



Telecommunications

Case History

ZTE Installs WiMAX Network

Where:

Saudi Arabia

Specified:

170 x **STAMFORD®** P1 alternators

Purpose:

Shanghai Cooltech Power Co. Ltd., a leading global provider of intelligent environmental gensets, signed an agreement to power a new telecoms network in Saudi Arabia.

STAMFORD® specified for High Speed Broadband Project in Saudi Arabia

Having won an order to provide power to 300 base stations across Saudi Arabia for one of the region's largest new telecoms projects, Shanghai Cooltech Power specified 170 reputable **STAMFORD®** P1 alternators capable of performing in the harsh environmental conditions.



Shanghai Cooltech Power's gensets with **STAMFORD®** P1 alternators in situ



One of the base stations deployed in Saudi Arabia

One of the world's leading and fastest growing integrated telecoms providers, ZTE was awarded the contract to deliver a new telecommunications broadband project in the Middle East. Saudi Arabia's largest Worldwide Interoperability for Microwave Access (WiMAX) operator, Atheeb Telecom, approached ZTE to build the country's first WiMAX network, deploying 300 base stations in the process. The WiMAX network will help meet the growing demands of the rapidly developing region by providing high-speed broadband services.

Shanghai Cooltech Power Co. Ltd. was tasked with powering the base stations and specified **STAMFORD®** alternators for the project in the knowledge that **NEWAGE® | STAMFORD® | AvK®** would bring local telecoms market expertise and would tailor solutions to excel in the challenging environmental conditions of Saudi Arabia.

Given the extreme temperatures, Shanghai Cooltech Power knew they needed to partner with **NEWAGE® | STAMFORD® | AvK®** for the assurance of experienced Application Engineers to specify the right alternators for this application.

Furthermore, they were already aware of the premium quality of the **STAMFORD®** brand of reliable alternators from the strong ten-year relationship they have with **NEWAGE® | STAMFORD® | AvK®**.

*Given the extreme temperatures, Shanghai Cooltech Power knew they could rely on **NEWAGE® | STAMFORD® | AvK®** for the assurance of experienced Application Engineers to specify the right alternators for this application.*

170 x **STAMFORD®** P1 alternators were ordered to fulfil the project's prime power requirements. The challenge was to have all alternators delivered within a 15 day period, so the commercial, planning and operations teams created a plan immediately.

Working together with the customer to understand the application requirements enabled Shanghai Cooltech Power's delivery of the project and was able to assist ZTE's rapid growth in the region.

Following completion of the project, Shanghai Cooltech Power specified a further 217 x **STAMFORD®** P1 generators to fulfil their next telecoms power contract in Zambia.

For more information on the full range of **NEWAGE® | STAMFORD® | AvK® products and services visit: www.stamford-avk.com**



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