



# Tajikistan Intercom

## Intercom, from the Silk Road Country, marching toward Transformation Road



New Business Model



NLOS for old residential areas



Higher traffic rate

L2

Customized Layer 2 Solutions

### INTERCOM

ОПЕРАТОР МЕЖДУНАРОДНОЙ, МЕЖДУГОРОДНОЙ И МЕСТНОЙ СВЯЗИ

Intercom is one of the largest internet services provider in Tajikistan, offering VoIP, fixed broadband, data transmission services. In Tajikistan, average bandwidth only reaches 2Mbps. And Internet service price is said to be the highest worldwide. Intercom has always insisted on providing the price-competitive package and delivering broadband at lower cost. Recent years, as wireless technology has been evolving and Wimax is gradually phased out, Intercom has been under the pressure of revenue decreasing. Faced with the challenge, Intercom marched on the Transformation Road.

### Pain points

#### Obstacles in old residential areas reduced signal gains

Intercom mainly deployed network in capital and other middle cities. In many residential areas, because of the complex building environment, the signal always got weaker as it penetrated the obstacles. The network coverage was not so good.

#### Network operation burden was heavy

In order to provide an Internet package with price advantage, Intercom has to seek for an easy operation solution. While the tradition network architecture demanded massive labor resource for configuration and operation.

#### Big risk existing in Data migration between new and legacy Authentication & Charging Systems

Intercom got used to the legacy Authentication & Charging System, and did not intend to build a new one. Besides, there will exist big risk of data leakage if building a new one.



Nova 2x10W

## Solution and Products

- Host EPC
- OMC
- eNodeB: Nova 2x10W
- CPE Indoor/Outdoor
- Layer 2 Solution

## Highlights:

### New Business Model

Middle Asia, since Han Dynasty, is one of Chinese important trading area, called "Silk Road". In the new age, Middle East has been marching to Digital Road and there will be potential for telecom to soar. In order to reduce Intercom initial financial burden and risk during the transformation evolving to LTE, Baicells adopted Revenue Share as an innovative business model to realize a win-win with Intercom.

### NLOS solution for old residential areas

Non-line of sight demand signal with the capability of pass around the obstacles, therefore, in complex residential areas, NLOS solution gives a better network coverage.



*Baicells Base Station in Dushanbe (capital of Tajikistan) residential area*

### Higher traffic rate

After deploying around 30 LTE base stations in Tajikistan capital, under 10MHz bandwidth, downlink traffic rate has been 2 times of average rate before and upload rate reached the maximum theoretical rate.

### Customized Layer 2 Solutions

Baicells' layer 2 solution is quite mature and can satisfy customer's different requirement. Intercom didn't build the new Authentication & Charging System considering data security and cost. With mature Layer 2 solution, Baicells help them to keep the legacy system and connect it to new LTE network.

## Future Growth

Intercom LTE subscribers have reached 500 users in two months; the number is still growing. New LTE network expansion from city to rural areas. LTE network in rural areas faces more and different challenges.