

**lenovo** FOR THOSE WHO DO. CHANGING TECHNOLOGY. ARE YOUR CUSTOMERS READY? Experience Full ThinkPad Power and Innovation You Can Touch. Windows 8 Pro

Windows XP EOS | ThinkPad Touch | Touch Benefits | Tablet Wars < EXPAND



Like Share Tweet Follow @CRN 15.2K followers 0

# Nortel, Alvarion Ink WiMAX Deal

By Andrew R Hickey

June 11, 2008 2:57 PM ET

Nortel Networks Wednesday unveiled a joint agreement with Alvarion to create an end-to-end [WiMAX](#) solution.

According to Nortel, the joint mobile WiMAX solution is expected to combine technologies from both Nortel and Alvarion to allow operators globally--along with service providers and others in the wireless market--to deliver high-speed [wireless broadband](#) for applications like VoIP, streaming music and high-definition video.

The solution will integrate Alvarion's radio access network technology, used in more than 200 commercial WiMAX deployments, with Nortel's core [networking](#) solutions, backhaul solutions and applications like its carrier [VoIP](#) offerings. The pair will also integrate Nortel Global Services for WiMAX.

The WiMAX offering enables operators to offer high-speed wireless Internet spanning large areas, including areas not served or underserved by broadband, according to a Nortel statement. The solution will also offer operators the speed and capacity to meet the increasing demand for mobile broadband.

"Wireless broadband is one of the fastest-growing opportunities in the telecommunications market," Richard Lowe, president of Nortel's carrier networks, said in the statement. "Early movers in this market are looking for a high-quality, turnkey WiMAX solution that delivers vast coverage in a cost-effective way and meets the growing demand for mobile broadband that can support new services like streaming video and mobile TV."

handle changing coverage and capacity.

Alvarion President and CEO Tzvika Friedman agreed, adding that the joint solution coupling Nortel's core networking technology, applications and services with Alvarion's WiMAX radio access networking tools is a response to the growing demand for WiMAX.

"The [platform](#) offers WiMAX solutions for multiple frequency bands, thus leveraging economies of scale from global deployments, expected to result in a lower cost of ownership for the customers," Friedman said in a statement.

The joint agreement also lets Nortel, Toronto, resell Alvarion's WiMAX access products.

The companies are working together to ensure the solutions interoperate, with Tel Aviv-based Alvarion focusing on device-to-

### RECENT ARTICLES



#### The 10 Biggest Networking Stories Of 2013

The networking industry in 2013 was marked by a number key acquisitions and major SDN product launches. Here's a look back at the 10 biggest networking stories of the year.



#### The 10 Biggest Telco Stories Of 2013

The telecom industry was bustling with M&As, cloud offensives and channel gains in 2013. Here's a look back at the 10 biggest telco stories of the year.



#### Cisco Financial Analyst Day: 9 Tough Questions For CEO Chambers And Team

Cisco fielded some tough questions from analysts and investors at its annual financial analyst day. Here's a look at what CEO John Chambers and his team had to say.

[More Slide Shows](#)

### ADVERTISEMENT

lenovo FOR THOSE WHO DO. Windows 8 Pro. LEVONIA? HELPS YOU PROFIT FROM WINDOWS® XP END OF SUPPORT. [LEARN MORE](#)

## How do you target data that isn't there?

Rollover to Learn More



## No PC is Ever Too Fast

Easy Hard Impossible

### RELATED VIDEOS



[Channel Beat: Dell Overhauls Channel Program](#)

network interoperability testing and Nortel concentrating on the end-to-end network integration with the IP core and applications. During the term of the agreement, which was not released, Alvarion will be Nortel's exclusive supplier of WiMAX IEEE 802.16(e) 2X2/2X4 macro base stations and both companies have signed on to designate account leads for their go-to-market strategy.

RELATED: [VIDEOS](#) | [SLIDE SHOWS](#) | [COMMENTS](#)

[SHARE THIS ARTICLE](#)

[More Networking](#)



Comments by Voxifile



[Best Companies To Partner With: Top 10 Technologies](#)



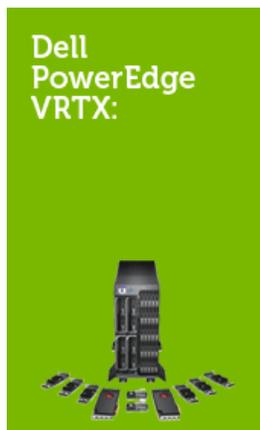
[Channel Chief Roundtable: Security Is A Must](#)



[Netformx Launches Data Center Design Effort](#)



Content Community  
Our Related Vendor Content keeps you up to date with the latest channel changes and events [Learn More](#)



RELATED ARTICLES

- [Alcatel Sells Off LGS Subsidiary, Weighs Others As Cost-Cutting Continues](#)
- [ShoreTel Partners: New Partner Program, Training Initiatives Show 'It's Not Business As Usual'](#)
- [Five Companies That Dropped The Ball This Week](#)
- [Chinese Hackers Reportedly Spied On Nortel For Years](#)



THE CHANNEL COMPANY SITES: [CRN](#) | [IPED](#) | [SharedVue](#) | [XChange Events](#) | [The Channel Company](#)

WORKING WITH US: [Contact Us](#) | [Media Kit](#) | [Site Map](#) | [RSS](#)

[Terms of Service](#) | [Privacy Statement](#) | Copyright © 2013 The Channel Company, All rights reserved