

# FAST, Reliable & One Stop Wireless Broadband...

## HOTZONE Value Offer

*Public broadband access networks are ideal solutions to service the demand for internet Café's, hotels, airports, shopping centres and campus areas to provide internet access services.*

Q-KON has developed the perfect end-to-end business solution for Service Providers to unlock profit from servicing this growing demand for "always-on" connectivity. This solution value offer details how a complete HotZone solution can be implemented that includes prepay billing; Wi-Fi user access and VSAT internet access.



## Benefits

### **FREE Unlimited 4Mbps Internet Access**

Internet access is provided using satellite access circuits that provide unlimited and uncontended access at rates up to 4Mbps receive at no cost to the Service Provider.

### **Pay-as-you-go**

The satellite access circuit is provided to Service Providers at ZERO fixed monthly cost. This completely eliminates the risk of revenue loss for Service Providers.

### **ZERO Contract Risk**

The prepay business model enables partners to source satellite access services in an *ad hoc* "pay-as-you-go" manner, which offers ZERO contract liability.

### **Prepay Service**

The HotZone service is 100% prepay and eliminates the frustrations of revenue collection for all parties.

### **Additional Revenue at Zero Cost**

With unlimited access to satellite access circuits Service Providers are free to secure additional sales revenue without the need of incurring additional fixed costs for monthly bandwidth services.

### **Improved Profitability**

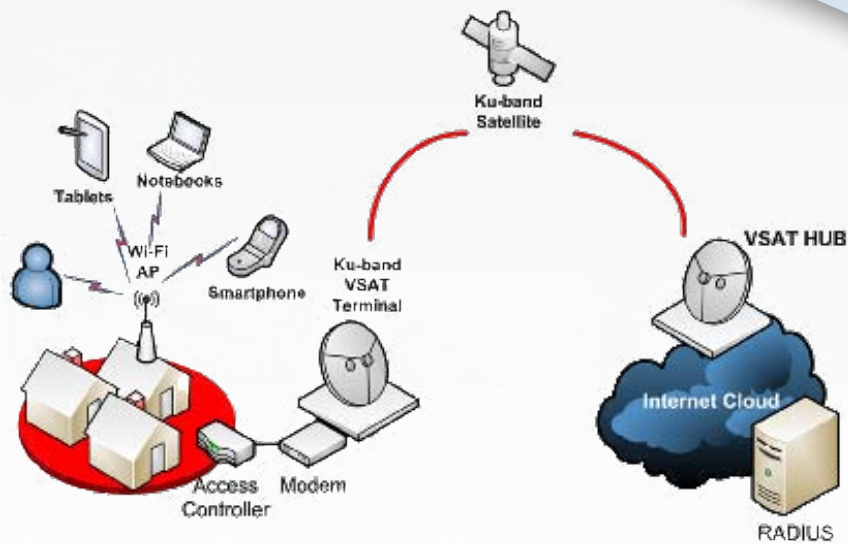
The HotZone solution implements strict control on sales income and cost and eliminates the risk of loss due to poor financial control.

### **Immediate Market**

The HotZone service employs standard Wi-Fi technology to ensure immediate service to all users within the area.

### **End-to-end Solution**

The Q-KON HotZone solution is a complete end-to-end solution that elegantly integrates all business and technology requirements. This provides Service Providers with an immediate solution without the demand for additional resources.



## Solution Overview

- Satellite Internet Access**  
 The Q-KON satellite access solution provides unlimited internet access to any location within sub-Saharan Africa. The system typically includes the VSAT terminal equipment, Mikrotik RB750 WiFi network access controller and Wi-Fi access point suitable for in and outdoor use.
- HotZONE Gateway**  
 The HotZone gateway provides the on-site control and authentication of users. The HotZone gateway authenticates on voucher user name and password. This ensures connectivity for all users regardless of user PC settings.
- Prepay Billing System**  
 Prepay billing of user access is administered by a centralised billing server that provisions access through the internet. The billing server can be configured with rates and commercial parameters for each HotZone operator respectively.
- Wireless Access Network**  
 User access to the internet can be over standard cabled networks for fixed stations or via Wi-Fi wireless networks. Wi-Fi wireless hotspot networks are deployed using standard Wi-Fi access points that support all the functional requirements of a HotZone.

## Operational Description

- User Access**  
 The HotZone Service Provider sells pre-paid cards with a unique username and password to end-users. As soon as the user logs on to the network the Home page redirection feature intercepts the user's browser settings and directs them to the HotZone webpage requesting the login credentials.
- User PC Configuration**  
 The dynamic address translation or universal client technology within the HotZone gateway offers transparent network connectivity by resolving IP configuration and browser proxy issues. This principle of operation provides a "Plug and Play" option for hotspot users and eliminates the requirement for operators to duplicate scarce and expensive skills on short notice.
- User Access Portal**  
 The User Access Portal provides the interfaces between the billing platform and the user. The portal page can be uniquely developed per billing gateway and provides excellent branding and advertising options.

**Contact Q-KON or your Service Provider regarding your requirements or tailor-made solutions.**

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