



INTRACOM
T E L E C O M

Technology Shaping the Future

Gigabit To The Home for Smart Societies in Greece

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Michalis Sidiropoulos, Technology Expert

Company profile: At a Glance



70%
international
activities



16
countries with
local presence



1,700+
employees
worldwide

A global telecommunication systems and solutions vendor with extensive know-how and a proven track record.



3
R&D
centers



8,700m²
production
facilities in the EU



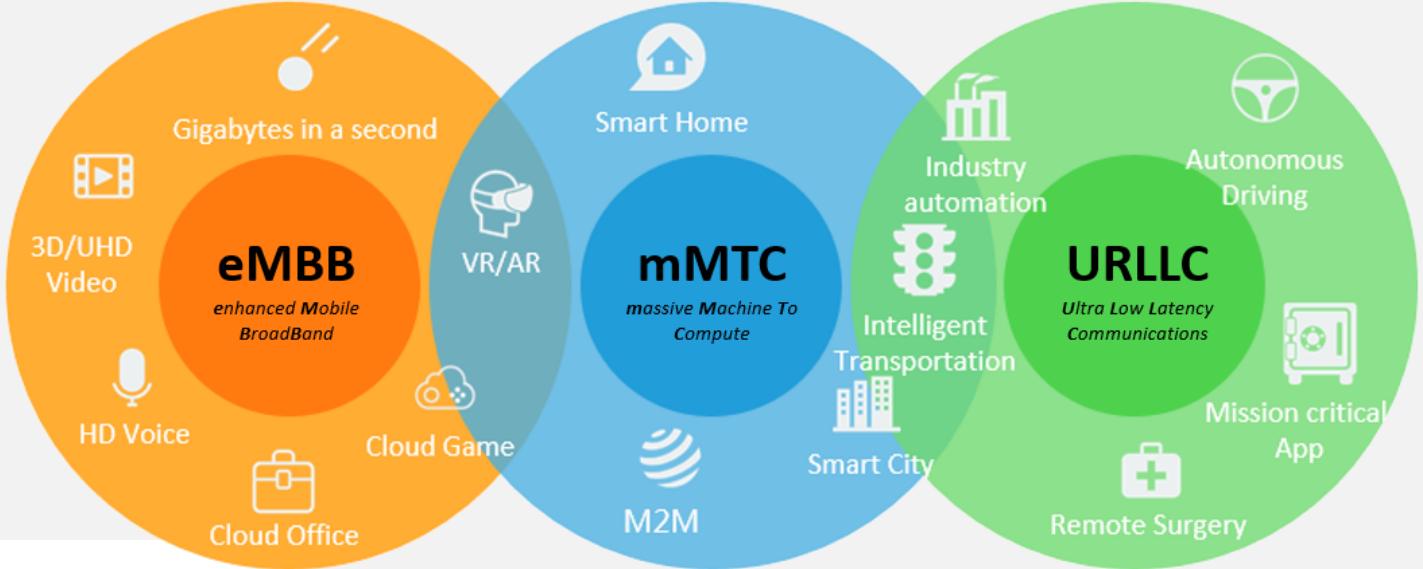
45
years of
experience

What drives Gigabit demand in the 5G era ?

TELEWORKING

- Seamless Video Call sessions
- HD video quality support
- Crystal Clear Voice calls
- Fast, Reliable & Secure VPN connections
- Committed throughputs
- Quality of Service

Dense networks



SME CUSTOMERS

- High throughput with committed rates
- Multiple QoS profiles for different applications
- High availability of installed network
- Secure VPN support
- Simple maintenance of infrastructure
- Support of Legacy PBX switches

High capacity

Source: European Commission.

EU Broadband Connectivity targets

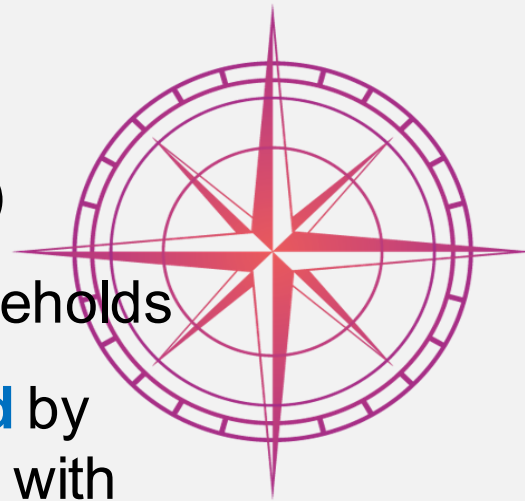
▶ Gigabit Society 2025 (*Sep16*)

