



MulteFire Alliance

April 3, 2018

Letter from Leadership

Welcome to our Q1 2018 Newsletter. The MulteFire Alliance has made a lot of progress this quarter, releasing two new white papers, in partnership with Harbor Research and Wireless 20/20, to provide new insights into the business models and market sizing for MulteFire™. We also hosted our annual event at Mobile World Congress and showcased technology demos in the Alliance booth. We've made the MWC presentations available on our website. Our members have been hard at work too – with Nokia publicly announcing the first MulteFire small cell built to the Release 1.0 specification.

Keep reading to learn more about our new industry resources and our ongoing specification work. I also invite you to join us as we bring MulteFire to market.

Sincerely,
Mazen Chmaytelli
MulteFire Alliance President

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Focus on Enterprise & Industrial IoT: Two New White Papers Make the Case for MulteFire

MulteFire will provide immense benefits to both Industrial IoT and Enterprise applications. The following new white papers lay out the business benefits that companies can gain by deploying MulteFire.

The Business Case for MulteFire Technology

We partnered with industry analyst firm Wireless 20/20 to develop an economic analysis along with cost and revenue modeling for two use cases where MulteFire technology could be deployed. This paper details the benefits of a MulteFire deployment in an industrial IoT use case – the Port of Singapore. It also outlines both cost savings and potential revenue models in an Enterprise use case – 590 Madison Avenue in New York City.

The findings demonstrate the economic benefits of MulteFire to drive lower costs, new revenue streams and better deployment models. In the Port of Singapore use case where the network is deployed as a closed network, MulteFire delivers significantly lower deployment costs and can deliver a managed network that can increase operational efficiency and security. In the case of 590 Madison Avenue, MulteFire is deployed as a public network to support all subscribers in the building, thereby delivering lower costs and enabling new revenue streams.

To understand the full economic impact, download “The Business Case for MulteFire

Technology white paper [here](#).

MulteFire for Enterprise: Driving Innovation and Value Creation

Enterprise networking has long faced a homogenous competitive environment largely defined by Wi-Fi solutions. With the introduction of MulteFire, a new wireless solution will bring seamless connectivity to users with enhanced coverage and capacity. This white paper by Harbor Research seeks to quantify the Enterprise opportunity while expanding upon the transformation of revenue models that will impact the Enterprise networking ecosystem. Download the “MulteFire For Enterprise” white paper [here](#).

Alex Glaser, vice president with Harbor Research and Derek Peterson, Boingo Wireless CTO, also discussed the white paper’s findings in a Network Computing webinar, addressing how MulteFire can solve device density, user mobility and cost challenges in the Enterprise. Listen to the archived webinar [here](#).

Upcoming Events: Where to Find the MulteFire Alliance

The MulteFire Alliance has a busy Q2 planned as we plan to showcase MulteFire and educate new audiences about all of the benefits of the technology. Contact press@MulteFire.org to schedule a meeting at any of the following events.

MulteFire Open Day – Colorado – 2-5pm, April 24, Louisville, Colorado

Our next MulteFire Open Day will be hosted by MulteFire Alliance board member CableLabs and feature an update on MulteFire specification development by Alliance president, Mazen Chmaytelli and a guest presentation from Harbor Research on the market opportunity for MulteFire. The event will also feature a panel discussion and technology demonstrations.

For the event agenda and to register, visit [here](#).

Hannover Messe – April 23-27, Hannover Germany

The MulteFire Alliance is a partner sponsor for Forum Industrie 4.0 in Hall 8, D19. The Forum Industrie 4.0 at Hannover Messe is dedicated area of technology displays and a forum where international experts present industry 4.0 technologies and services. Daily panel discussions provide opportunities for dialogue between business, government and science.

Wi-Fi NOW USA – May 15-17, San Francisco, California

We’re looking forward to exhibiting at our second Wi-Fi NOW event and sharing with attendees how MulteFire delivers key performance advantages when deployed as a private LTE and neutral host networks. [Learn more](#).

Connect (X) – May 21-24, Charlotte, North Carolina

The Connectivity Expo – where connectivity meets infrastructure – is focused on all aspects of the wireless ecosystem, from the macro structures that stand high above the ground to fiber networks running underground to the ongoing network densification.

This event will feature a panel discussion on “MulteFire in the Enterprise” with speakers from Boingo Wireless, Nokia and Harbor Research. The panel will take place on Wednesday, May 23 from 2:30pm-3:30pm. The MulteFire Alliance will also be showcasing MulteFire technology in Booth 320. More details can be found [here](#).

Internet of Manufacturing Midwest – June 5-7, Chicago

Join us at #IoTMan as we share how MulteFire technology delivers LTE-like connectivity with the performance and low latency required by industrial IoT applications. The MulteFire Alliance will have a booth at this year’s event. Additional event information can be found [here](#).

