

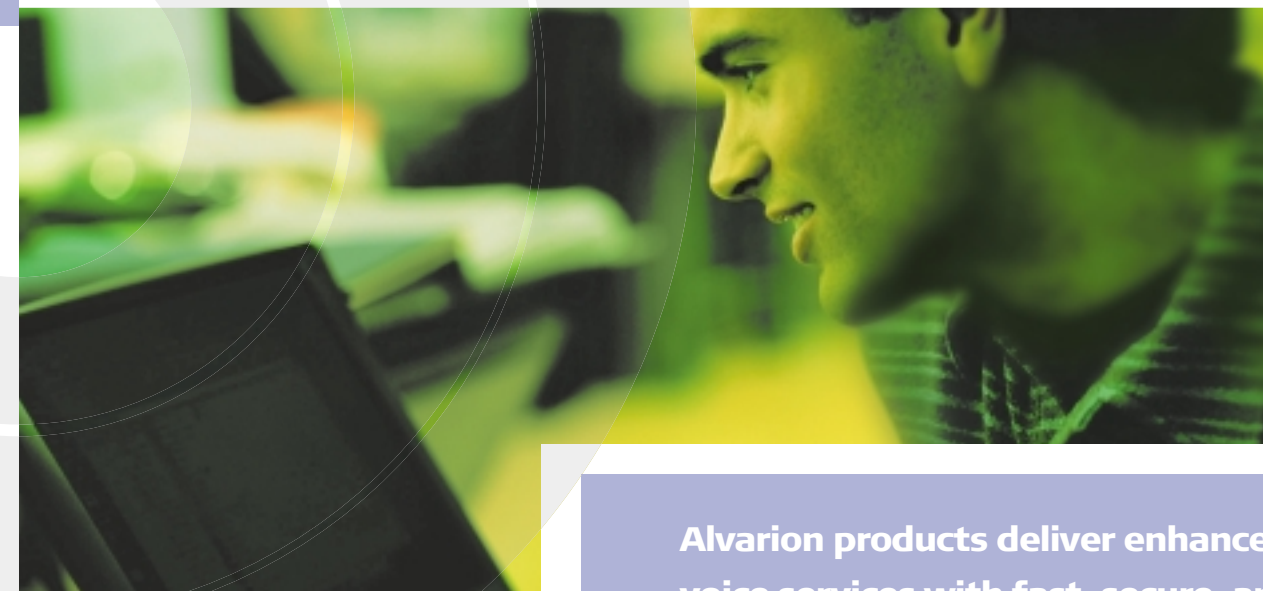
BreezeCOM and Floware unite



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www.alvarion.com

# Solutions for Service Providers and Local Telcos



Alvarion products deliver enhanced data and voice services with fast, secure, and bottleneck-free connectivity



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# Service Provider/Local Telco Challenge:

## Clearing the last mile hurdle

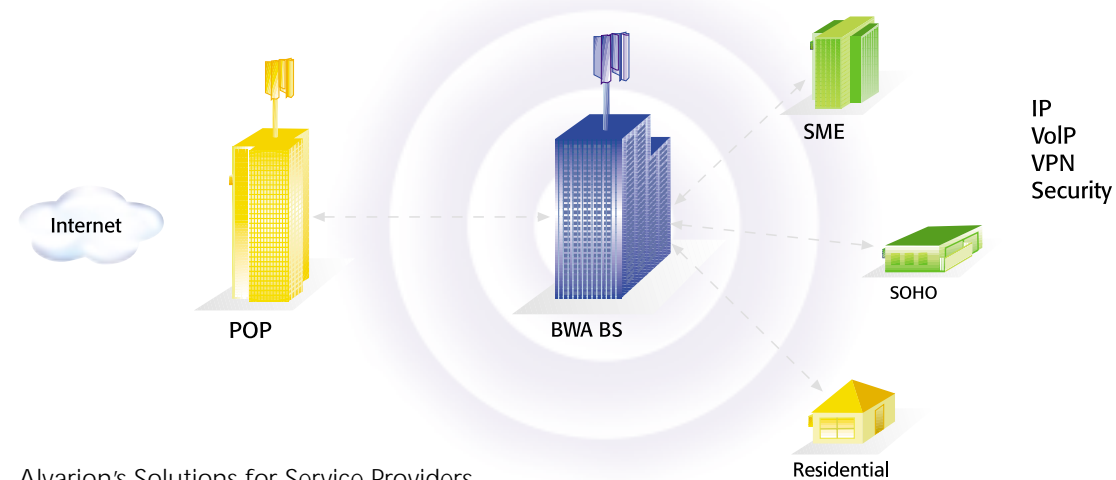
In today's competitive Service Provider and Telco markets, comprehensive solution packages, above and beyond the model of simple Internet access, are required to propel the industry to new levels. The advent of high growth markets, such as SMEs (small and medium-sized enterprises) and SOHOs (small office, home office) presents Providers and Telcos with an array of lucrative opportunities for generating revenue quickly and effectively. As these segments expand their service requirements, the demand upon Service Providers and Telcos to deliver enhanced data and voice services with fast, secure, and bottleneck-free connectivity increases.