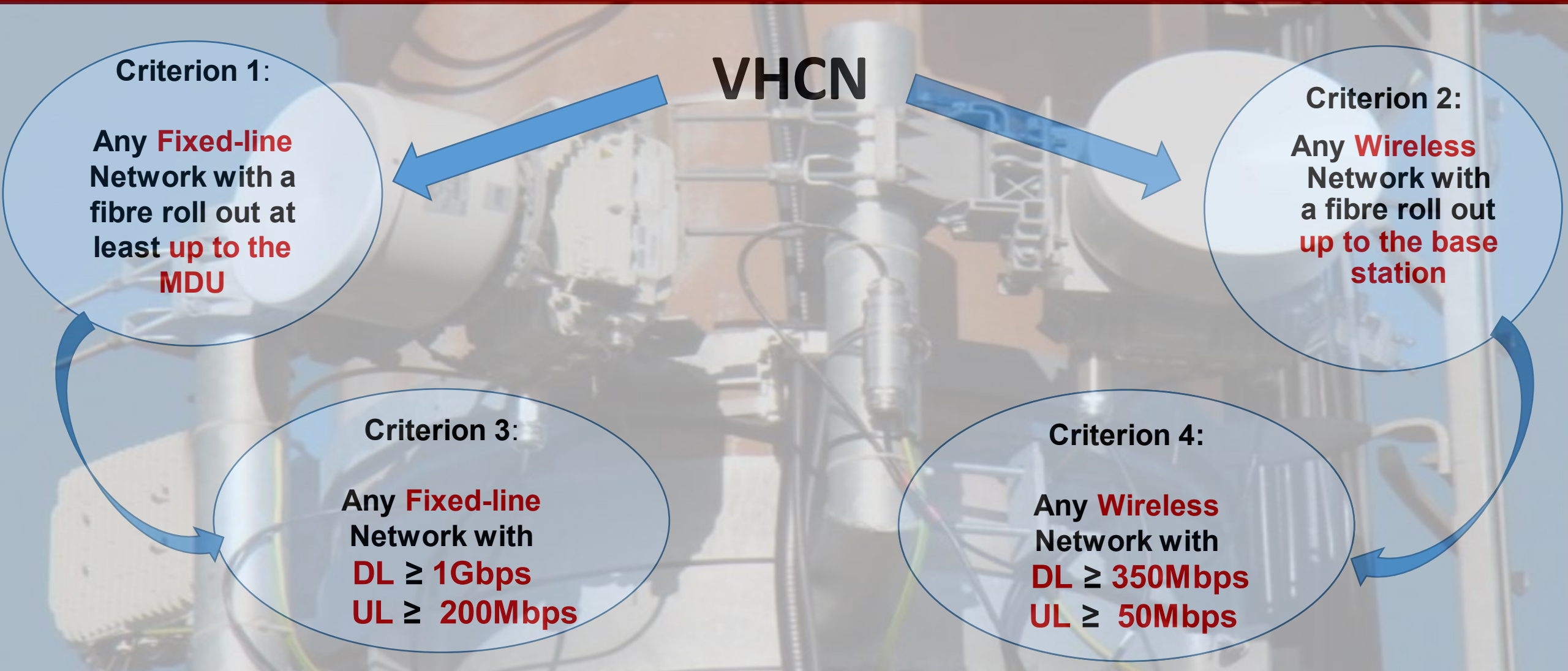
- **100Mbps** at least **DL** speed for all EU Households, upgradable to 1Gbps
- 1Gbps for all institutional entities



▶ Digital Compass 2030 (*Dec22*)

