



[www.lekhawireless.com](http://www.lekhawireless.com)

**GREEN RAN**

# Who is LEKHA



**Incorporated in 2010 completed 5 years.**

**Self sustaining.**

**R&D is our focus area despite new entry to look for niche products .**

**Profitable with good year on year growth.**

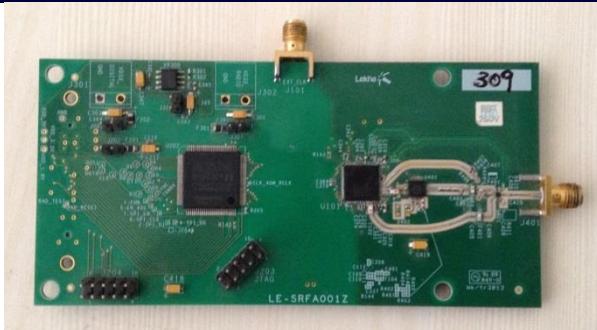
**Today we are healthy team of 60+ innovators**

**Our customer base is Telecom industry, PSUs and DRDO labs. 40% of our revenues is from INDIA**

**Deloitte.**

**Placed 7<sup>th</sup> in Deloitte Technology FAST 50 INDIA  
And 23<sup>rd</sup> in ASIA in 2013 and was a winner again  
in 2014**

# Product offerings from LEKHA



Wideband RF Card

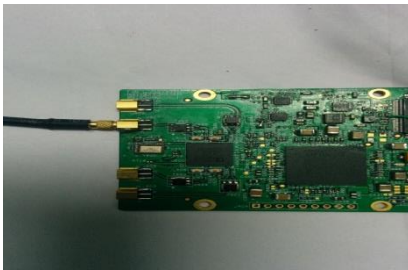


HHT



SDR based T&M equipment

SHIPPING  
TODAY



Handheld Radio for  
Defence Application



Tablet PC



ACT Data Link

# Smart City Market Verticals

## Smart Cities Market Verticals

Need cooperation across verticals to create Intelligent and sustainable environments



### Smart Buildings

- Connectivity
- Integrated Service



### Smart Infrastructure

- Smart Water
- Smart Lighting
- Smart Waste Management



### Smart Transportation

- Smart Mobility
- Smart Charging
- Smart Traffic
- Smart Parking



### Smart Energy

- Energy Efficiency
- Reduced Emissions
- Smart meters

Developing Intelligent connectivity within and across City Verticals

*Combining Wireless Connectivity with Information and Communications Technologies*

