

Cambium Networks and S&C Electric Join Forces to Improve Smart Grid Communications Infrastructure

Cambium Networks and S&C Electric Company announced a partnership that will strengthen the S&C portfolio of solutions delivered to their electric utility customers, and extend market reach for Cambium into the electric utility sector.

Cambium Networks' point-to-point (PTP) and point-to-multipoint (PMP) wireless broadband radio platforms further expand S&C's existing portfolio which includes their industry leading IntelliCom™ WAN Mesh Radio and SpeedNet™ Radio offerings, providing utility customers with all the tools necessary for optimal grid communications network design.

"The requirements of the many applications found on the grid, such as distribution automation, CVR/VVAR and AMI backhaul as a few examples, vary tremendously in terms of their requirements of data speed, latency and priority of service. Accordingly, no single communication device provides both a cost-effective price point that also meets performance characteristics needed to address each network segment," says Ken Monro, S&C Vice President—Communication Systems.

"As a consultative integrator of communication systems specific to the needs of electric utilities, our job is to identify and integrate the best platform within each class of products and, without question, Cambium's line of licensed and licensed-free point-to-point technology outshines the rest of the industry. We are pleased to be their primary partner for the electric utility sector," says Monro.

"We are committed to providing real, near-term benefits for utilities by providing data connectivity to grid operations and developing solutions that can be leveraged to add new capabilities as they are deployed," said Gregg Kalman, Vice President North American Sales and Worldwide Channel Strategy, Cambium Networks. "Through our partnership with S&C Electric Company, we are significantly improving our access to a very important industrial sector with a company that utilities trust."

Cambium Networks and S&C will showcase their technology this week at the UTC Telecom 2012 conference in Orlando, May 20 to 23, 2012, at the Cambium booth (#439) and the S&C booth (#801).

For more information, visit: www.cambiumnetworks.com [1].

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[1] <http://www.cambiumnetworks.com>