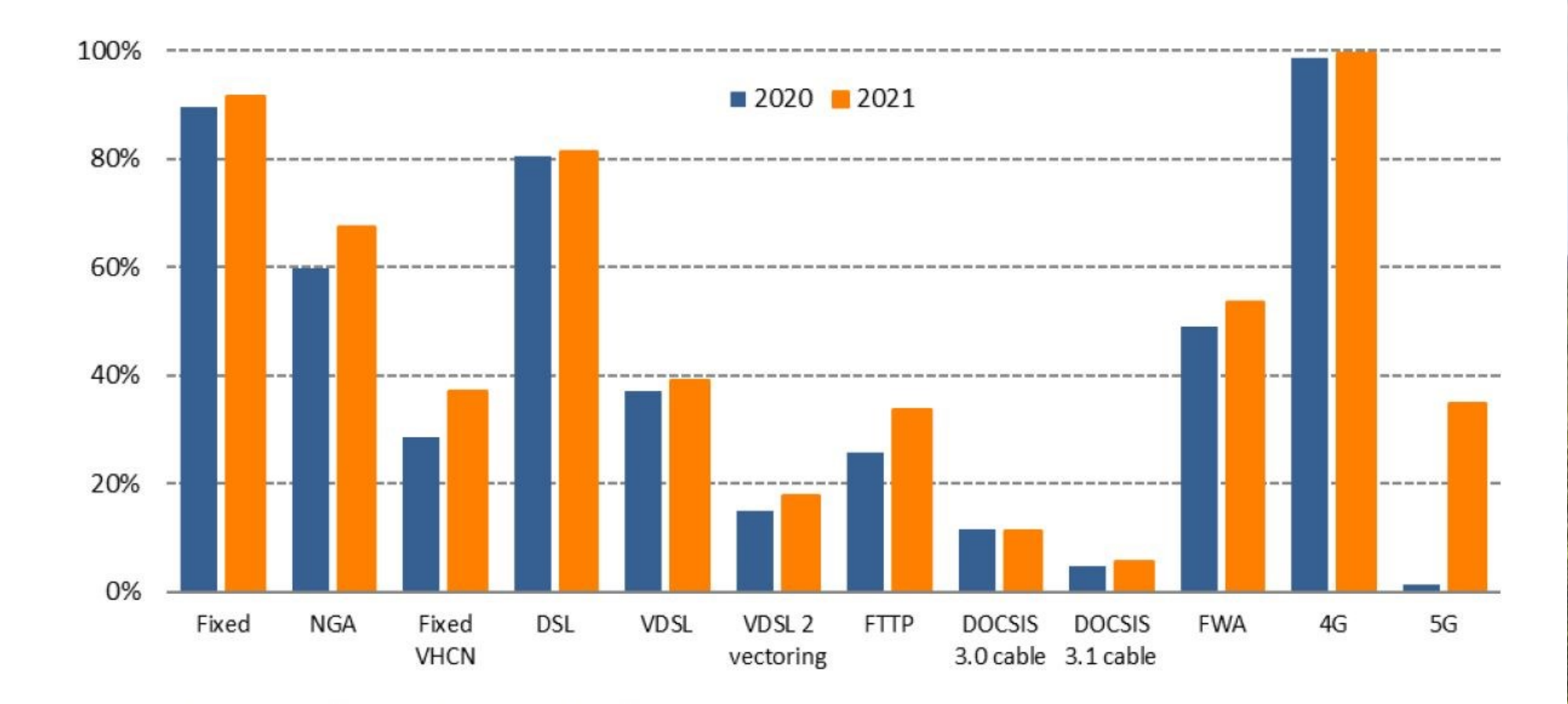
- **1Gbps** speed for all EU Households
- **All populated areas covered** by wireless high-speed networks with performance at least equivalent to that of **5G**





FWA Networks that meet **critterion 3**, may be considered **equivalent to fixed VHCN**

The challenge: EU Rural coverage – DESI 2022



Source: IHS Markit, Omdia and Point Topic, Broadband coverage in Europe studies

2022 DESI ranking of Greece – Connectivity-

2 Connectivity	Greece		EU
	rank	score	score
DESI 2022	22	49.6	59.9

	Greece			EU
	DESI 2020	DESI 2021	DESI 2022	DESI 2022
2a1 Overall fixed broadband take-up % households	76%	77%	82%	78%
2a2 At least 100 Mbps fixed broadband take-up % households	1%	3%	9%	41%
2a3 At least 1 Gbps take-up % households	<0.01%	<0.01%	<0.01%	7.58%
2b1 Fast broadband (NGA) coverage % households	81%	87%	92%	90%
2b2 Fixed Very High Capacity Network (VHCN) coverage % households	7%	10%	20%	70%
2b3 Fibre to the Premises (FTTP) coverage % households	7%	10%	20%	50%
2c1 5G spectrum Assigned spectrum as a % of total harmonised 5G spectrum	0%	99%	99%	56%
2c2 5G coverage⁴ % populated areas	NA	0%	66%	66%
2c3 Mobile broadband take-up % individuals	67%	67%	76%	87%
2d1 Broadband price index Score (0-100)	49	53	58	73

