

WINNCOM - CAMBIUM SWAP CALA V6

CALA strategy: Ubiquiti-first; Alta Labs second Wi-Fi; Mimosa/RADWIN specialists; Tarana premium/selective; Altowav added to 60 GHz without replacing existing options; Ceragon transport; Fibrain/HALNy fiber alternative.

Category	Cambium product / family	Primary replacement	Secondary / selective	Fit	Sales cue
PMP	PMP 450m - 3 GHz / CBRS	Tarana G1/G2 - premium/selective	RADWIN JET 3.5 GHz	Premium	Use only where RF/NLoS/capacity justify cost
PMP	PMP 450m - 5 GHz	Ubiquiti LTU	Mimosa A6; RADWIN JET	Strong alt.	Ubiquiti-first value path
PMP	PMP 450v - 5/6 GHz	Mimosa A6 / Ubiquiti LTU by band	RADWIN 5 GHz; Tarana selective	Strong alt.	6 GHz favors Mimosa; 5 GHz broader options
PMP	PMP 450i / MicroPoP	Ubiquiti LTU / Mimosa A6	RADWIN MultiSector	Strong alt.	Compact access / value migration
ePMP	ePMP 4500 / 3000 - 5 GHz	Ubiquiti LTU	Mimosa A6 + C6/C6x; RADWIN JET	Strong alt.	Default CALA migration path
ePMP	ePMP 4600 - 6 GHz	Mimosa A6 + C6/C6x	Region-specific 6 GHz option	Direct	Validate local 6 GHz rules
PTP	PTP 450 / 550 / 670	Mimosa B6x / Ubiquiti airFiber	RADWIN 2000E	Strong alt.	Backhaul by capacity / RF environment
60 GHz	cnWave 60 GHz	Ubiquiti Wave	Altowav D621 + C410/C420; Siklu by Ceragon MultiHaul TG	Strong alt.	Ubiquiti first; Altowav additional PtMP option
Bridge	5 GHz Bridge-in-a-Box	Ubiquiti / Mimosa pair	RADWIN 2000E	Direct	Simple building / campus bridge
Bridge	60 GHz Bridge-in-a-Box	Ubiquiti Wave / airFiber 60	Altowav D621/C410/C420; Siklu by Ceragon	Direct	Short-range multi-gig bridge
Microwave	PTP 820 / 850 - 6-42 GHz	Ceragon IP-50 family	Intracom / SIAE where appropriate	Direct	Licensed microwave
E-band	PTP 820E / 850EX	Ceragon IP-50EX	Intracom UltraLink GX80/XR80	Direct	High-capacity E-band

Use as first-pass sales guidance; engineering/regulatory validation is required before quote.

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Wi-Fi	X7 Wi-Fi 7	Ubiquiti E7 / U7 family	Alta Labs AP7-Pro; TP-Link Omada	Strong alt.	Ubiquiti primary; Alta second option
Wi-Fi	XV2 indoor Wi-Fi 6	Ubiquiti U7 / U6	Alta Labs AP6 / AP6-Pro; TP-Link Omada	Strong alt.	Enterprise indoor
Wi-Fi	XE3-4 Wi-Fi 6E	Ubiquiti Wi-Fi 7 upgrade path	Alta Labs AP7-Pro; TP-Link Omada Wi-Fi 7	Transform	Move forward to Wi-Fi 7
Wi-Fi	XV3/XE5 high-density	Ubiquiti E7 Audience / E7	Alta Labs AP7-Pro; TP-Link EAP787	Strong alt.	High-density venues
Wi-Fi	XV2-22H wall plate	Ubiquiti U7 In-Wall	Alta Labs AP6W; TP-Link wall AP	Strong alt.	Hospitality / MDU
Wi-Fi	XV2-23T / outdoor	Ubiquiti E7 Campus / outdoor	Alta Labs AP6-Pro Outdoor; TP-Link outdoor	Strong alt.	Outdoor / campus
Residential	RV22 / managed home Wi-Fi	Ubiquiti / operator-selected home Wi-Fi	Nokia Beacon + Corteca; TP-Link Aginet	Strong alt.	Nokia selective for larger operators
Switching	cnMatrix EX2000	Ubiquiti UniFi switching	Alta Labs S24/S48; TP-Link Omada	Strong alt.	Alta fits simple access-layer projects
Switching	cnMatrix EX3000	Ubiquiti Enterprise Campus / Aggregation	TP-Link S6500 / S7500	Strong alt.	Do not use Alta as core/aggregation lead
Switching	cnMatrix TX tower	Ubiquiti UISP Switch where fit	Engineered tower solution	Eng. review	Validate passive PoE / DC / sync
Fiber	Combo GPON/XGS-PON OLT	Ubiquiti UISP Fiber OLT XGS	Fibrain V5908XC / V6016XC; Nokia selective	Strong alt.	CALA price/performance path
Fiber	GPON/XGS-PON ONT	Ubiquiti UISP Fiber ONU family	HALNy by Fibrain; Nokia selective	Direct	Keep OLT/ONT validated
Fiber	XGS-PON pluggable ONU	HALNy HLX-SFPX	Ubiquiti standard ONU architecture	Eng. review	Lab-test OMCI interoperability
Security	NSE 3000 / 4000	Ubiquiti gateway / Enterprise Firewall	TP-Link gateway or security specialist	Strong alt.	Validate security depth / compliance
IIoT	cnReach	FreeWave ZumLink / FGR3 / LRS	Teltonika RUT/TRB	Strong alt.	SCADA / telemetry / industrial
Software	cnMaestro / LINKPlanner / cnHeat / QoE	TBD	TBD	TBD	Software replacement strategy TBD

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