



**Aviat**  
NETWORKS

**CASE STUDY / TESTIMONIAL**

**EXCEPTIONAL RELIABILITY AND EASE  
OF DEPLOYMENT FOR WIRELESS  
COMMUNICATIONS IN BRUTAL  
ENVIRONMENTS**

# THE CHALLENGE

Dunne Communications provides mission-critical wireless telecommunications in Montana and surrounding states in the U.S. Equipment is subject to brutal environments from sub-zero temperatures at 7 – 10,000 feet up in the mountains to blistering heat and high winds. Sites are widely spread with up to 12 hours travel involved, so reliable operation is vital for keeping total cost of ownership down and client satisfaction up. Another important factor is speed and ease of deployment for urgent and critical service applications.

# THE SOLUTION

Aviat technology has more than met Dunne's requirements for resilience and simplicity in deployment – especially for public safety and private microwave networks. They've used Eclipse, IRU 600, CTR 8000, and WTM 4000 equipment to satisfy their customers' needs. Dunne are now a value-added reseller for Aviat, providing project design, installation, and maintenance support.

**“AVIAT EQUIPMENT IS HANDS-DOWN THE MOST RELIABLE AND EASY-TO-DEPLOY EQUIPMENT WE KNOW – BY FAR.”**

—Tom Dunne





**TOM DUNNE TELLS US SOME 'EXTREME' STORIES AND THINGS THAT STAND OUT ABOUT AVIAT...**

## **GO-TO MICROWAVE NETWORK INTEGRATORS**

"I have the greatest job in the greatest place! I've worked in this business for more than 35 years, inheriting it from my father who was a microwave engineer. Dunne Communications started in land mobile radio, and as the need for more microwave networks in Montana arose, we were a natural fit.

Our company covers everything from sales to installation and service. Over the years, we've dealt with a wide variety of equipment and thousands of radio hops. We do networks for cellular, public safety, state government, and wireless service providers, plus our own WISP service.

Aviat has proved to be a good choice for microwave links, serving us and our clients well."

# MAXIMUM RELIABILITY NEEDS MINIMAL SUPPORT

"We put Aviat equipment in, and it holds up, so we don't go back. This reliability is critical for us, as many sites are only accessible by 4-wheel drive or UTV in summer and snow cat in winter, with some helicopter-only.

I remember one radio/antenna installation surviving a chunk of ice the size of a small car hanging off it. When we saw it, we were amazed that it was still working.

Another outstanding incident was a fire that swept over a mountain and into a valley in just minutes. It melted antennas and cables, but the radios survived, however we sent a couple of them to Aviat for replacement just in case. They gave us their full urgent attention and replaced the gear right away."

## FAST DEPLOYMENT FOR CRITICAL PROJECTS

"I would say that Aviat equipment is definitely the easiest to configure in the field, being so well laid out with simple user-friendly interfaces. It can take just half an hour to set up the hardware, versus several hours for competitors' equipment."

A local military agency required urgent communications to one of their facilities for data, but fiber wasn't available in that area.

They needed a 500 Mbps or greater wireless solution, so we ordered some WTM 4100 equipment which was delivered the very next day from Aviat's stock holding. We purchased a license for 1 Gbps ACM 4096 QAM, did a quick configuration, and with some quick frequency coordination, we were good to go."

Now the client has a blazing fast, rock-solid link they can rely on for their mission-critical operation.



# THE HIGH PERFORMANCE CLIENTS NEED

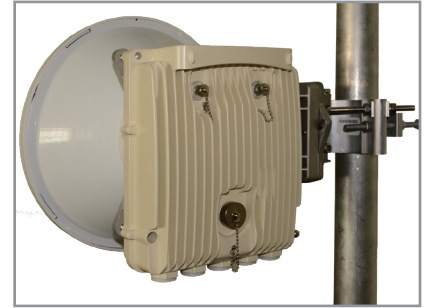
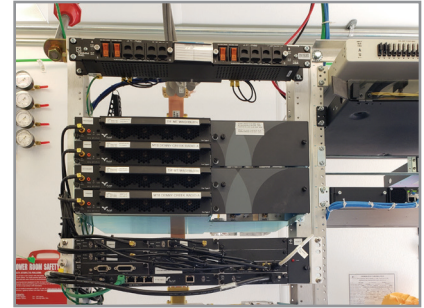
“The WTM radios provide a very compact high-capacity alternative to fiber, at well over 1 Gbps with Adaptive Dual Carrier and XPIC. WTM 4800 E-Band radios offer quick deployment with capabilities up to 10 Gbps and multi-band operation for added reliability. This is ideal for cellular networks, wireless service providers, and telcos.

We also deploy WTM equipment in our subsidiary WISP – RFWave. This involves internet connections to business and residential customers in some very remote areas, with many working from home. The WTM product gives us the reliability and scalability to stay ahead of ever-growing needs.”

## BEST-OF-THE-BEST PEOPLE

“Aviat people know their jobs well, and have delivered what we needed in all sorts of situations. We’ve worked with several of their project managers, and regard them as top caliber.

Their engineering people are well qualified and excellent at what they do. They offer great technical support we can rely on to deliver solid solutions to our customers.”





## STRONG ENDORSEMENT

“Anyone looking for ease of deployment and operations, product reliability, and good people behind it all should talk to Aviat.

They really stand out in the industry, and I’d have to say that their support has been second-to-none.

**I HIGHLY RECOMMEND THEM!”**

—Tom Dunne  
President-Owner



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