MWC Americas – September 12-14, Los Angeles

We’ll be back on the show floor as MWC Americas moves to Los Angeles. Stay tuned for information on technology demonstrations in our booth. Click [here](#) for more

Recent Events



Mobile World Congress 2018 – February 26-March 1, Barcelona, Spain
Our third annual trip to #MWC18 was a success as we showcased MulteFire technology demonstrations from our member companies, along with the first announced product built to the MulteFire specification from Nokia, in our booth. We also hosted our onsite MulteFire Open Day that featured great presentations from guest speakers Randall Schwartz with Wireless 20/20 and Said Tatesh with Huawei, in addition to an update on Release 1.1 from Alliance board chair Stephan Litjens with Nokia. You can download the presentations here:

- [Advances in MulteFire](#) – Stephan Litjens, MulteFire Alliance Board Chair and GM, Nokia Digital Innovation
- [The Business Case for MulteFire](#) – Randall Schwartz, Principal Analyst, Wireless 20/20
- [eLTE Brings Yangshan Port into the Automation Era](#) – Said Tatesh, MulteFire Alliance Board Member and Senior Director of Strategy & Standards, Huawei EU

You can watch all of the MWC presentations and the panel discussion with representatives from Boingo Wireless, the Industrial Internet Consortium (IIC), m3connect and Nokia [here](#).

Industry of Things World USA – March 8-9, San Diego, California
The MulteFire Alliance has partnered with the Industry of Things World event series to meet with attendees focused on solving the challenges of industrial IoT applications. At this first event in San Diego, we showcased MulteFire technology demonstrations in our booth and shared how companies can deploy their own private LTE MulteFire network to meet their wireless connectivity needs. Look for the MulteFire Alliance at the upcoming events in [Singapore](#) (July 15-16) and [Berlin](#) (September 23-25).

IOT Evolution Expo – January 3, Orlando, Florida
At this annual event, we participated in a panel discussion that addressed how MulteFire benefits industrial applications such as shipping ports, factories, mines, transportation and more. Moderated by Doug Wilson, channel manager IoT for Verizon, the panel included Alliance members Qualcomm and Nokia as well as industry analyst firm, Harbor Research.

How MulteFire will Enable IoT for Shipping

During MWC, *RCR Wireless* editor Sean Kinney met with the Stephane Daeuble from Alliance member company Nokia and learned how MulteFire technology will play a key role in a number of varying industry verticals.

Read the article [here](#), including the [video](#) of Nokia's MulteFire technology demonstration for a shipping port.

Spectrum: Learning to Share

This article by *Land Mobile* addresses how the growing scarcity of licensed spectrum has led to increased interest in the use of unlicensed spectrum. The editor looks at the current landscape, including the role of MulteFire technology.

Read the article [here](#).

Huawei eLTE Leads Global Commercial Deployment of MulteFire Technology

During MWC, MulteFire Alliance board member Said Tatesh presented on the progress of Huawei's eLTE solution that supports the MulteFire specification. He outlined commercial use cases of eLTE in a diverse set of industry verticals, including a deployment in the Shanghai's YangShan Port.

Read the press release [here](#).

Nokia Launches World-First MulteFire Small Cell to Widen Adoption of Private LTE for Industries, Enterprises and Operators

This new small cell – the Nokia Flexi Zone MulteFire Multiband Pico BTS – will enable companies from a variety of industries to leverage unlicensed spectrum for private LTE networks, while enabling new business models and paving the way to 5G.

Read the press release [here](#).

Welcome New Members

We'd like to welcome the members that joined us in Q1 2018.

- 7layers
- Kathrein-Werke
- Keysight Technologies Inc.
- Klas Telecom
- m3connect
- ZenFi Networks

MulteFire Resources

Videos

- [Mobile World Live Interview with MulteFire Alliance President Mazen Chmaytelli](#)
- [RCR Wireless Interview with Stephane Daeuble, Nokia](#)
- [MulteFire Private LTE Demo](#)

Blog

- [MulteFire Makes Waves at MWC](#)
- [MulteFire Alliance Adds Five New Members](#)
- [Evolution in Enterprise Connectivity: New Research Spotlights Vast Opportunities for MulteFire](#)
- [From Ship to Shore: What's in Store for Maritime MulteFire](#)

Whitepapers

- [The Business Case for MulteFire Technology](#)
- [MulteFire in the Enterprise: Driving Innovation and Value Creation](#)

- [The Private LTE Opportunity for Industrial and Commercial IoT](#)
- [MulteFire Release 1.0 Technical Paper – Chinese Translation Download](#)
- [MulteFire Release 1.0 Technical Paper Download](#)

Archived Webinar

- [LTE in Unlicensed Spectrum: Driving Innovation in the Enterprise](#)
 - [MulteFire for Industrial IoT Applications](#)
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Learn more about the MulteFire Alliance [here](#).

The MulteFire Alliance is open for broad, global participation. Interested in joining? [Contact us](#) today for a membership packet.

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