# Will Femto cell suffice ?

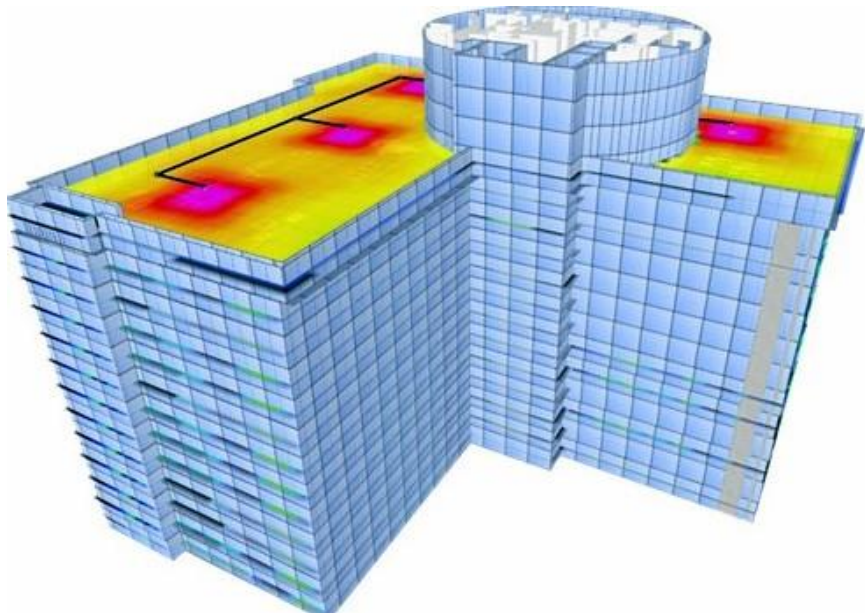


Micro-cell Supplementary Coverage



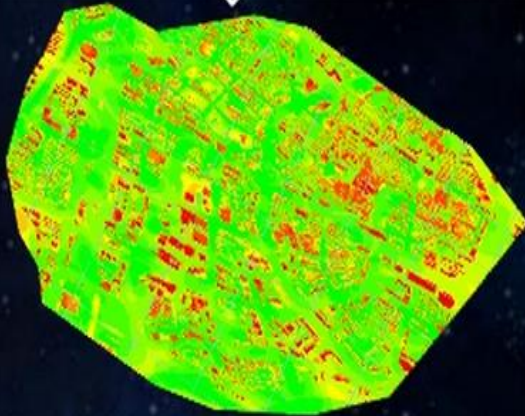
Micro-cell Networking

**Enterprise solutions ?**



# MACRO CELL COVERAGE ISSUES

Macro is not enough for continuous coverage



Shenzhen, China

Massive weak coverage points (red) after **10,000+** LTE macro sites deployed in Shenzhen City



Lack of sites for hot spot in developed cities



Tokyo, Japan

High traffic density demand high site density  
Increase site density in urban area is **top challenge**