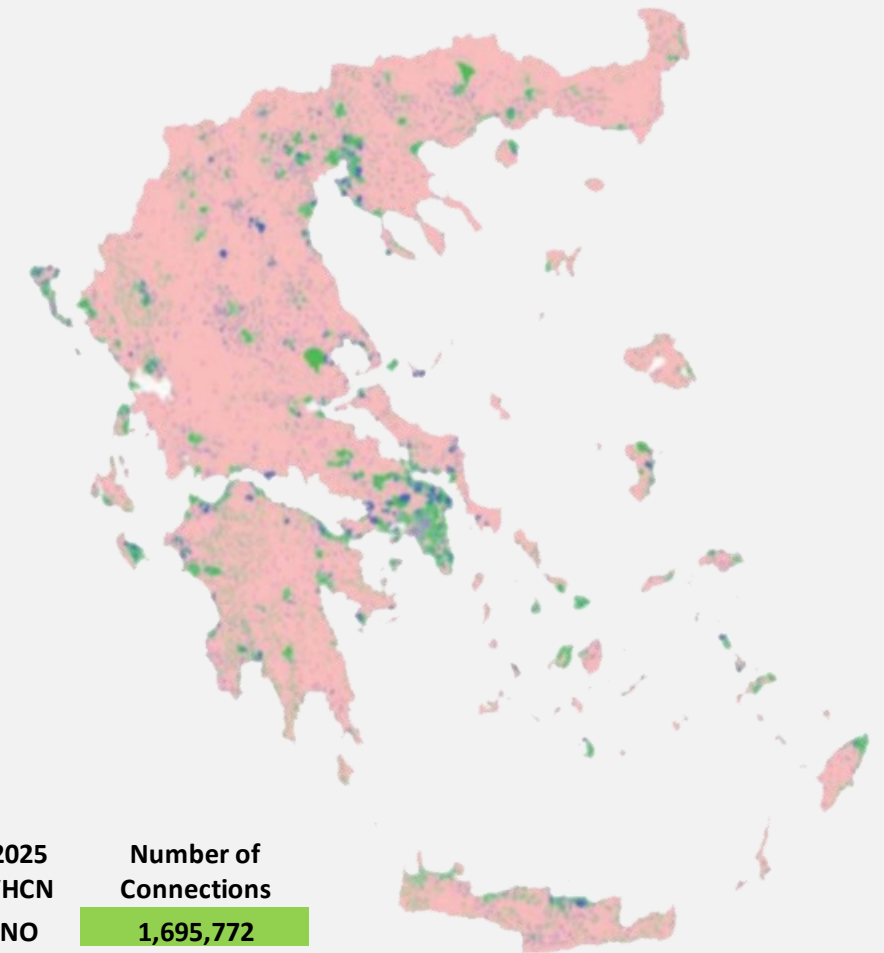
Technology neutrality for VHCN in EU

No technology neutrality for VHCN in GR

0% FTTP in rural

National Broadband Plan 2021-2027

- ▶ **UFBB (Ultra-Fast Broadband)** , White NGA areas
- ▶ **100Mbps DL** speeds upgradable to **1Gbps** (63% of areas)
 - **S/W upgrade**
- ▶ **100Mbps DL** speed (37% of areas)
 - (within a 26-year period upgradable to **1Gbps**)
- ▶ **UFBB II**
 - In areas **that won't be covered till 2025 with VHCN** (10.9%)
- ▶ **Fiber & Wireless, Hand in Hand Synergy** needed for the



2025 VHCN	Number of Connections
NO	1,695,772
YES	3,024,717
Total	4,720,489

**1 Gbps E2E EU
Objective**

FWA Gigabit Connectivity everywhere available...Now!



