

The Sky Road Towards Buddha World of Snowfield

—ZTE Deploys Information Highway for SNPL in
Nepal

“As a result after one month I can see significant improvement of ZTE performance and can say that our network under control. Good to hear and thanks to ZTE!! This year has been a great learning for all of us.”

—SNPL CEO



Spice Introduction

Spice Nepal Private Limited (SNPL) is the first private operator of mobile communication services in the GSM standard in Nepal. The services were commercially launched on September 17, 2005.

Since October 2008, Spice Nepal has been part of TeliaSonera, a leading European telecommunication company present in over 20 markets with more than 450 million inhabitants.

Up till 2009, the mobile services have reached 20% in Nepal. As the second largest operator in Nepal, SNPL is now faced with a lot of difficulties.

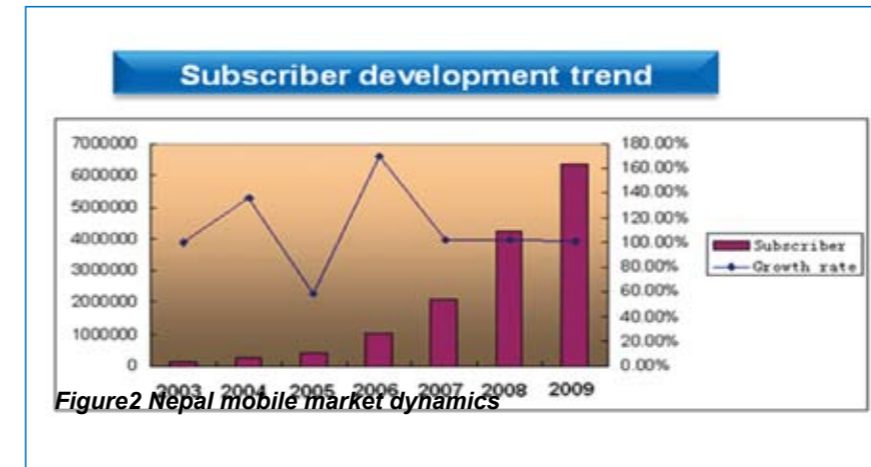
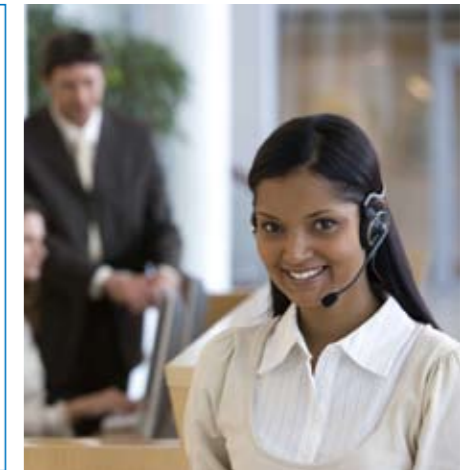


