



Introducing a Reference “Outdoor Wireless IP Base Station” for the Cisco 3200

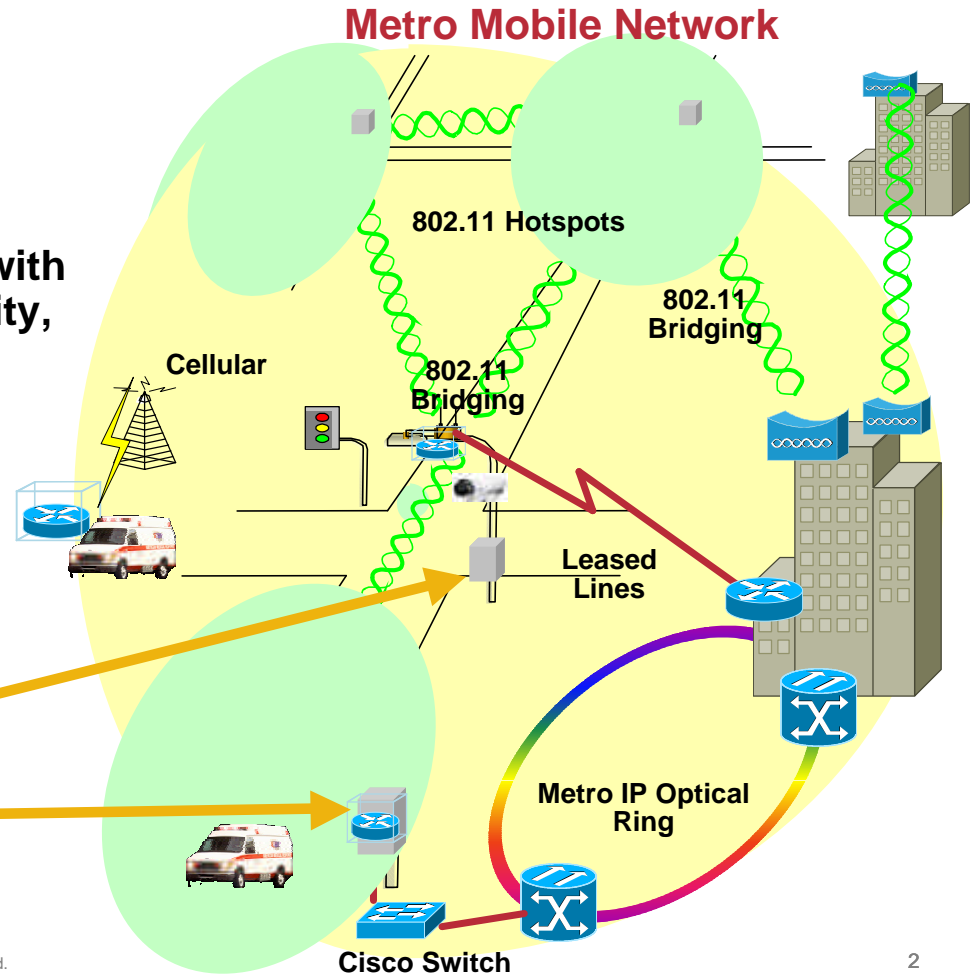
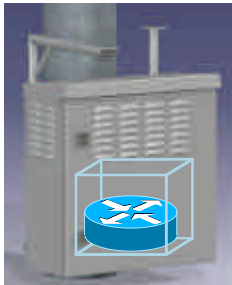
Targeted at “Metro Mobile Networking”

September 30, 2004

What is a Wireless IP Base Station Used For?

Cisco.com

- Cisco 3200 used as a Wireless Outdoor Router in Metro Mobile Networks
- Combines Broadband Wireless Bridging and Access Coverage with Layer 3 functionality for scalability, redundancy and security
- Unique requirements for ruggedization and flexibility in enclosure, components, mounting, power



Key Features of the Reference “Outdoor Wireless IP Base Station”

Cisco.com

Outdoor Environmental Protection

- NEMA 4/IP 66
- Thermal standard for Telecommunications: GR-487 R3-187
- Internal Ambient: -40 F to +185 F

Compact self-contained design

- Max 9 PC104+ Cards
- AC/DC Power Supply (85-264 VAC)

Robust thermal design

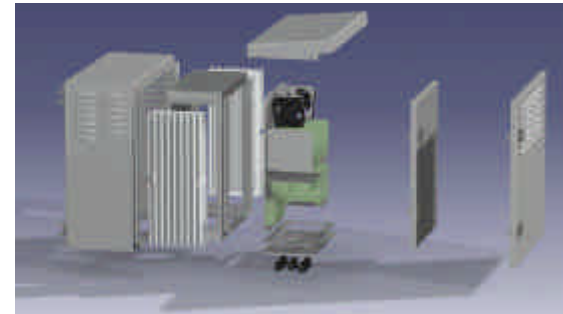
- Remote temperature alarm
- Dual fans (2nd fan redundant)

Optional

- DC Injectors for RF amplification
- Surge protectors for RF, Ethernet and Serial

Flexibility to customize

- Customization services thru ICI & Rittal
- 3rd party components (modems, camera's)
- Enclosure Options (color, size)

