



WiMAX RFP

January 2008



Overview

The WiMAX RFP is also the only one of its kind in distribution having been used by WiMAX entrepreneurs and raising the comment from one global vendor of WiMAX equipment "The good news was we were presented with a concise and professional RFP, the bad news was we had to do so much work to provide an accurate, professional response".

Without this 14-page RFP, the WiMAX entrepreneur may be hard pressed to ask the right questions of vendors which may result in multi-million dollar mistakes over time. Given the early stage of the WiMAX market and resulting confusion over new versions of the technology, this WiMAX RFP provides the most valuable guide for dealing with vendors available.

Key Benefits

The WiMAX RFP assists planners in asking the right questions of vendors. Not asking those questions could cost the operator millions of dollars.

Target Audience

- Cellular, wireless ISP's, cable TV MSO's, and fixed network service providers
- WiMAX vendors, start-ups, vendors, investors, and industry analysts
- 700 MHz auction bidders, spectrum holders, and investors
- IP backbone service providers and VoIP service providers
- Telecom regulators and government agencies
- Enterprise telecom and IT managers Municipal IT and telecom managers

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About the Author



Frank Ohrtman has almost 20 years experience in VoIP and wireless applications. He is the president of WMX Systems, LLC, a Denver, Colorado-based consulting and systems integration firm.

Mr. Ohrtman learned to perform in-depth research and write succinct analyses during his years as a Navy Intelligence Officer (1981-1991) during which he specialized in electronic intelligence and electronic warfare.

He is a veteran of U.S. Navy actions in Lebanon (awarded Navy Expeditionary Medal), Grenada, Libya (awarded Joint Service Commendation Medal), and the Gulf War (awarded National Defense Service Medal).

His telecommunications career began with selling VoIP gateway switches for Netrix Corporation to long distance bypass carriers. He went on to promote softswitch solutions for Lucent Technologies (Qwest Account Manager) and Vsys (Western Region Sales Manager). His consulting clients include national governments and tier one telephone companies.

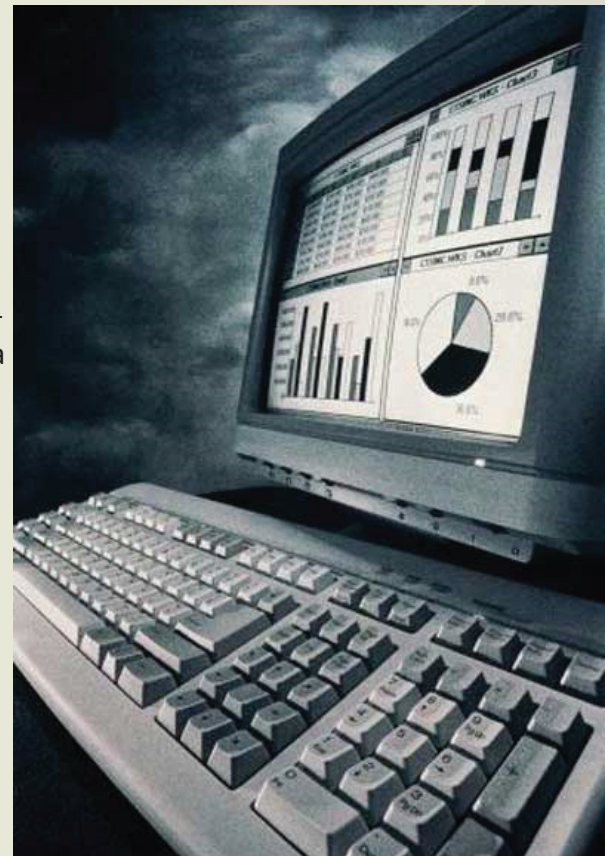
Mr. Ohrtman is a Gerson Lehrman Group Scholar (<http://www.glgcouncils.com>) and serves as Dean of WiMAX for Applied Learning Solutions (<http://www.e-als.com>).

He is a regular blogger and contributor to WiMAX.com (<http://www.wimax.com>) and annual presenter at WiMAX World (<http://www.wimaxworld.com>) as well as local Cisco Users Groups.

Mr. Ohrtman serves as an advisor to Bush Telecommunications Pty Ltd and the Rural Broadband Consortium of Australia.

Mr. Ohrtman holds a Master of Science degree in Telecommunications from Colorado University College of Engineering (master's thesis: "Softswitch As Class 4 Replacement-A Disruptive Technology"), a Master of Arts degree in International Relations from Boston University and a Bachelor of Arts, Political Science, from University of Iowa

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