Figure2 Nepal mobile market dynamics



Project Challenges

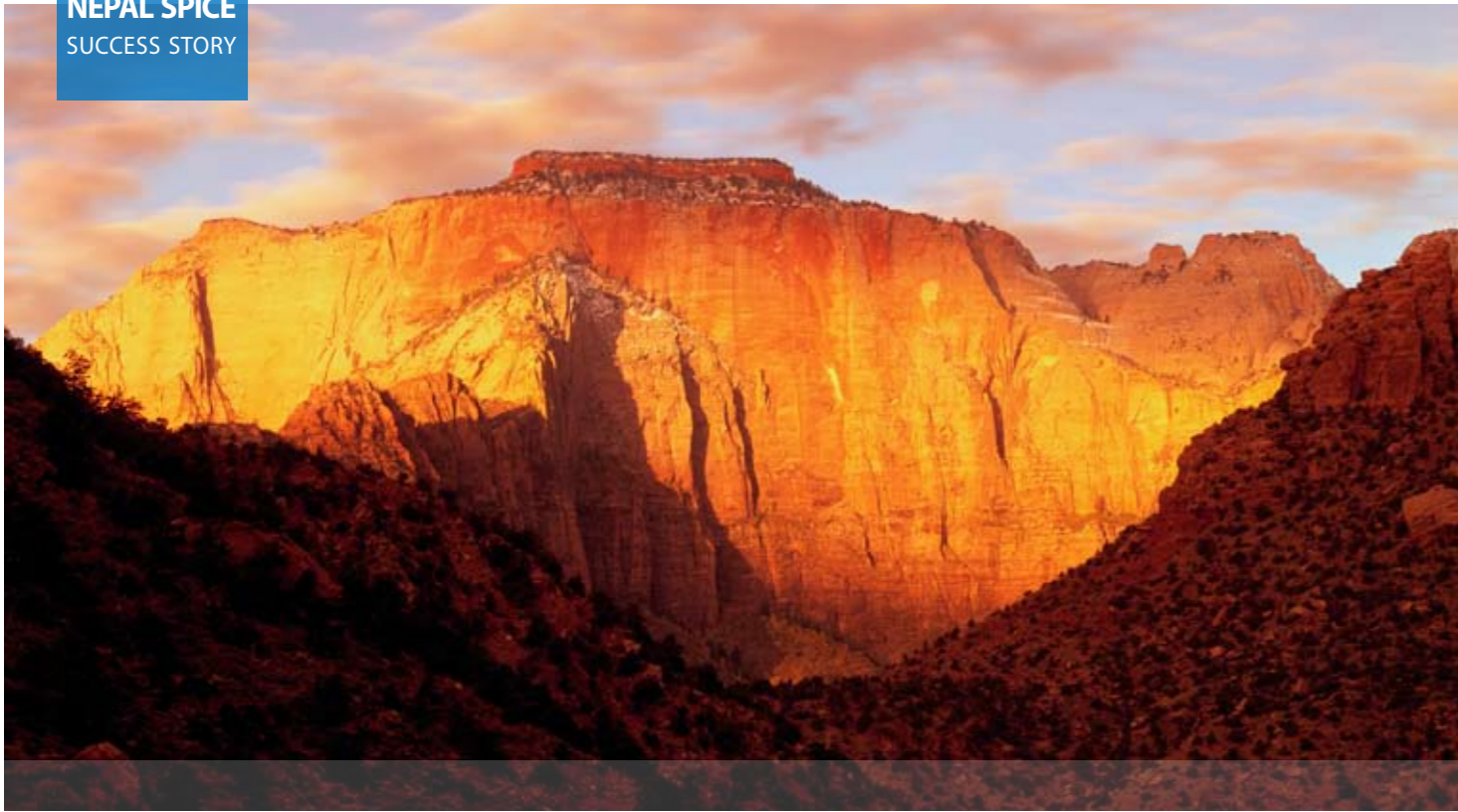
Transmission is the guarantee for the normal running of a network. As a private mobile operator and owing to the economical conditions in Nepal, SNPL has limited optical transmission resources, so the transmission between most stations has to be realized by microwaves. SNPL now is faced with two major challenges:

The fast growth in data services requires a 2G/3G co-location solution.

After years of development, SNPL has maintained a well-running 2G network and has started to develop its 3G services. Therefore, it requires a microwave solution that can meet the transmission requirements of both TDM and IP networks.

The complex landforms with high mountains requires highly stable and reliable network.

The Himalaya Mountains rise one upon another, forming the charming and magnificent sights of this Buddha world of snowfield; yet they also bring more and higher requirements for the planning and optimization of the network.



ZTE Microwave Solutions

To meet the special requirements of SNPL, ZTE provided a microwave solution upon our customer's requests to ensure the smooth expansion of the network.

Hybrid microwave solution

We provide the hybrid microwave solution that is TDM+IP to meet both 2G and 3G transmission requirements.

At present, the TDM network is running very well, and everything is all ready for the IP era.

Highly-efficient network planning, meeting customer's requirement

Through our highly efficient cooperation with our customer, we finally came up with a most cost-effective network



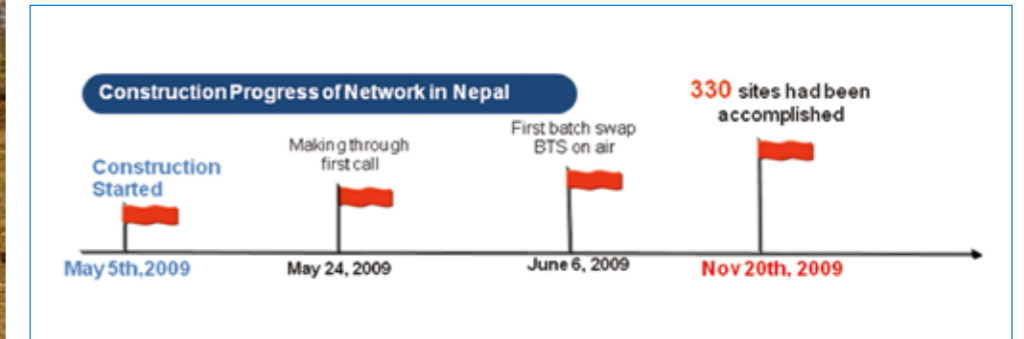
scheme which satisfies the topography and climate conditions of SNPL and is completely compatible with SNPL's existing microwave equipment.



Customer Benefits

The network coverage of SNPL is expanded rapidly.

Through close cooperation SNPL and ZTE teams, the network expansion of phase one was successfully completed. Till now, more than 700 hops of microwave have been set up for SNPL.



The occupancy of SNPL's services increases greatly.

Till Q3 of 2009, the occupancy of SNPL in Nepal wireless market has increased to 33% and the growth still continues. The network of SNPL has covered all areas of Nepal. Our solution has helped SNPL greatly reduce its operating costs of the whole network.