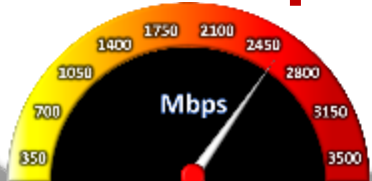
FDD

TDD

28 GHz
2x1 MIMO
Dual Base Station



112 MHz
2.6 Gbps



WiBAS^{G5}
dual-BS

24.25-29.50 GHz



100/112 MHz
1 Gbps

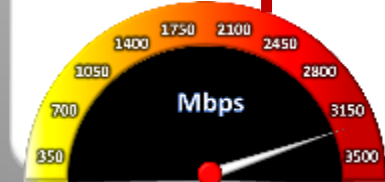


WiBAS^{G5}
GigaConnect

24.25-29.50 GHz
4x4 MU-MIMO
Beamforming



200 MHz
5 Gbps



WiBAS^{G5}
smart-BS

FWA Terminals in rural/suburban areas

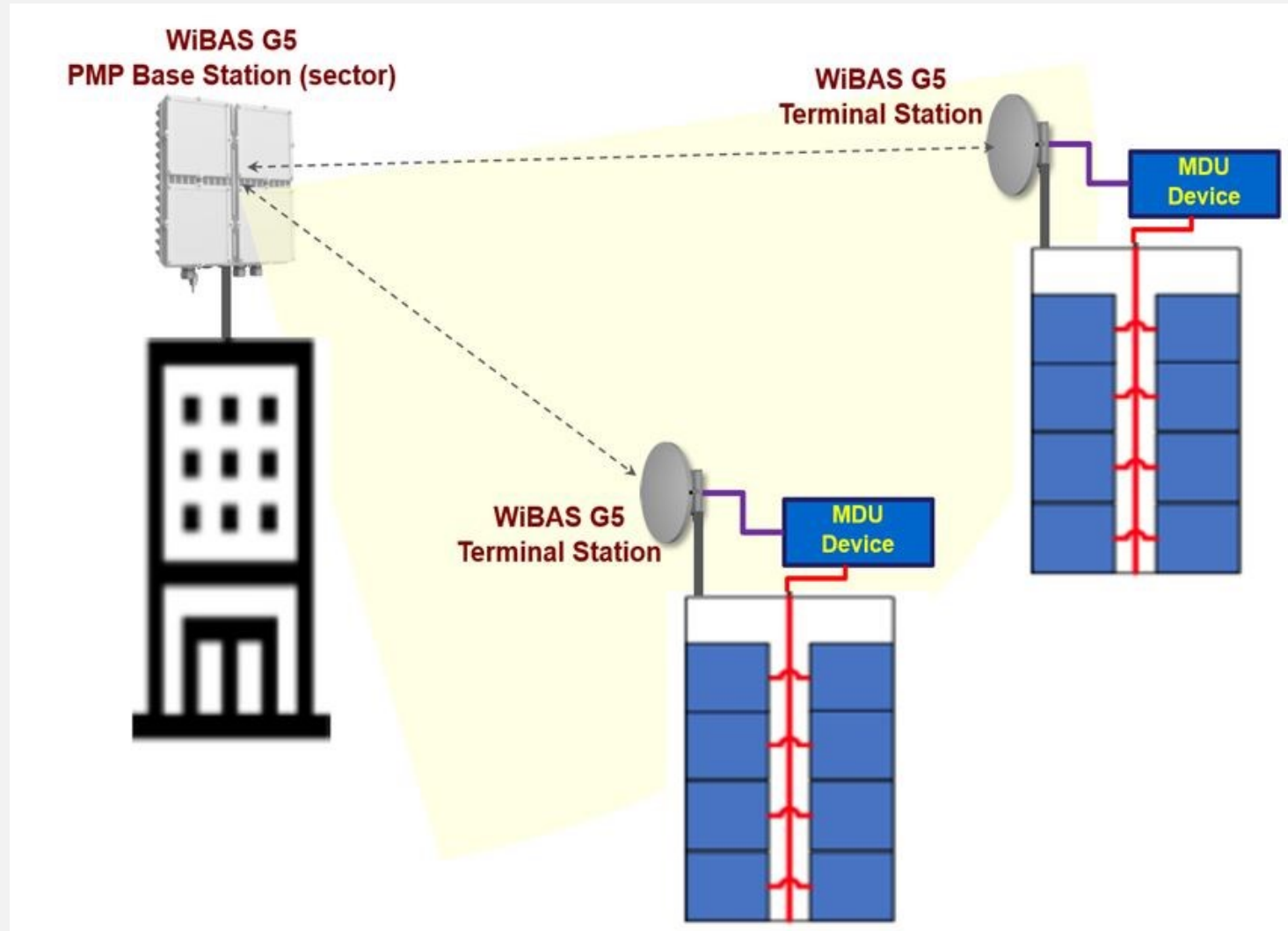


► Connect MTUs with VHCN **WiBAS G5** FWA

- Serve multiple End Users using **existing** Infrastructure (Wireline G.hn or WiFi AP)

