

# case study



## Broadband Wireless is the Intelligent Choice for Defense Consulting Firm

### SOS International Ltd.

*SOS International (SOSi) Ltd. is a privately held consulting firm that provides research, intelligence, analysis, and operational support services to the U.S. Government and large private companies in the defense and aerospace industries. The company is headquartered in New York City and employs more than 550 full-time personnel worldwide. SOSi recently added to its existing XO products and services by purchasing a broadband wireless based Dedicated Internet connection for its office in Reston, Virginia.*

### The Challenge

**Secure a cost-effective, high-speed, broadband wireless connection to provide reliable Internet access service**

The Reston, Virginia, area has grown so rapidly that occasional power outages had been affecting the reliability of SOSi's T1 lines, according to Jorge Dana, IT Director. With the company's clients depending on applications that transmit sensitive and timely e-mail, audio, and video content, the power outages were compromising SOSi's excellent customer service record.

Mr. Dana said his company made the decision to seek out a broadband wireless service to provide the primary "last mile" Internet connection — one that would work when land lines were out of service due to electrical power outages — and still provide plenty of bandwidth to meet current and future application needs.

After researching his options, Mr. Dana concluded his choices were a fixed wireless solution or a satellite link. Price, speed of installation, and bandwidth all had to be factored into the company's decision.

### The Solution

**Dedicated Internet Access via 100 Mbps Wireless Ethernet from XO®, along with expert installation services**

"In June 2007, we chose an XO broadband wireless solution over a more expensive, slower speed satellite link," said Mr. Dana. "With XO we got more bandwidth, higher speed, and lower cost than what other solutions offered."



## h i g h l i g h t s

### Customer Challenge

- Secure a reliable, fixed wireless Internet connection to replace a T1 that was subject to failure during power outages
- Gain enough bandwidth to handle video and audio streaming
- Balance cost, speed, bandwidth, and zoning regulations

### XO® Solution

- Dedicated Internet Access via Wireless Ethernet
- 100 Mbps uplink to the XO network
- Expert installation services from XO



Mr. Dana said that SOSi was already using XO PRI phone lines and two point-to-point connections between the company's New York City and Reston offices. He'd been very satisfied with XO's solutions and service and was happy to use XO again.

"The main driver of our decision was price, and XO was very competitive on price," said Mr. Dana.

The 100 Mbps uplink to the Internet also satisfied SOSi's bandwidth requirements since the company will soon need at least 60 to 70 Mbps to run its applications.

Dana praised XO for hiding the antenna on the roof of the building to meet Reston's zoning requirements as well as efficiently running the cable, which required going through other office floors in the building.

"XO handled all of the installation in a week's time, including hiding the antenna and running the cable to our offices," said Mr. Dana.

## The Results

### More Bandwidth, Lower Costs

Mr. Dana said the XO Wireless Ethernet solution provided more bandwidth at a lower cost than other wireless solutions the company considered. The bandwidth is particularly crucial because their government and private sector clients communicate via e-mail and download audio and video feeds from SOSi from all over the world.

### Greater Reliability

When the power used to go down, so did SOSi's T1 line; the last mile from the service provider to the office no longer worked. Now, with an XO fixed wireless solution and backup power, SOSi stays connected even during a power outage. "The only time our connection has been down was when XO informed us about a planned upgrade, and that took place in the middle of the night," said Mr. Dana. "Service and performance have been excellent."

### Solid Business Relationship

Mr. Dana said he was pleased to continue building on an existing relationship with XO and to use more XO products and services. "Our experience with XO has been very good. If the performance continues the way it has been, we'll definitely keep using XO."

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#### JORGE DANA

IT Director  
SOS International Ltd.  
[www.sosilt.com](http://www.sosilt.com)

### About XO Communications

XO Communications, a subsidiary of XO Holdings, Inc., is a leading provider of 21st Century communications services for businesses and communications services providers, including 50 percent of the Fortune 500 and leading cable companies, carriers, content providers, and mobile operators. Utilizing its unique and powerful nationwide IP network, extensive local metro networks, and broadband wireless facilities, XO offers customers a broad range of managed voice, data, and IP services in 75 metropolitan markets across the United States.

For more information, visit [www.xo.com](http://www.xo.com) or call 1.866.963.9696.