SAF Tehnika Media Kit 2016

SAF in Brief

SAF Tehnika JSC is among world's top microwave carrier-class licensed point-to-point manufacturers, publicly traded in NASDAQ Riga (SAF1R), ISO certified, covering spectrum from 200MHz to 42GHz and unlicensed 17 and 24GHz. SAF radios correspond to standards of FCC, ETSI, IC and RUS. SAF Tehnika products are entirely designed & produced in Europe and distributed in more than 130 countries worldwide, among the key accounts being AT&T, Boeing, XL Axiata, Cable & Wireless, CHEVRON Oil, Conoco Phillips (UK), EON, Level3 / Global Crossing, Main One cable company Ghana, Tessco, Verizon, Vodacom Business Africa Limited (Nigeria), China Telecom, US Army, Telefonica, BSNL / MTNL (India), etc.

How it started?

In 1995 radio engineer Didzis Liepkalns, now CTO, wanted to install a telephone line at his house in a distant countryside. At that time fixed telephone services were not available in that part of Latvia, so Didzis decided to build his own telephone communications line with the help of microwave technologies. Soon enough the word about his invention reached the ears of people and companies in the neighborhood, and Didzis launched his own private business. In the late 1990s Didzis met colleagues who understood the potential of his product sales in Latvia and beyond. Since its foundation in 1999, SAF Tehnika has succeeded in becoming an international player by fusing the unique knowledge and experience of its founders both in state-of-the-art microwave radio data transmission technologies and organization of production, sales, installation and technical support. Started by around 10 people, today SAF Tehnika has a team of more than 180 employees, each of whom contributes to success of the Company.

During the 2000s SAF Tehnika has been taking next steps towards global expansion by developing a large network of authorized partners and sales representatives all over the globe, most notable being the opening of SAF Tehnika North America office and warehouse facilities in Denver in 2013.

Facts about the company

- Greenfield startup company founded in 1999;
- 16+ years of experience in microwave field;
- Full-Cycle Production and R&D;
- Publicly traded on NASDAQ Riga;
- HQ, Manufacturing and R&D - Riga, Latvia (Europe);
- US Headquarters in Denver, USA;
- Employees – over 180;
- Quality assurance – ISO 2001 certificate;
- Corresponds to FCC, ETSI and IC standards;
- WISPA member (Wireless Internet Service Provider Association);
- Covering spectrum 200MHz-42GHz and Licence-Free 17 and 24GHz;
- Capacities up to 1 Gbps Full-Duplex (per radio link).

QR code

Company milestones

1999  Company foundation (10 employees);
2000  Introduction of PDH (CFM) product line;
2003  ISO 2001 certification;
2004  IPO - Initial Public Offering;
2006  SDH (CFQ) product line launch in the market; Number of SAF Tehnika employees reaches 160;
2007  Implementation of a new automated modern manufacturing line;
2008  Launch of 108Mbps radio - SAF CFIP product line; Buy-out of the capital shares of SAF Tehnika Sweden AB by its management;
2009  SAF Tehnika 10 year anniversary; Launch of CFIP Lumina Full Outdoor radio (366Mbps); Launch of CFIP Phoenix Hybrid Split Mount System (366Mbps);
2010  Sales growth up to 99 markets; Launch of the unlicensed SAF FreeMile FODU (100Mbps);
2011  Launch of CFIP Marathon 1.4GHz and CFIP Phoenix M split mount; Foundation of SAF Tehnika Middle East in Saudi Arabia; Becoming the member of Wireless Internet Service Provider Association; CFIP Lumina production launch in Curitiba, Brazil; Foundation of subsidiary SAF North America in Denver
SAF Tehnika launches an Online Store for Unlicensed SAF FreeMile products www.saf-lastmile.com (Within EU countries);

2012
Launch of SAF FreeMile 5.8GHz MIMO;

2013
Launch of SAF Spectrum Compact - the world's first powerful handheld licensed microwave spectrum analyzer, designed specifically for comfortable outdoor use;
Opening of US Headquarters in Denver, USA;
Launch of SAF Integra – integration of next generation microwave radio with high and super high performance antennas into a single unit;