► **Benefits**

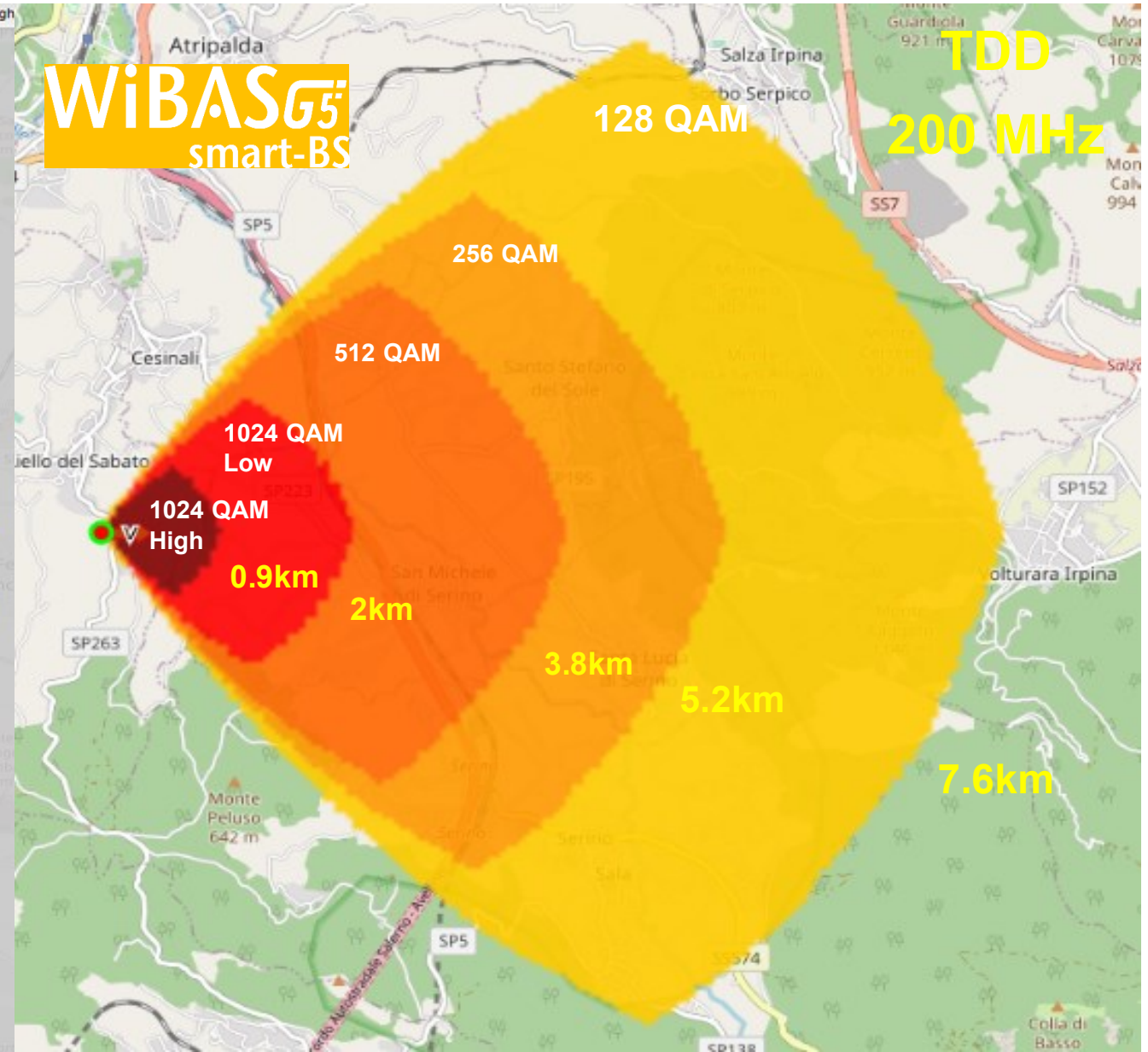
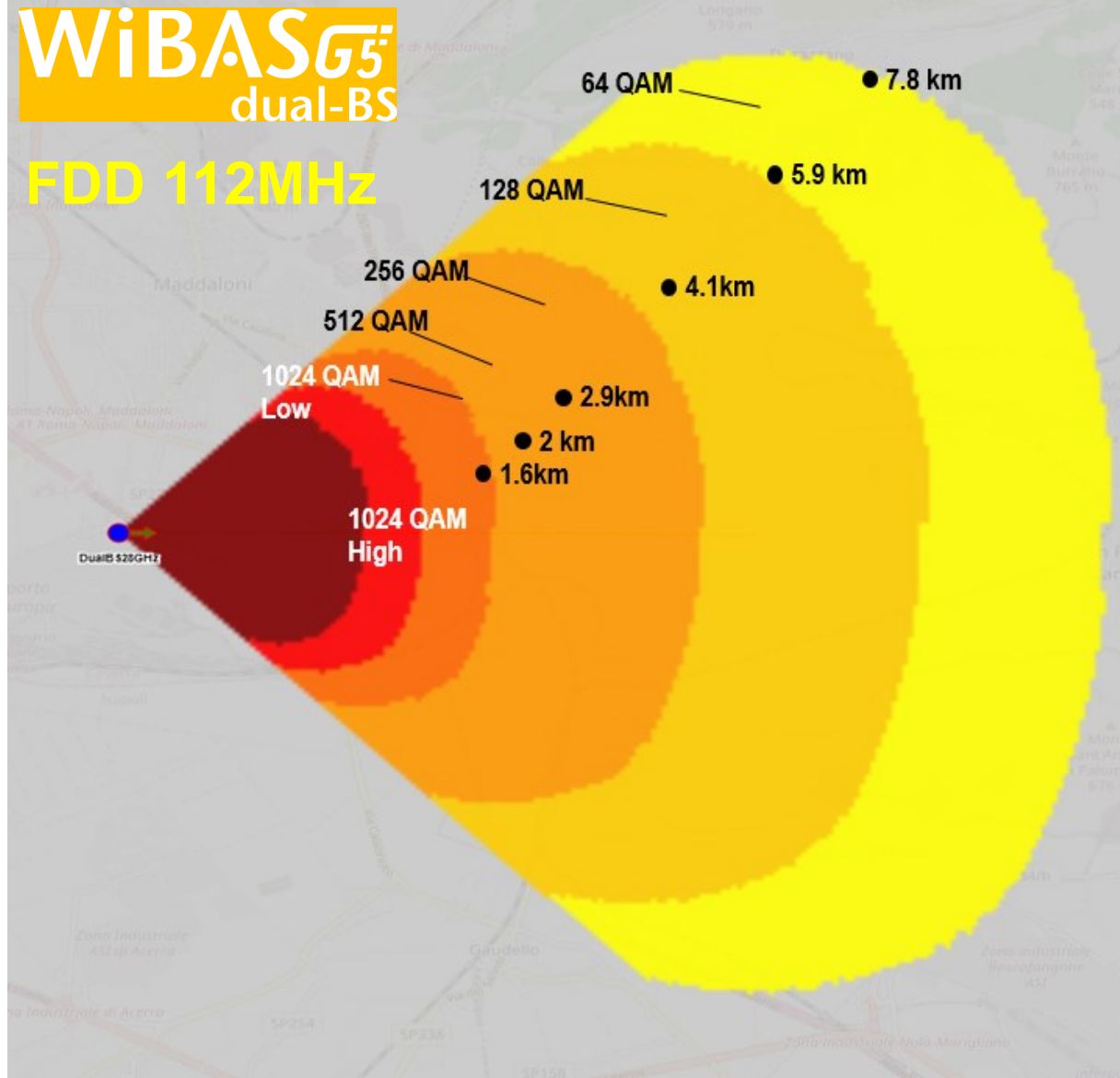
- Maximise network efficiency
- Minimise CAPEX per End User
- Ultra High Capacity services with QoS



