

## Deploying UMTS on an existing 2G network at lowest costs (CAPEX & OPEX)

Market potential for 3G services is there in Africa for both high end and mass market users. Although, it is a priority for Mobile Operators to offer services at the right price in order to attract mass market and so called "lower ARPU users". Infrastructure vendors such as Alcatel and others defined this market as a priority, especially in Africa, by offering cost optimized solutions that preserve the maximum of deployed investments.