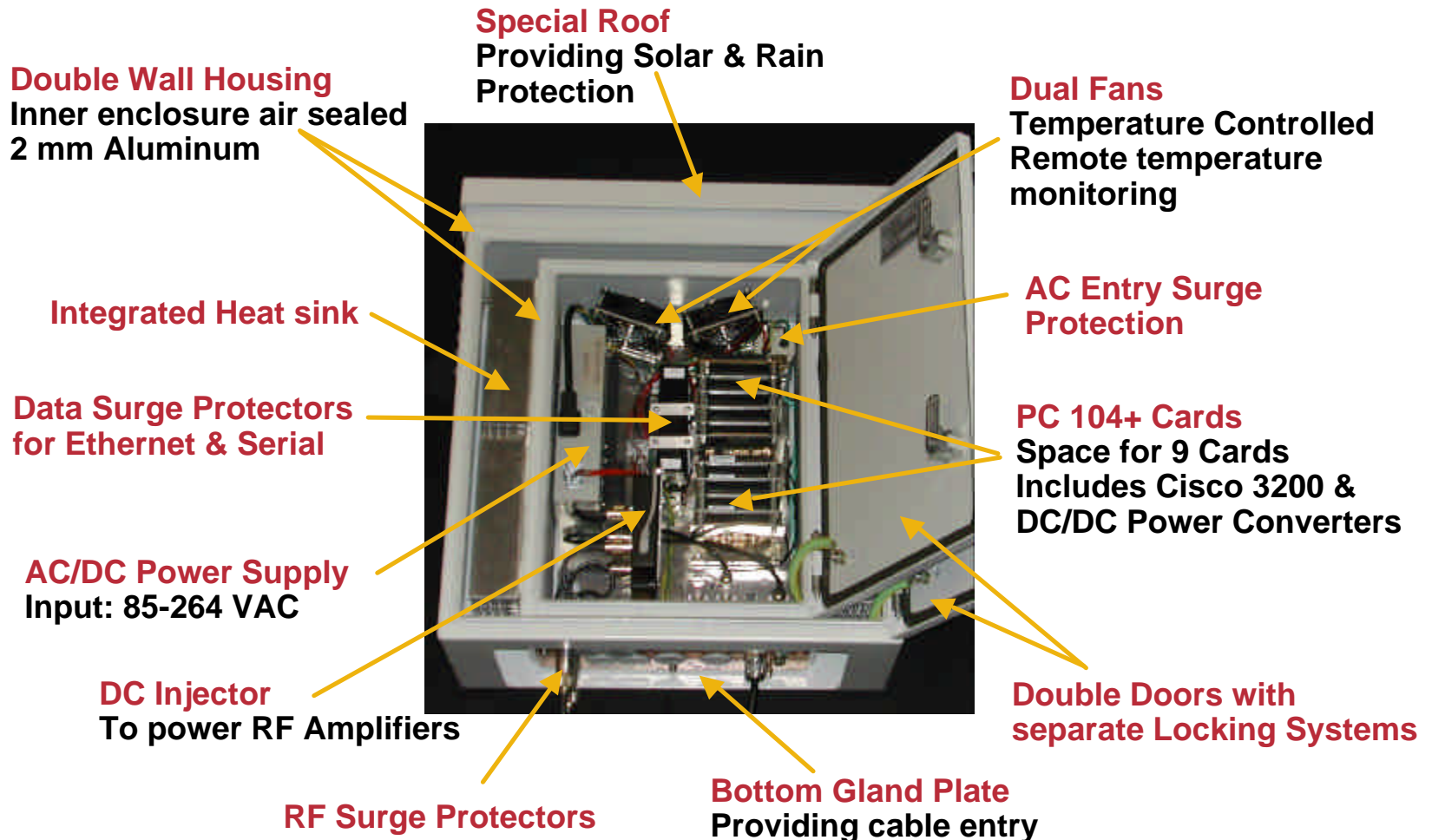


Housing

- Rittal AE Double Walls
- Mounting: Pole or Pad
- WxHxD (mm): 455x490x220
- WxHxD: 17.91"x19.29x8.66"

Reference “Outdoor Wireless IP Base Station” Hardware

Cisco.com



Cisco 3200 Wireless IP Base Station

Cisco.com



Cisco 3200 Wireless IP Base Station

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Reference “Outdoor Wireless IP Base Station” *Ordering Options*

Cisco.com

1)



Complete & Assembled **IP Wireless Base station** with Cisco 3200 and 3rd party PC104+ components. Order from ICI.

2)



Fully assembled **Chassis** for IP Wireless Base station, excl. PC104+ components. Order from ICI

3)



Component kit of everything required to assemble Chassis for IP Wireless Base station, excl. PC104+ components. Order from ICI



**Pricing is based on volume & options
(\$1,500 - \$2,500 street price range excludes PC104+ cards)**

Outdoor Wireless IP Base Station

Ordering Options 1 & 2 (not including PC-104+ cards)

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	1-25 Units	26-500 Units	501-1000 Units
Base Unit	\$1,925	TBA	\$1,531
Option Pkg A1	\$ 91	TBA	\$ 47
Option Pkg A2	\$ 467	TBA	\$ 376
Option Pkg B	\$ 244	TBA	\$ 177

For 1000+ unit order contact ICI Networks

Base Unit	2 RF + 1 Data Surge protectors
Option Pkg A1	2 RF + 2 Data Surge protectors
Option Pkg A2	4 RF + 2 Data Surge protectors + 2 DC Injectors
Option Pkg B	1 GPS + 1 CDMA Surge protector

Sales Process for Wireless IP Base Station with the Cisco 3200 Series

Cisco.com

- Engage Cisco 3200 Team contacts in the opportunity
- Determine customer requirements (hardware requirements (amplifiers, surge protectors, lighting arrestors etc., mounting assets (poles or buildings)).
- Hardware partners can build solutions based standard design or custom requirements
- Assembled units can be purchased from hardware partner, ICI Networks

Contact Information for Outdoor Wireless IP Base Station

Cisco.com

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ICI Networks

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CISCO SYSTEMS