Fully capitalizing on the potential of these expanding markets is reliant upon the delivery of dependable last mile broadband connectivity. Connecting the last mile is in turn dependent on the deployment of the necessary infrastructure. Many SME and SOHO customers are located on the periphery of urban centers, beyond the reach of fiber-optic systems, cable modems and other landline connections. Even when such connections are readily available, bottlenecks between a Provider's final point-of-presence and the customer often lead to inconsistent service and unpredictable network performance.

### Alvarion: Extending profit opportunities to Service Providers & Local Telcos

Alvarion leverages Broadband Wireless Access (BWA) technology to bring Service Providers and Telcos a new class of broadband network infrastructure - one that is scalable, affordable and rapidly deployable anywhere. Our comprehensive wireless solutions are independent of landline infrastructure. This enables Service Providers and Telcos to supply their business customers with robust, high-speed wireless Internet connectivity. This is the key profit opportunity for Service Providers and Telcos operating in a market environment where enhanced services are the defining factor in generating new and profitable revenue sources. Ideal for large, medium and small Service Providers and Local Telcos, Alvarion products enable a full complement of value-added service options, including Voice over Internet Protocol (VoIP), Virtual Private Networks (VPN) and superior Quality of Service (QoS).

Alvarion's solutions require minimal initial investments and feature rapid roll out, enabling Service Providers and Telcos to profit from immediate customer revenues. By reducing installation costs, expediting network deployment and using standard IP-based components, Alvarion products deliver a fast return on investment, helping to build profitable and sustainable voice and data businesses in every market segment.



Alvarion's Solutions for Service Providers



### BWA: Delivering service over the airwaves

Alvarion BWA equipment enables customers to gain access quickly, efficiently and consistently. By simply mounting the attractive and compact subscriber unit on a wall or placing it on a desk, customers are immediately transported to a world of reliable Internet connectivity and enhanced data and voice services. The Alvarion subscriber unit features trouble-free subscriber installation, eliminating the need and cost of a service truck and technician. Alvarion's BWA solutions enable Service Providers and Telcos to offer their subscribers:

- Enhanced service offerings with best-quality data, rich media and voice (VoIP) over a secure network
- Consistent QoS, improved performance and reliability
- Virtual Private Network (VPN) capabilities, enabling enterprises in the SME and SOHO segments to provide secure telecommuter access
- Attractive and competitive rating schemes

### BreezeACCESS™ & BreezeNET®:

#### Mature, field-proven technology for young markets

With its vast, proven R&D experience and hundreds of successful Service Provider & Local Telco deployments and largest worldwide install base, comprising 500,000 CPEs, Alvarion has a deep understanding of the needs of small, medium and large operators. Alvarion offers Service Providers and Telcos a superior broadband wireless access solution that ensures secure, consistent, reliable and affordable service delivery. Alvarion's BreezeACCESS and BreezeNET wireless products are high-performance alternatives to DSL and cable networks in terms of bandwidth, QoS and reliability. Moreover, the inherent mobility of our wireless solutions enables Service Providers and Telcos to provide their customers with the efficiency and enhanced freedom of a wireless, portable and flexible environment. In addition, Alvarion's expertise in providing low cost equipment ensures that Service Providers and Telcos profit from a rapid and maximized return on investment.

Alvarion's wireless access solutions for Service Providers and Telcos comprise two complementary product lines, which fulfill the requirements for licensed and license-free applications in most BWA target markets worldwide. BreezeNET and BreezeACCESS II operate in the 2.4 GHz ISM band and BreezeACCESS V operates in the 5.8 GHz ISM band - all are approved for license-free installation in most countries. BreezeACCESS MMDS is for the licensed MMDS 2.5 GHz market that exists primarily in the US and BreezeACCESS XL operates in the 3.5 GHz band and is applicable all over the world.