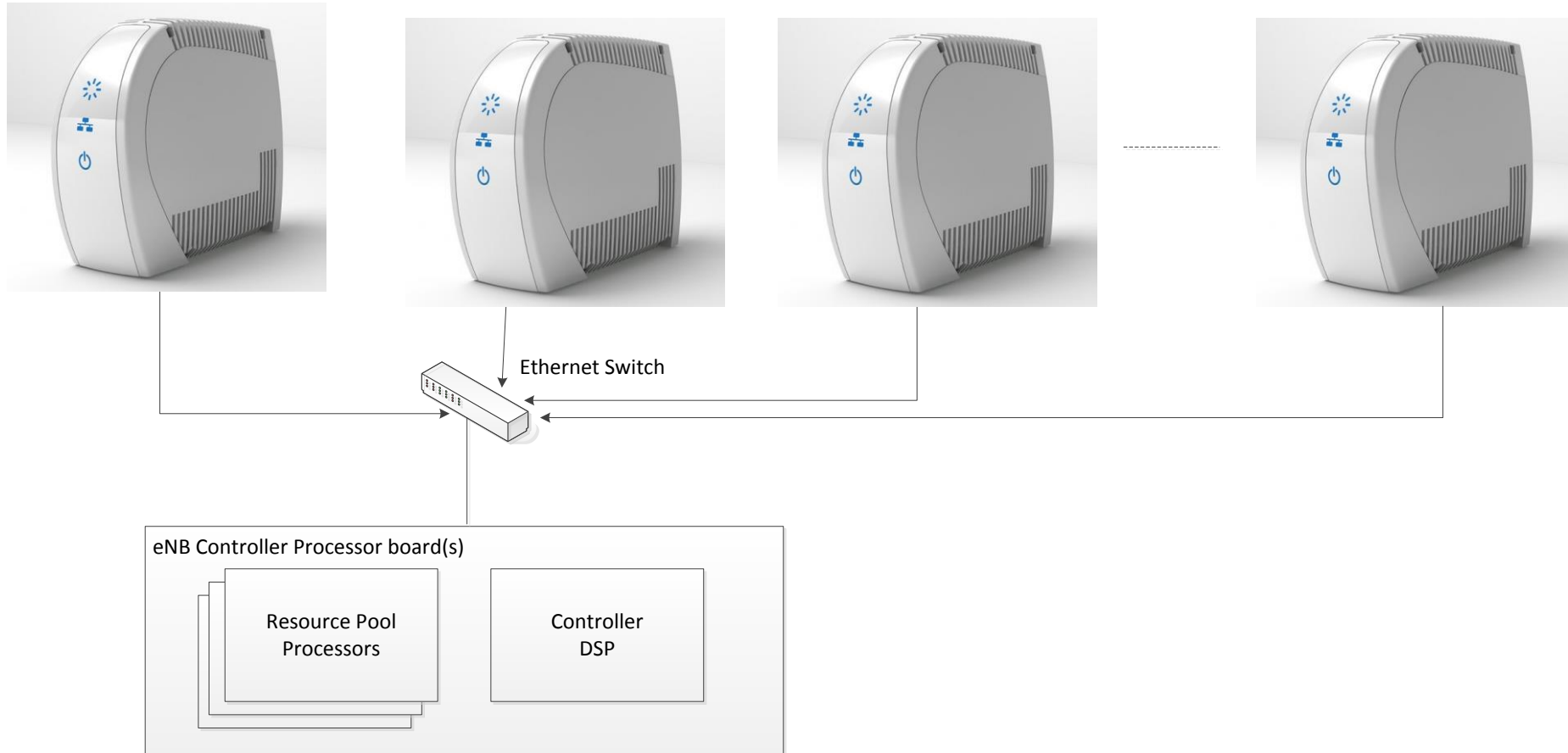


Real

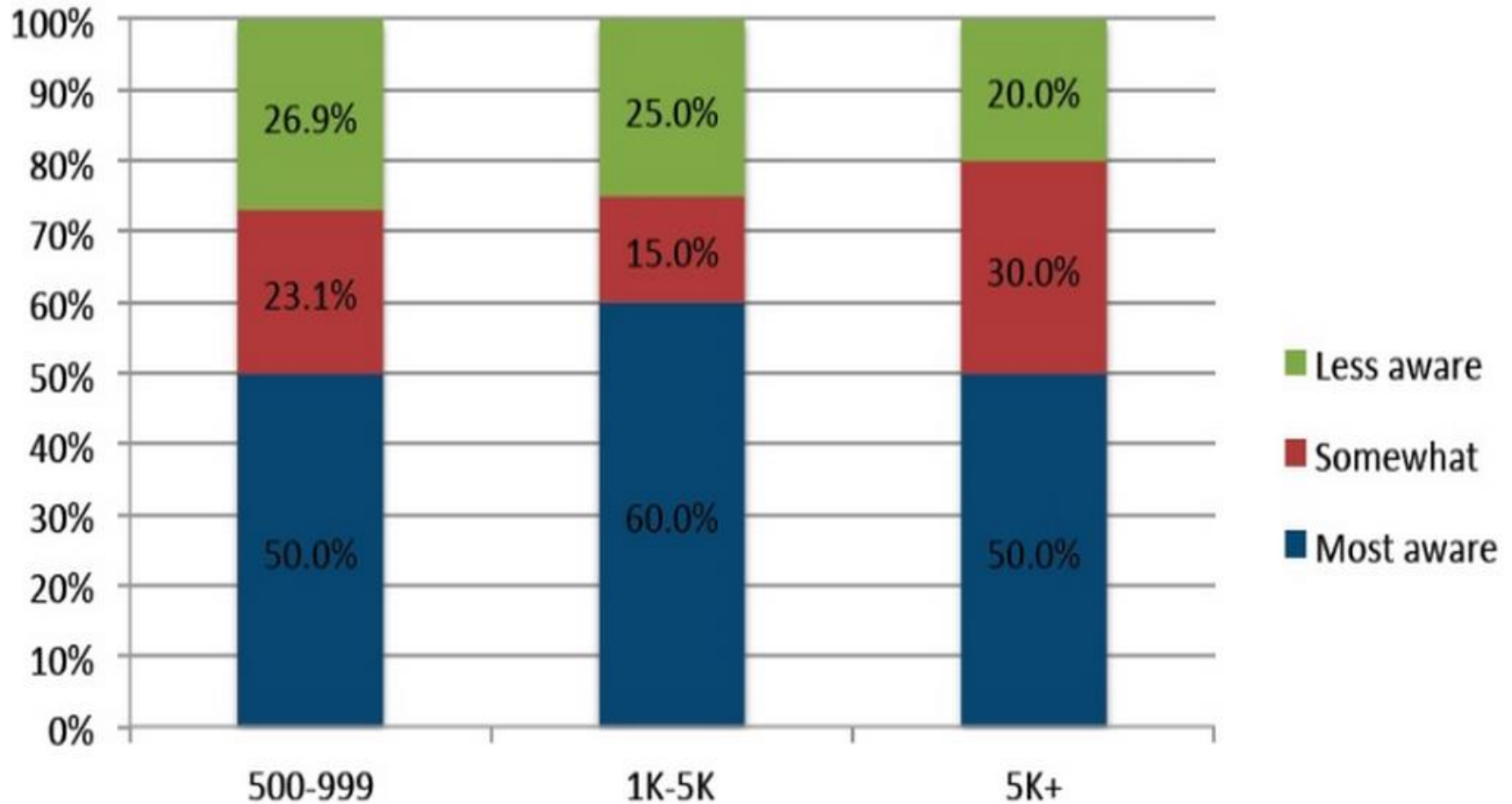
**X Mbps**

Anytime, Anywhere

# Proposed Solution



# Awareness of Enterprise Small cell solutions by employee size of Firm



Source : Femtoworld