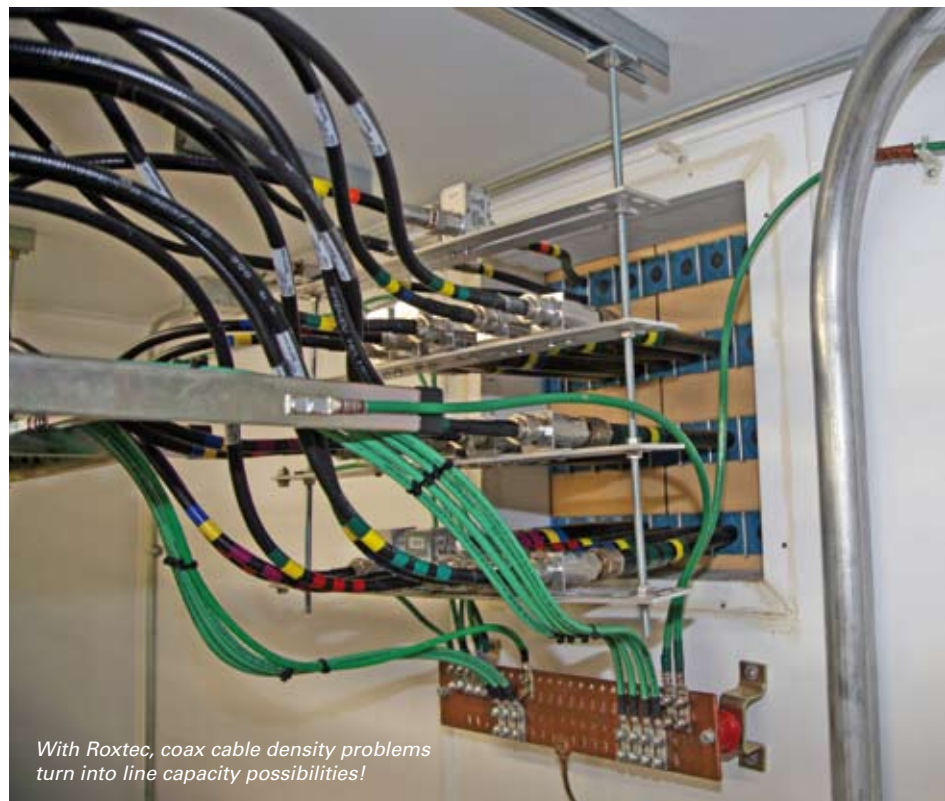
Connected while upgrading

Thousands of sites in the Chicago and Baltimore-Washington areas have been retrofitted. A lot of money has been saved thanks to the smooth upgrade process without need for disconnection. It is crucial to be able to make changes at telecom base stations while the system remains active. The thing is to plan for upcoming expansion projects now.

“All companies are beginning to look forward, even in this short-term business,” says Marc Steinbach. “They check time and price for every line item. But the cost for Roxtec seals is very small in relation to the effect and the possibility to add cables in the future.”



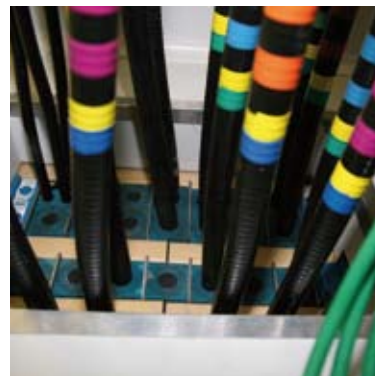
The long service life of the cable entry seals minimizes the need for costly maintenance.



With Roxtec, coax cable density problems turn into line capacity possibilities!

Facts

- Project type:** Wireless telecom base stations
- Customers:** Sprint Nextel (operator and designer)
FMHC (general contractor)
- Applications:** Cable entry seals in telecom equipment shelters
- Requirements:** Watertight
Protection against dust, dirt and rodents
Fire protection according to Sprint Nextel shelter specifications
- Roxtec products:** Roxtec Retrofit frames
Roxtec Wedges
Roxtec adaptable sealing modules
- Reasons for choosing Roxtec:** Multidiameter™ – adaptability to various cable sizes through sealing modules with removable layers
Retrofit around connected cables
Fast and cost-effective installation
Easy to open up for maintenance
Increased spare capacity
Local stock, service and support
- Roxtec telecom references:** AT&T/Cingular, Bharti, China Mobile, Delta, Eltek, Ericsson, Huawei, MTL, Nokia Siemens Networks, Orascom, Reliance, Telefónica, Verizon Wireless, Vodafone.



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