ZTE Helps Zapp Launch HSPA in Romania

> " Zapp is well advanced in its preparations for the 2.1GHz network launch and the signing of this contract will start immediately the deployment of the network. The first services of this type from Zapp will be launched in Romania, in 19 major cities, by the end of June in 2008, although the target is to have them available before this date.
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> —— Journalist report

Zapp is the leading CDMA operator in Romania, providing mobile and fixed broadband data service, mobile voice services, as well as VoIP.

To elevate the data service level and protect the current investment as much as possible, Zapp selected ZTE as the strategic partner to launch HSPA service in the newly acquired 2.1GHz spectrum, overlaying the existing CDMA 450M network and covering the main 124 towns.

Distributed Base Station Solution Helping Reduce TCO and Speed up the Deployment

In the newly built HSPA network, ZTE offered the distributed products. The Base Band Unit (ZXWR BBUB) can be easily integrated into the existing cabinet without extra space requirements. The Remote Radio Unit (ZXWR R8840) can be directly installed on the towers or the poles close to the antennae to reduce the feeder loss and improve the network coverage. With the Distributed Base Station Solution, 30% of the CAPEX for the network construction is saved and the network deploying time is shortened by 30%.

IP-based Transmission Solution Making the Network Cost-Effective

The network is designed with IP transmission, since HSPA service demands highly for bandwidth and it is expensive to rent traditional TDM transmission. Thus 80% of the rent cost was saved.

Experience Accumulated for Better Understanding and Deeper Cooperation

Besides the tailored HSPA network design for ZAPP, ZTE is also one of the major CDMA suppliers in the world. The rich experiences acquired in CDMA network construction helps ZTE understand ZAPP's current situation much better, and finally benefits the fast combination of CDMA and HSPA network.

Case Summary

Customer Requirements

- HSPA network overlaying current CDMA network
- TCO reduced

ZTE Solutions

- Distributed base station solution to realize TCO reduction and fast rollout
- IP-based transmission solution, driving down the total cost.
- Co-site with CDMA, HSPA overlay solution, reducing infrastructure investment

Customer Value

- High performance HSPA service, providing maximum 14.4Mbps HSDPA service and 2Mbps HSUPA service
- Current investment protected by reusing existing infrastructure
- TCO reduced

Milestones

- On Dec 21, 2007, contract was signed
- On June 1, 2008, the first batch of sites was deployed
- By the end of 2008, the second batch of sites had been deployed
- In 2009, the third batch of sites is deployed.