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TMCnet Feature

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The Year Ahead - with BridgeWave's Amir Makleff



By [Paula Bernier](#), Executive Editor, TMC

TMCnet recently asked some of the leading lights in the industry for their thoughts about 2011 and what's in store for the year ahead.

Here's what Amir Makleff, CEO at BridgeWave, had to say.

BridgeWave, which got its start with LMDS, today sells 60GHz and 80GHz solutions to enterprise and municipal network customers. It offers a [4G wireless backhaul solution](#) that delivers full-speed gigabit without compression in one box. And the company in early 2011 unveiled a [picocell solution](#).

Makleff recently noted that as wireless service providers deploy new [4G](#) networks they will run into situations in which bandwidth is not as high as it should be, or there are flat out coverage holes. These companies could put macrocells closer together to address that, but that's too expensive. Instead, network operators expect to deploy large numbers of small cells – or picocells – to fill in the gaps. In fact, there 4G networks in Japan with 20 picocells to every macrocell. In densely populated areas of the U.S., such as New York City, the ratio will probably be closer to 10:1, says Makleff.

What was your company's greatest achievement in 2011?

Makleff: Achieving tier 1 carrier design win for FlexPort80 and initial large scale deployment.

What are your business's goals for 2012?

Makleff: Dramatic cost reduction of MMW products making them the preferred backhaul solution for 4G backhaul

How would you describe your outlook for business and the economy at large heading into 2012?

Makleff: Cautious, relative to carrier capex spending

If there's one thing you'd like to see happen related to business in the year ahead, what is that one thing?

Makleff: LTE being deployed worldwide in earnest.

If 2011 was the year of cloud and/or the year of the tablet, 2012 will be the year of...

Makleff: LTE networks.

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