

## WELCOME TO THE THIRD ISSUE OF THE MIMOMAX QUARTERLY FOR 2015!

### New to the Team

In August, we had the pleasure of welcoming two new members to the MiMOMax team.



**Blair Hopkins joins us in the role of Business Development Manager. With a wealth of experience in the radio communications industry (over 20 years!) we know Blair will be an asset to our team and our customers alike. Blair's technical background has seen him travelling and working extensively around the world installing, commissioning and supporting radio systems. When Blair isn't**

### FEATURE ARTICLE : Fibre Brilliance & Burden - The Golden Egg with a Crack

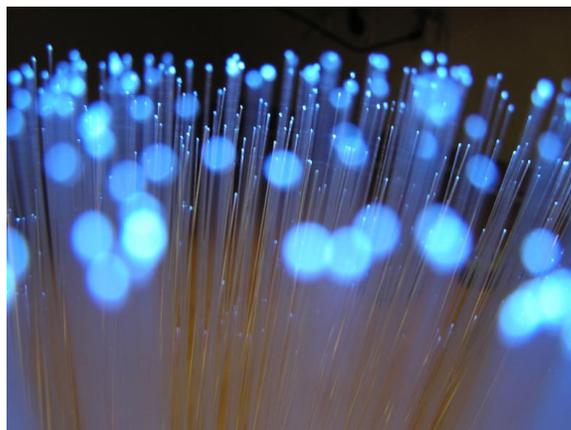
When your organization can justify the implementation of a Fibre network it opens up the opportunity for an exceptional amount of data to be transferred in a short space of time.

Whether it's to be sold on to your consumers, or to utilize in your own business operations, when a Fibre network is installed the opportunities to control SCADA applications, and exchange information become extremely efficient and plentiful.

Of course, Fibre isn't always a practical option - a remote outstation requiring a SCADA link is not viable to run a Fibre network to. A high use urban situation however, is perfect for getting value for money out of the expensive Fibre installation.

But, what happens when a Fibre connection breaks or goes down?

Whether it be a natural disaster or a careless road worker, a break in a Fibre line can disrupt a network and take valuable time to locate and repair. When your connections are mission or business critical they need to be secure, with a backhaul system that will allow you to keep the most important information flowing until your Fibre system is back up and running.



While a Fibre breakage may seem unlikely, we must prepare for all possible scenarios. Globally we have seen Fibre cables destroyed by earthquakes. When we look through the global fault lines and identify the exposure, particularly around the Pacific Rim, we realize that even the greatest technologies have their susceptibility to failure.

When reviewing a back-up option to Fibre, it's important to consider the circumstances under which the back-up might be required, as well as the cost/benefit of the solution implemented.

working and travelling

he can be found at home with his wife and two children in Christchurch, New Zealand where he enjoys golf and mountain biking.



Grant Thompson has been appointed in the highly regarded role of Customer Support Engineer, where he is responsible for pre and post sales technical support of the MiMOMax range of equipment. He is involved in customer training and improving the support systems so that our customers receive the most effective solutions faster.

Grant has a background in radio development, mechanical and electrical engineering fields with an extensive customer support focus. Based in

Christchurch, Grant is

A radio solution is perfect complement to a Fibre network, offering reliability and reach, if designed for your specific network needs. It also can work in conjunction with your remote outstations that weren't viable for a Fibre install if applicable.

When choosing a back-up system to Fibre you have a few key technology options to choose from: Microwave - will gain significant throughput at a significant infrastructure cost; questionable for a back up system. It will be susceptible to antenna movement that has potential to disconnect links in events with significant movement. Alternatively, solutions such as WiMax, and alternative SiSO and MiMO based technologies, such as MiMOMax, can provide cost effective backup options that provide reassurance to your business at significantly smaller infrastructure cost. MiMOMax in particular is able to withstand significant movement to Antennas and maintain links to keep your operations running.

If you'd like to discuss further around options for backing up your Fibre network please [contact us](#)

### On the World Stage - APCO

As usual the MiMOMax team has been out and about in the world. You may of seen us at APCO in Washington DC this month, where we co-exhibited with one of our key partners, Tait Communications.



**APCO 2015**  
August 16-19 | Washington, DC

MiMOMax is fortunate to have an excellent working relationship with Tait. MiMOMax linking solutions have been developed with radio

networks such as Tait's and various others across the industry in mind. We specialize in linking and have been able to establish a product that works well across various radio providers. We thank Tait for their support at APCO and in aiding our industry wide development.

We enjoyed meeting many of you at APCO and look forward to seeing you at future industry events.

Something we have noticed of late at events we attend, is the growing interest in the 700MHz spectrum market. We mentioned this in our last newsletter, and it's well worth a mention again. If you're getting on the 700MHz train and want some reassurance that there will be a linking solution that meets your needs, talk to us. We are looking forward to supporting these needs in the near future.

### Foilage -Friend or Foe?

Are you who we are looking for? MiMOMax is currently looking for a North American based partner who is looking for a linking solution to deploy within the next 12 months but is experiencing issues with linking through various densities of foliage.



Perhaps, you have an existing solution in place and it is not delivering what you need.

If you think this sounds like you please contact us via [ussales@mimomax.com](mailto:ussales@mimomax.com) or [cansales@mimomax.com](mailto:cansales@mimomax.com) to discuss more.

For all of the latest stories and photos please visit our [Website](#)

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Have any feedback for MiMOMax?

[CONTACT US](#)

Best Regards

**MiMOMax Team**



married with two young children. Outside of work, Grant enjoys jogging, a little cross training and is an avid motorcyclist. He spends a lot of time with his children encouraging them in their sports of swimming and gymnastics.

#### Upcoming Engagements

UTCC - Sept 22-25,  
Ottawa, Ontario,  
Canada

CommsConnect - Dec  
2-3, Melbourne,  
Australia

#### Recent Customers

Karera  
Mainpower  
Ponti  
Northern Power Grid  
Orion New Zealand  
Unison Networks  
Durham  
Communications  
Counties Power  
Hawkins  
Fire & Rescue New

South Wales  
Northern Rivers  
Tasmanian Rail