2014
Launch of Integra S- next product development in Integra next generation microwave radio series, slip-fit solution was introduced for customers who opt only for the radio part without the antenna;
Launch of CFIP PhoeniX IRFU- the Indoor Radio Frequency Unit (RFU) is created by giving PhoeniX indoor unit (IDU) the necessary hardware to function as a radio transceiver within the frequency range of 4-13GHz;
Launch of Integra-W and Integra-WS- best solution for wideband high-capacity applications. Integra-W supports channel bandwidth of up to 112MHz and up to 1024QAM modulation support for network upgrades;
Launch of SG Compact- microwave signal generator with the same form-factor as Spectrum Compact. SG Compact is an essential tool for antenna alignment and testing, and top choice for LoS verification applications;

2015
Launch of Line of Sight Verification Kit- consists of the Spectrum Compact, SG Compact and two portable beacon antennas, is the first LoS verification kit helping detect any obstacles or interferences;
Development of Ultra-Low Latency solutions with the key product being –CFIP Low Latency Repeater, which offer solution for extending distances of a radio link;
Development of Outdoor Branching Unit (OBU). OBU is the best way to connect multiple radios to single antenna with lowest attenuation possible.

SAF Tehnika Overview

SAF Tehnika JSC is a Latvian (Europe) designer, manufacturer and distributor of digital microwave data transmission equipment. SAF Tehnika products provide wireless backhaul solutions for digital voice and data transmission to mobile and fixed network operators, data service providers, governments and private companies.

Know-how in modern wireless data transmission technologies, creativity in solutions, accuracy in design, precision in production and logistics make SAF Tehnika a unique designer and manufacturer of point-to-point microwave data transmission equipment. With headquarters in Northern Europe and North America SAF Tehnika managed to acquire and consolidate valuable locally available intellectual resources of the microelectronics industry and spread its presence to 130 countries, covering all relevant market segments with a large network of authorized partners and sales representatives worldwide. Flexibility and customer-oriented business philosophy are the core concepts of SAF Tehnika research and business development. Our specialists are always following up-to-date industry trends to successfully integrate cutting-edge technologies in our all-inclusive portfolio of modular split-mount and full outdoor systems. Standard to high capacity TDM, Hybrid TDM & Ethernet and 4G/LTE networks-ready Native Ethernet/IP data transmission equipment for licensed and license-free frequencies provides hundreds of supported, customer-tailored product variations, all linked together by a fully featured SAF Network Management System.

Affordable broadband connectivity and mobile communications have become the backbone of the modern world as well as an important business tool providing decisive impact on competitiveness of our customers. In response to these trends we are constantly striving to promote mobility and transparency as the defining features of our company. SAF Tehnika has proved time and time again that it can swiftly adapt to the challenges of the changing environment and the ever-increasing pace of technological innovations.

The slogan Customized microwave solutions™ incorporates our commitment to an industry-rare capability to design and implement specific, user-adapted application techniques and features for our products to ensure that they are fit for planned expansion or fine-tuning of existing 3G/HSPA backhaul, complex carrier-grade LTE network migration, deployment of advanced future-proof wireless infrastructure in underserved markets or a redundancy solution in last-mile connections.

Mobile and alternative operators, PTT/fixed operators, broadband access providers, ISPs, government, utility broadcasting

Company

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companies, companies which require ultra-low latency solutions and many others across the world have already chosen to work with SAF Tehnika as a company of reliable and energy efficient products, unparalleled delivery terms and worldwide warranty service, as well as extremely effective and direct management-level communication. Because broad expertise for a fair price is our proposal for time & money-sensitive customers that value investments in high class service and sustainable solutions to stay fit for the emerging age of green and smart economies.

The SAF Tehnika team of direct sales representatives in Europe, North and South America, Africa, South and East Asia, together with a broad worldwide network of authorized partners are always ready to assist and provide up-to-date information on the available product options and solutions.

SAF Tehnika regional sales FY 15/16

Products

SAF Tehnika is a designer, producer and distributor of wireless microwave data transmission equipment. The Company offers comprehensive and cost-effective hybrid broadband wireless connectivity solutions for digital voice and data transmission to fixed and cellular network operators, data service providers, governments and private enterprises as an alternative to cable communications channels.

The Company offers two main product lines - licensed and unlicensed. Licensed product line CFIP, providing up to 366Mbit/s capacity per radio is the perfect solution for a user looking for higher than PDH E3 capacity without need for STM-1 capacity. The other one is unlicensed SAF FreeMile product line consisting of new generation license free 5.8/17/24GHz ISM band radios for Ethernet packet data and E1 voice transmission. The new radios combine excellent features like interference-free operation, high availability, Carrier grade full duplex capacity with no cost of licensing and quick installation, traditionally associated with ISM radios. SAF FreeMile radio also provides user-friendly Web browser based management interface and straightforward installation process to ensure trouble-free experience for any user.