FWA @ 28GHz, 1Gbps Service at 7.6Km



108 | Z: 1.0 | Clutter Type: - | Clutter Height: - | RSSI UL: -52.0 | PHY Mode: 128 QAM | Average Sector Through



*EOLO expands its Ultra Fast 1 Gbps FWA with **WiBAS^{G5}** dual-BS



Italy

THE LARGEST MMWAVE FWA NETWORK WORLDWIDE

WiBAS^{G5}



- ▶ Ultra Fast 1 Gbps FWA, fibre-like services ,with QoS, at 28GHz
- ▶ Massive network coverage, addressing rural, semi-rural & sub-urban
- ▶ Massive network of several 100s of terminals per Base Station
- ▶ 2K Terminals installed per week
- ▶ Massive nationwide network rollout

* https://www.intracom-telecom.com/en/news/press/press2023/2023_09_14.htm

EOLO @ a glance!

2016 @ 5GHz
30 Mbps

EOLO PORTA INTERNET ULTRAVELOCE ANCHE NELLA TUA PROVINCIA.

FINO A
30 MEGA A **29,90** € AL MESE
PER SEMPRE
E CON CHIAMATE ILLIMITATE.

eolo
Internet dove gli altri non arrivano.



2017 @ 28GHz
100 Mbps

EOLO Super FIBRA MISTA RADIO FR

Internet + chiamate

fino a **100 Mega**
da **29,90€**
al mese **per sempre**

EOLOrouter e installazione **INCLUSI**. Acquista ora!

2023 @ 28GHz
300 Mbps

EOLO plus All inclusive

The unlimited internet offer. Browse at top speed, watch movies, play online and work from home from multiple devices in complete safety.

- ✓ Ultra speed up to 300Mb/s download
- ✓ Streaming and gaming
- ✓ Work and study from home
- ✓ EOLOrouterEVO
- ✓ Unlimited national calls
- ✓ Public static IP (can be activated within 60 days)
- ✓ Antivirus and parental controls

Try EOLO for free: it will be love at first connection.

Free for i first 2 months,
then from **€34.90** /month*

[Check if you are](#)

Call us toll **-free** to subscribe
800.966.030

[Discover the offer](#)

*The offer price will be adjusted annually based on the FOI-ISTAT index



Italia 1 Giga

1 Gigabit/s download
200 Megabit/s upload

- 1 x Tender
- 8 regions across the country
- 3,881 municipalities
- 3.3mil households
- Rural & Semi-Rural areas
- 1000Mbps / 200Mbps (DL/UL) service



open fiber

WiBAS G5

>50 networks worldwide

Base Station Hubs

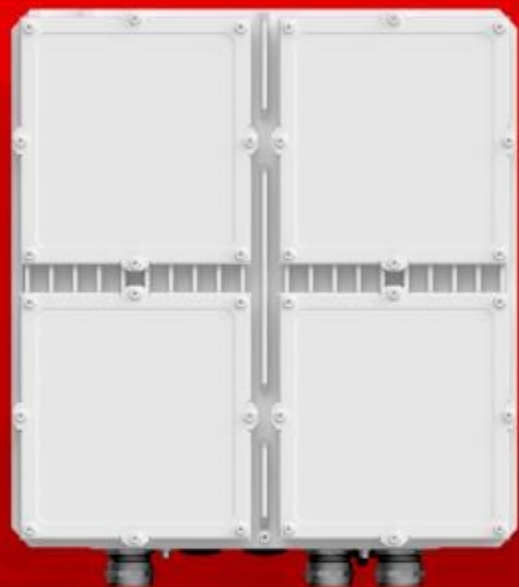
18,000

FWA Terminals

500,000

20 years expertise on FWA

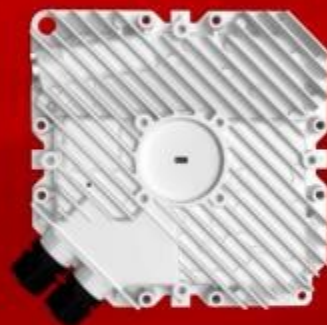
WiBAS^{G5}



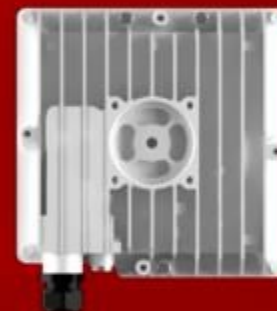
WiBAS™ G5 smart-BS
24.25-29.50 GHz



WiBAS™ G5 micro-BS
28 GHz



WiBAS™ G5 evo-BS
24.25-29.50 GHz



WiBAS™ G5 Connect+
24.25-29.50 GHz



WiBAS™ G5 dual-BS
28 GHz

Enabling Gigabit to the Home

thank
you



INTRACOM
TELECOM

