

fairwaves
GSM re-invented

Open-Source SDR and silicon vendors

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4 out of 6 GRCon giveaway devices use LMS6002D

A-2300, BladeRF, MyriadRF, UmTRX

**4 out of 6 GRCon
giveaway devices
use LMS6002D**

Why?

LMS6002D technical merits

- Wideband 0.3-3.8 GHz
- Flexible
- Single-chip good for manufacturing

... cool, but not enough

Small business and open-source friendly

Unlike ADI and Co

Friendly

- Retail distribution channels

Digikey, Richardson, etc

- Publicly available documentation

<https://github.com/myriadr/LMS6002D-docs>

- Open support channels

Forum <http://myriadr.org/forums/>

Mailing list <https://groups.google.com/forum/#!forum/limemicro-opensource>

- Inexpensive dev.units

<http://myriadr.org>

- No NDAs and MOQ



**In early 2011 it wasn't
like that!**

Lime Microsystems worked with small
projects the same way as with big
high volume telco companies

Concerns

- **Support cost**
for tens of independent people
- **Hiding info from competitors**
pinout, parameters, prices

Benefits

- **Aggregated volume**
of tens of independent projects
- **Potential new big market**
some killer-app with high volume

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**Not really relevant
after a year of sales**

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Solved by smart use of open-source new big

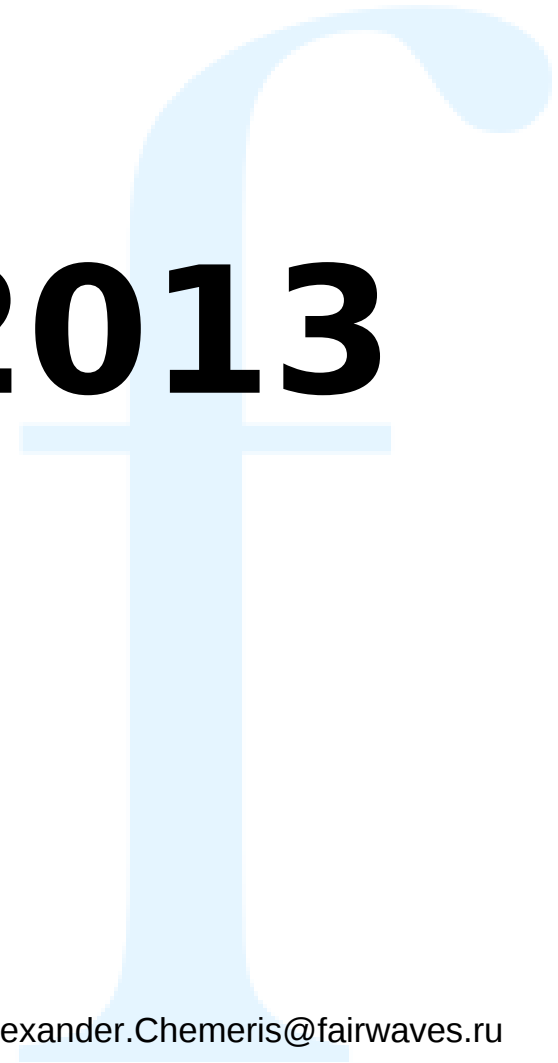
some killer-app with high volume

2011



[some work done]

2013



Current status

- MyriadRF.org open-source community
- Dedicated community manager (Andrew Back)
- Support forum and mailing list
- Published documentation and code samples

MyriadRF

- Current projects:
 - Myriad-RF dev.board
 - Loctronix A2300
 - Fairwaves UmTRX (partner project)
- Open and inclusive
- Not only Lime Microsystems based HW
- Still shaping

Promote open-source actively!

- **Talk to people**
Yes, this helps
- **Open-source and telco customers are compatible**
If done carefully
- **Talk business to business**
Open-source is a great tool for business
- **Don't expect immediate results**
Let them grow organically

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