In July 2013 SAF Tehnika made a step forward in the evolution of full outdoor packet microwave radio systems. SAF Integra is an unbelievably light, energy efficient carrier-grade system that exemplifies and outstanding return on smart engineering – the synergy of high competence in radio electronics and materials science. Integration of next generation microwave radio with high and super high performance antennas into a single unit translates into a lower total cost of ownership, as well as less time spent on the installation site, and better reliability of the link even in densely served areas.
In March 2013 SAF Tehnika launched SAF Spectrum Compact - the world's first powerful handheld licensed microwave spectrum analyzer, designed specifically for comfortable outdoor use. This device is a must-have tool for any microwave radio engineer performing on-site work. Spectrum Compact is an ultra-light and easy to use measurement solution for the 6 - 24GHz licensed microwave frequency bands. Designed specifically for comfortable outdoor use by network engineers in a variety of challenging environments, this battery-powered device is a must-have tool for any microwave radio engineer performing equipment installation or gathering data for site planning purposes. The LCD touchscreen ensures smooth and intuitive onsite use, and the SMA connector* allows the Spectrum Compact to integrate with any vendors antenna or waveguide system.

In 2014 SAF Tehnika launched Integra S, product development in Integra next generation microwave radio series, slip-fit solution was introduced for customers who opt only for the radio part without the antenna. The same year CFIP PhoeniX IRFU (Indoor Radio Frequency Unit) was released to ensure the frequency range of 4-13GHz for PhoeniX indoor unit (IDU) radio transceiver. In the following months another addition was made to Integra series by introducing Integra-W and Integra-WS, which supports channel bandwidths of up to 112MHz and modulations up to 1024QAM for network capacity upgrades of up to 883 Mbps per full-duplex radio link. Integra series was not the only product branch experiencing expansion; in the late 2014 SG Compact was released. SG Compact is microwave signal generator, which is an essential tool for antenna alignment and testing and top choice for LoS verification applications. Device is perfect for different microwave system analysis and measurement applications.

In 2015 the Line of Sight Verification Kit was announced, offering an innovative solution for detection of any obstacles or interferences, the Kit consist of the Spectrum Compact, SG Compact and two portable beacon antenna. It was an important year for development of ultra-low latency solutions with the launch of CFIP Low Latency Repeater as the key product with the lowest latency on the market. Outdoor Branching Unit was launched in June 2015.OBU is built by using high quality materials for all components and special narrow bandwidth channel filters that are temperature resistant and waveguide circulators for best electrical and mechanical characteristics. Outdoor Branching Unit is made in compact form factor for interconnecting up to 4 radios per OBU.
The latest product launches

**September 2009**
SAF CFIP Lumina FODU – full outdoor radio 6 – 38GHz

**October 2009**
SAF CFIP PhoeniX Split Mount System 6 – 38GHz

**November 2010**
SAF FreeMile Unlicensed Radio 17GHz and 24GHz

**February 2011**
SAF CFIP PhoeniX M for telecoms 6 – 38GHz

**March 2011**
SAF CFIP Marathon for industrial applications 1,4GHz

**October 2011**
SAF FreeMile 24GHz launch in North America

**March 2012**
SAF FreeMile 5.8GHz MIMO

**March 2013**
SAF Spectrum Compact spectrum analyzer, 2 - 40GHz

**May 2013**
SAF Integra

**August 2013**
SAF FreeMile 5.8GHz Gigabit

**August 2014**
Integra S

**September 2014**
SG Compact

**February 2014**
Integra-W & Integra-WS

**March 2015**
CFIP PhoeniX IRFU

**June 2015**
Outdoor Branching Unit (OBU)

**October 2015**
Line of Sight Verification Kit

Solutions

SAF Tehnika wireless systems are commonly used for both public and private networks and they are perfect for voice and data communications. SAF Tehnika wireless systems can be used not only in mountainous and woodland areas, where it is expensive or impossible to deploy wires, but also as cost-effective alternatives to wired solutions in urban areas.

Flexibility and easy installation of SAF Tehnika equipment makes it preferable for Cellular, Fixed, ISP, Corporate, Local Government and other private or public network.