

# KPN – Holland’s largest Wi-Fi hotspot provider continues to connect millions each year via Proxim Wi-Fi

## Overview

KPN Hotspots B.V., Holland’s largest provider of Wi-Fi® hotspots, has partnered with Proxim to deliver Wi-Fi hotspot services for nearly three years. To date, KPN has more than 2,000 of Proxim’s ORINOCO® AP-700 and AP-4000 access points deployed throughout Holland, providing Wi-Fi hotspot access to millions of people each year.

In 2009, KPN announced that it ordered more than 600 additional access points from Proxim to continue the expansion of its network.

“Providing our customers with the greatest Wi-Fi connectivity – regardless of where they go – requires the support of solid technology partners,” said Thijs Gunter, Manager Technology, Wholesale Operations, KPN Hotspots B.V. “We have been using Proxim’s Wi-Fi access points as the technology of choice for all of our indoor and outdoor Wi-Fi hotspots for the last three years based on superior performance and value when compared to the competition. As we continue to expand our network to new locations and to support more services, we are happy to expand our partnership with Proxim.”

## KPN currently has thousands of hotspots throughout Holland at establishments such as

- Hotel chains – Including Van Der Valk, Holland’s largest hotel chain
- Restaurants and cafes – Including the Campanile, La Place and AC Restaurants
- Gas stations – Gas stations throughout Holland offer customers the ability to connect and check email/Internet
- Railways and public transportation – Including NS railway stations

The planned expansion will include the deployment of Wi-Fi hotspots at Holland’s Holiday parks. KPN will be extending hotspot service to over 100 Holiday parks throughout the country, including both indoor Wi-Fi access in the bungalows and guest rooms via Proxim’s ORINOCO® AP-700 and AP-4000 radios, as well as outdoor Wi-Fi service in common areas and parks via Proxim’s Wi-Fi mesh equipment.

“KPN has been an excellent partner, and their continued selection of Proxim equipment for their ever-increasing Wi-Fi hotspot network is a great validation of our products,” said Ralf Labeda, Director of Sales, Northern Europe for Proxim Wireless. “We look forward to providing KPN the equipment to extend their network and offer Wi-Fi services to their customers.”

## About Proxim Wireless

Proxim Wireless Corporation (OTC Markets: PRXM) provides Wi-Fi®, Point-to-Point and Point-to-Multipoint 4G wireless network technologies for wireless internet, video surveillance and backhaul applications. Our ORINOCO® and Tsunami® product lines are sold to service providers, governments and enterprises with over 2 million devices shipped to over 250,000 customers in over 90 countries worldwide. For more information, visit [www.proxim.com](http://www.proxim.com)



## Unique Challenges

- KPN, Holland’s largest provider of Wi-Fi hotspots, was looking for the highest-performance, most cost-effective way to build out their Wi-Fi hotspots
- With thousands of hotspots deployed and more rolling out all the time, KPN needed a Wi-Fi solution that was easy to deploy, simple to manage, and had rock-solid reliability

## Proxim Solutions

- Secure, easy-to-deploy and simple-to-manage Wi-Fi hotspots powered by Proxim Wireless
- Over 2,000 Proxim ORINOCO® AP-700 and AP-4000 access points deployed throughout Holland
- Indoor and outdoor Wi-Fi access with a combination of indoor APs and Wi-Fi mesh APs

## Results

- KPN has deployed thousands of hotspots in the last three years, all utilizing Proxim’s ORINOCO® Wi-Fi solutions
- Millions of people connect to KPN hotspots throughout Holland each year
- Due to the reliability and ease of use, KPN is expanding its relationship with Proxim as the provider of Wi-Fi equipment moving forward