Aire.EC Leads the Wireless Internet Boom in Latin America

Ubiquiti Networks™ airMAX® and UniFi® products are quick to install and easy to configure.

airMAX and UniFi products provide high performance at a cost-effective price.

airMAX supports several frequency ranges, while UniFi supports a variety of Wi-Fi standards.

In Ecuador, Aire.EC is an authorized Ubiquiti reseller, who was among the pioneering Wireless Internet Service Providers (WISPs) in Latin America. Due to its extensive WISP experience, Aire.EC's immediately recognized the value of Ubiquiti's cost-effective, innovative solutions.

Aire.EC's customers include businesses, integrators, the government, the military, and several hundred WISPs. These WISPs have deployed over 150,000 Ubiquiti products, which have proven their durability in the extreme climates of Ecuador's eco-diverse regions: the harsh marine environment of the Galapagos Islands, the tropical coast, the snow-capped Andes, and the Amazon. Ubiquiti has made it financially feasible for these WISPs to deliver affordable, high-speed Internet service to remote towns and villages, which are sometimes more than 50 km from the closest fiber optics backbone network.

RocketM and RocketDish Antenna in the Amazon

THE IMPACT OF THE INTERNET

The Internet is becoming increasingly critical to the life and economy of Ecuador. In education, students are required to do homework online. In the private sector, companies communicate and routinely conduct business over the Internet. For the government, Internet access is becoming a required part of eGovernment transactions and is considered a key strategic area of economic development.

KEY PRODUCT ADVANTAGES

Over 80% of Aire.EC's product offerings is from Ubiquiti, mostly airMAX and UniFi. airMAX products support a variety of frequency ranges and include network backhaul, Customer Equipment Premises (CPE), and antenna solutions:

- Rocket™M
- RocketM Titanium
- NanoStation®M
- airMAX Sector Antennas
- NanoBridge®M
- airGrid®M
- airMAX RocketDish™

"Because Ubiquiti products are easy to deploy and offer excellent quality at a competitive price, new WISPs have a great opportunity to grow and deliver the Internet to remote areas."

Enrique Cachimuel, General Manager, Aire.EC

Connecting the RF cables from the RocketM to the RocketDish

Installing a NanoStationM

BENEFITS OF UNIFI

UniFi products are enterprise Wi-Fi systems that create and manage a wireless network for a group of users. They support a variety of Wi-Fi standards and can be used for indoor or outdoor installations. UniFi products are user-friendly and economical for university campuses, hotels, and shopping centers.

"Ubiquiti products are easy to use... people with minimal training can get them up and running quickly."

Bruce Schulte, Founder, Aire.EC

NOTABLE DEPLOYMENTS

iPlanet – iPlanet, a local WISP, is rapidly growing and serves the suburbs of Quito. 100% of iPlanet's network is based on Ubiquiti products, typically NanoStations for client installations and Rockets for multi-point links. iPlanet works closely with Aire.EC, which makes products readily available for installations.

"Thanks to the high throughput of Ubiquiti airMAX, we can compete against the big telecom companies in Quito."

Santiago Morocho, IT Manager, iPlanet

Universidad del Azuay – Aire.EC helped install a large-scale, Ubiquiti UniFi network at one of the top universities in Ecuador. UniFi delivers fast, reliable Wi-Fi to over 6,000 students.

FUTURE GROWTH

Aire.EC grew 30% in sales last year and expects further growth. It sees potential in Africa and has formed a sister company, Wayra Telecom Ltd., which is now a Ubiquiti master distributor for Africa. Based in Nairobi, Kenya, Wayra sells and deploys throughout the continent, and it is proud of its large-scale, UniFi enterprise Wi-Fi systems at universities in Kenya, Ghana, and Senegal.

"As key players in the current Ubiquiti-led wireless revolution in Latin America, we are uniquely positioned to take full advantage of this huge opportunity with Ubiquiti in Africa."

Bruce Schulte, CEO, Wayra

Preparing to install an airGridM

Visit Aire.EC at www.aire.ec

Visit Wayra Telecom at www.wayratel.com

For more deployment case studies, visit: www.ubnt.com/customers