



# Customer story: Joining Telenor Norway on their massive 5G roll out

## The world's largest rollout of 5G FWA

**In November 2020, Zyxel Communications started helping Telenor Norway oversee the world's fastest, largest rollout of 5G FWA.**

Norway's largest provider of telecommunications and digital services, Telenor Norway AS' vast infrastructure is the foundation of the country's ongoing digitization. One of the company's primary goals is to provide world-class coverage and speeds for Norway's 5,3 million inhabitants – including those living in previously unreachable locations.

As the first mobile operator of 5G in Scandinavia, Telenor is modernizing its existing network infrastructure with plans to offer nationwide 5G access by 2024. The company introduced wireless broadband in May 2019. Later that year, it partnered with Ericsson to modernize and deliver nationwide 5G radio access network. The recent collaboration with Zyxel Communications marks yet an important milestone for Telenor's work in upgrading its customers to 5G.

### **Project:**

The world's fastest and largest 5G FWA rollout.

### **The goal:**

By 2024 all of Norway's 5,3 million inhabitants will have access to ultra-fast connections – including those living in previously unreachable locations.

### **The product:**

Zyxel NR7101, our 5G NR FWA outdoor router.

### **The strategy:**

With Zyxel's NR7101 outdoor router, Telenor will provide customers with a smooth transition to 5G, while offering them access to their 4G network. This allows the provider to maximize speeds, regardless of network, and leverage their existing infrastructure investments throughout the 5G rollout.



Zyxel NR7101 5G NR FWA outdoor router.

## The Product

Telenor Norway highlights Zyxel's innovative technology, effective local presence and collaborative approach as key reasons for choosing Zyxel's service. The innovation at the center of the 5G roll out is the Zyxel NR7101, a 5G NR FWA outdoor router.

NR7101 is Zyxel's first 5G Sub-6 fixed wireless broadband CPE. SA/NSA dual-mode compliant and easy to install, Zyxel NR7101 provides remote management, enabling high-capacity, ultra-fast, yet low latency broadband services deployed across a wide range of geographic environments.

NR 7101 uses modern antenna technology for Telenor to offer high-speed wireless connectivity. products fully delivered on the promise of behaving in real situations exactly as simulated in Zyxel's laboratory.

"Telenor is deeply committed to providing our customers with faster speeds and more bandwidth," says Camilla Amundsen, CMO, Fixed and TV of Telenor Norway. "Both private customers and businesses are connecting even more innovative technologies and smart devices to their respective networks – while still expecting maximum coverage everywhere. FWA supports the increasing number of individuals and families working and learning from home; where platforms such as video conferences, interactive learning, cloud-based enterprise solutions, TV streaming and online gaming demand significant broadband access. FWA is therefore an important part of Telenor's network modernization and our partnership with Zyxel makes this possible". "Zyxel is helping Telenor reach an additional level of service for customers throughout Norway and oversee the world's

fastest, largest rollout of 5G FWA", Amundsen added. "Telenor is an industry pioneer in 5G and is at the forefront of deploying modern, next-generation networks for customers," said Karsten Gewecke, SVP, Head of EMEA Regional BU at Zyxel Communications. "With our state-of-the-art 5G NR FWA technology, we're playing a major role in delivering superior wireless access to customers everywhere throughout Norway".

"Combined with short delivery time, high speeds and increased reliability, FWA is an attractive solution for many customers – not only existing DSL customers", Karsten Gewecke concludes.



“We're proud to be playing a major role in delivering superior wireless access to customers everywhere throughout Norway”.

– **Karsten Gewecke, Head of EMEA Regional BU at Zyxel Communications.**

## Telenor currently offers 5G in the following areas:

Trondheim, Bergen, Kongsberg, Elverum, Bodø, Askvoll, Telenor Fornebu, Kvitfjell, Longyearbyen, Herøya, Frøya and Spikersuppa in Oslo. The service provider also is actively deploying 5G in Ålesund, Kristiansand, Fredrikstad, Tromsø and Bodø. In addition, Telenor plans to make 5G available nationwide in Norway by 2024. Likewise, after December 2020, all new FWA-customers are offered Zyxel's 5G-ready FWA outdoor router, which ensures a smooth transition for subscribers not yet covered by 5G.

## Zyxel Communications

With the latest in mobile and fixed technology – including 5G, GPON, FTTx, Mesh and WiFi 6 – and a track record of continuous innovation and strong user cases, Zyxel Communications delivers next generation whole-home connectivity that keep service providers ahead of the competition.

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Zyxel NR7101 5G NR FWA outdoor router.

**Contact your local Zyxel Communications sales contact or reach out to us at [isp@zyxel.eu](mailto:isp@zyxel.eu) more information.**