



**BLUE VALLEY**  
tele-communications

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1557 Pony Express Hwy. • Home, Kansas 66438

December 1, 2004

Norberto Esteves  
Chairman, Technical Standards  
Committee "A" (Telecommunications)  
1400 Independence Ave. SW  
RM 2866-S, STOP 1598  
Washington, DC 20250-1598

Dear Mr. Esteves,

We are happy to provide testimony of our experience deploying Airspan's 700 MHz wireless broadband equipment, the ASWipLL 700™. We understand this information will be used by the Rural Utility Service department of the USDA to evaluate the ASWipLL 700™ product and to verify it performs effectively and to specification. Overall we are pleased with the product's performance, plan on purchasing more and would recommend it to others with appropriate spectrum. Answers corresponding to the Rural Utility Service Field Trial Testimony questions follow.

In July '04 we deployed three ASWipLL 700 base stations for the purpose of providing broadband to the home at rates of three megabits per second. Allocating to provide such capacity mean our current deployment can handle approximately 64 Customer Premise Equipment units (CPE) per base station for a 192 CPE total capacity. In July '04 we deployed 15 trial CPEs and in Oct. '04 we deployed an additional 17 CPE's (as soon as Airspan could ship more CPEs) for a current total of 52 customers served. We purchased the product to provide high-speed broadband to customers that are not in our wired service territory.

The system has preformed as anticipated – we have had no major problems during installation, trial or when we went live. It appears the product has a good hardened radio and is capable of handling multipath issues well. We are pleased to have successfully transmitted over ten miles at rates of up to 512 kbps through some hilly terrain. We did experience a onetime brief three to four minute outage with one of our base stations. We resolved the problem by turning the base station off, waiting a few minutes, and turning it back on after which the problem was resolved and has been since.

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We have found Airspan to be responsive to our questions, but since we have had no major problems we really haven't had the opportunity to test them. Our guess is that they will be responsive when called upon. Our only regret is that the product is frequently backordered – they are having delivery problems, but that has no bearing on the product's field performance.

Given the opportunity I would recommend this product to a company with 700 MHz spectrum that didn't compete with Blue Valley Telecommunications. I am installing two more base stations to extend my coverage area with Airspan's ASWipLL 700 and could triple the number of CPEs.

If you have any questions or comments I can be reached by the means below.

Sincerely,



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