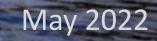
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OpenRAN 5G Radio Units for Private and Public Networks

Adrian O'Connor - CEO



Our Story

Benetel







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5G RU SOLUTIONS

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 "Germanylike" 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

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Thank you!

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