

## SOTA Technologies - Ohio's Wireless ISP Leaders

Internet Service Provider



### CUSTOMER

SOTA Technologies, a computer and communications services and wireless ISP located in Coshocton, Ohio (a city of approximately 16,000 residents situated 125 km east of Columbus, Ohio)

### CHALLENGES

SOTA wanted to meet the demand for high-speed Internet access in the city's downtown business community and required an inexpensive solution for the last mile.

### SOLUTION

SOTA has set up a point-to-multipoint wireless network in central Coshocton to provide a variety of business customers with high-speed Internet access. The network's base station is at SOTA's office, which is located in one of Coshocton's tallest buildings. An omni-directional antenna on the four-storey building's roof links with 13 customer premises equipment units, which operate in the unlicensed ISM 2.4 GHz frequency band. Each subscriber location enjoys Internet access at speeds over 2 megabits per second.

For two of its customers, an insurance company and a flag manufacturing operation each with remote offices, SOTA used its

core high-speed Internet Offering to help develop Virtual Private Networks. Thanks to SOTA, each customer saved thousands of dollars, as they are able to connect with their remote offices without having to lease expensive telephone company circuits.

SOTA's high-speed Internet access customer base also includes a hospital, a fabric finishing company and a hand-woven basket enterprise, which does about thirty percent of its business on the web.

SOTA plans to augment its high-speed Internet access service with a local telephone service offering, using voice over IP technology (VoIP). SOTA already sells Ethernet telephone equipment and has successfully tested and deployed VoIP applications over its wireless network.

"We're really pleased with the performance of Wi-LAN\* product in VoIP applications. The Wi-LAN\* product dealt with VoIP-related latency issue better than any other wireless products we tested."

**Bart Winegar,**  
*CVP Technology,*  
*SOTA Technologies*

*\*In 2006, EION acquired the Ultima 3 Product Line from Wi-LAN*

In its VoIP applications, SOTA uses a 3COM NBX100 Ethernet phone system connected to a 3COM SS switch, which in turn links the EION advanced wireless Ethernet bridge. To achieve low latency, SOTA prioritizes voice packets by creating VLANs on its switches.

The EION advanced wireless Ethernet bridge performance in VoIP applications was a key reason SOTA opted for EION product over competitive offerings. A simple and easy-to-use interface, SNMP management capabilities and a handy test signal strength options are other reasons why SOTA prefers EION products.