

A scenic view of a river in Dublin, Ireland, with a bridge in the foreground and city buildings in the background. The Benetel logo is overlaid on the image.

# Benetel<sup>TM</sup>

OpenRAN 5G Radio Units for  
Private and Public Networks

Adrian O'Connor - CEO

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# Our Story

**Benetel**<sup>TM</sup>

➤ 20 YEARS IN BUSINESS

➤ HQ IN DUBLIN, IRELAND

➤ INTERNATIONAL LOCATIONS

➤ SANTA CLARA, CA

➤ YOKOHAMA, JAPAN

➤ R&D CENTRE IN GDYNIA, POLAND

➤ 6M+ BENETEL DESIGNED RADIOS DEPLOYED  
AROUND THE WORLD.

➤ DEEP RADIO HERITAGE: SMALL CELL SOLUTION  
PROVIDER SINCE 2006

➤ 5G OPENRAN RADIO UNIT SOLUTION PROVIDER



**Benetel™**

## 5G RU SOLUTIONS

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Benetel's **O-RAN Radio Unit (O-RU)** product family is specifically targeted to address the infrastructure needs of the emerging disaggregated RAN for 5G networks.

# OpenRAN

- Significant Momentum in NPN (Non-Public Networks)
- Enabled by availability of “lightly or special” licensed spectrum in certain markets e.g. Germany, UK, France, Japan, USA
- Focus today is primarily on Proof of Concept Programs with several defined use cases to explore how 5G enables a particular market vertical
- Examples
  - UK – Smart Construction, Smart Traffic, Smart Factories, Rural Broadband
  - Germany – Significant number of Programs around Industry 4.0, Campus Networks



# Experiences

- Very limited availability of ORAN based Radios (Split 7.2x)
  - Significant interest across Europe in “Secure Supplied Radios”
- Large number of SKU combinations required to support Frequency Band / Power / Enclosure combinations needed
  - Critical Mass of Volume still to be achieved
- It is early days for OpenRAN
  - Deep Co-operation between multiple companies to deliver interoperability required
  - Mismatch of customer expectations (e.g. Wifi like ease of deployment) and cellular reality today

# Future : Radio Vendor Perspective

- Long-term availability of 3.8 – 4.0 GHz Spectrum in “Germany-like” licensing model is highly desirable across Europe
- Plugfests drive interoperability engagements and progress
- 5G is a market vertical play
  - Different industry market verticals have very different Radio requirements leading to significant niche market opportunities
- Increased European funding for innovative and capable SMEs is highly desirable and will lead to a more diverse and robust ecosystem



# Benetel™

## Thank you!

[www.benetel.com](http://www.benetel.com)



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