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Cheytec continues to grow partner base with CommScope deal

By Sean Kinney, Editor in Chief on DECEMBER 12, 2018

IBW Featured Posts, Network Infrastructure

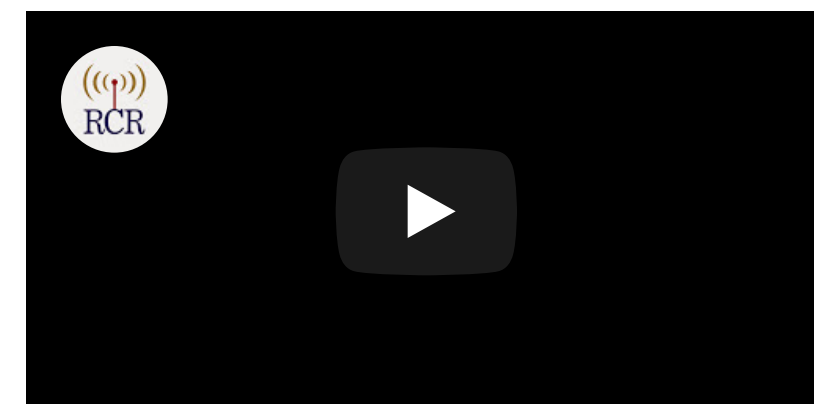


Cheytec specializes in radio signal source equipment procurement and carrier coordination for in-building wireless

Deploying in-building wireless systems is a complicated process marked by numerous moving parts and the need for alignment between multiple stakeholders. And, given the size of the market opportunity, it's in everyone's—building owners, tenants, system integrators, OEMs, etc...—best interest to find ways to accelerate project timelines.

Cheytec takes a unique approach to this. The company differentiates itself through procurement relationships with signal source OEMs and a carrier coordination program designed to streamline the process of getting carriers to connect to in-building infra.

FEATURED VIDEO



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PRODUCT NEWS



Continuing to grow its partner base, Cheytec this week announced an arrangement with CommScope, wherein Cheytec will help procure radio signal source equipment and take on carrier coordination for distributed antenna system and C-RAN projects.

CommScope VP of Business Operations for Distributed Coverage and Capacity Solutions Mike Shumate said the partnership will “enable a faster and smoother turn-up for our customers and a simpler path for future upgrades.” He said the goal is to “help enterprises and building owners meet growing customer and tenant demand for mobile bandwidth.”

In January this year SOLiD entered into a partnership with Cheytec in order to more effectively procure radio infrastructure from the likes of Ericsson, Nokia and Zinwave.

At the time, SOLiD President Ken Sanfeld outlined the issue. “The problem is the operators are large and they’re not able to facilitate getting the signal sources in a timely manner. So what Cheytec’s done is really make that all available.”

Cheytec is also partnered with network engineering and construction firm SQUAN to accelerate time to market through its licensure program called “Accelerate.”

“We are increasingly dependent on our cell phones, and that is driving our decisions on where we go, where we work and where we live. It has never been more necessary for building owners and enterprises to provide full indoor cellular connectivity if they want tenants and employees to come and stay,” Jarrett Bluth, Cheytec’s chief executive office said in a statement. “At Cheytec, we guarantee the carrier signal source. CommScope has a great market presence, and our partnership is exciting as we expand the capabilities of both our companies and provide a strong value offering.”



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ABOUT AUTHOR

SEAN KINNEY, EDITOR IN CHIEF

Editor-in-Chief Sean focuses on multiple subject areas including DAS, small cells, cloud computing, 5G and Internet of Things vertical applications. He also hosts RCRtv's HetNet

CASE STUDIES



Happenings web show focused on physical infrastructure. Prior to his work at RCR, [Twitter](#) [LinkedIn](#)
Sean studied journalism and literature at the University of Mississippi then spent six years based in Key West, Florida, working as a reporter for the Miami Herald Media Company. He currently lives in Fayetteville, Arkansas.

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March 4-8, 2019 **IWCE 2019** – Las Vegas, NV

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