

# Corporate Fact Sheet



## Alvarion® – Your OPEN™ WiMAX Choice

Alvarion is the largest WiMAX pure player, ensuring customer long term success with fixed and mobile solutions for the full range of frequency bands. Based on its OPEN WiMAX strategy, the company offers superior wireless broadband infrastructure and an all-IP best-of-breed ecosystem in cooperation with its strategic partners. Alvarion boasts over 200 commercial WiMAX deployments worldwide.

## Alvarion at a Glance

**Established:** 1992

**Employees:** 1000, with 500+ R&D engineers

**International presence:** over 25 local offices worldwide

**Listed:** NASDAQ NMS: ALVR

**Financial position:** cash flow positive with over \$140m in cash

**Sales:** Q4 2007 - \$66.3M

### Expertise:

- OPEN WiMAX solutions end-to-end
- Award-winning WiMAX platform launched in 2004 and deployed in over 150 countries
- Licensed and license-exempt solutions with frequency bands from 900 MHz to 28 GHz

### Diversified markets:

- Telecom carriers: ILECs, CLECs, cellular operators and WiMAX innovative challengers
- Service providers: ISPs, ASPs and other specialized operators
- Government and public safety agencies: municipalities, police and fire departments, emergency medical services, military/government installations, utilities
- Private networks: campuses, schools, healthcare facilities, warehouses

### Partners and customers:

- Strategic partnerships: Hitachi Communication Technologies, HP, IBM, Intel Corp, and others
- Top tier customers: AT&T, Cable & Wireless, Digicel, Enforta, Millicom, NTT West, Telefonica, Telenor, Telmex Group, Vodacom, and others
- Emerging top tier companies: DigitalBridge Communications, Finnet, Iberbanda, KDN, Startech Communications, Suntel, Telkom South Africa, and others

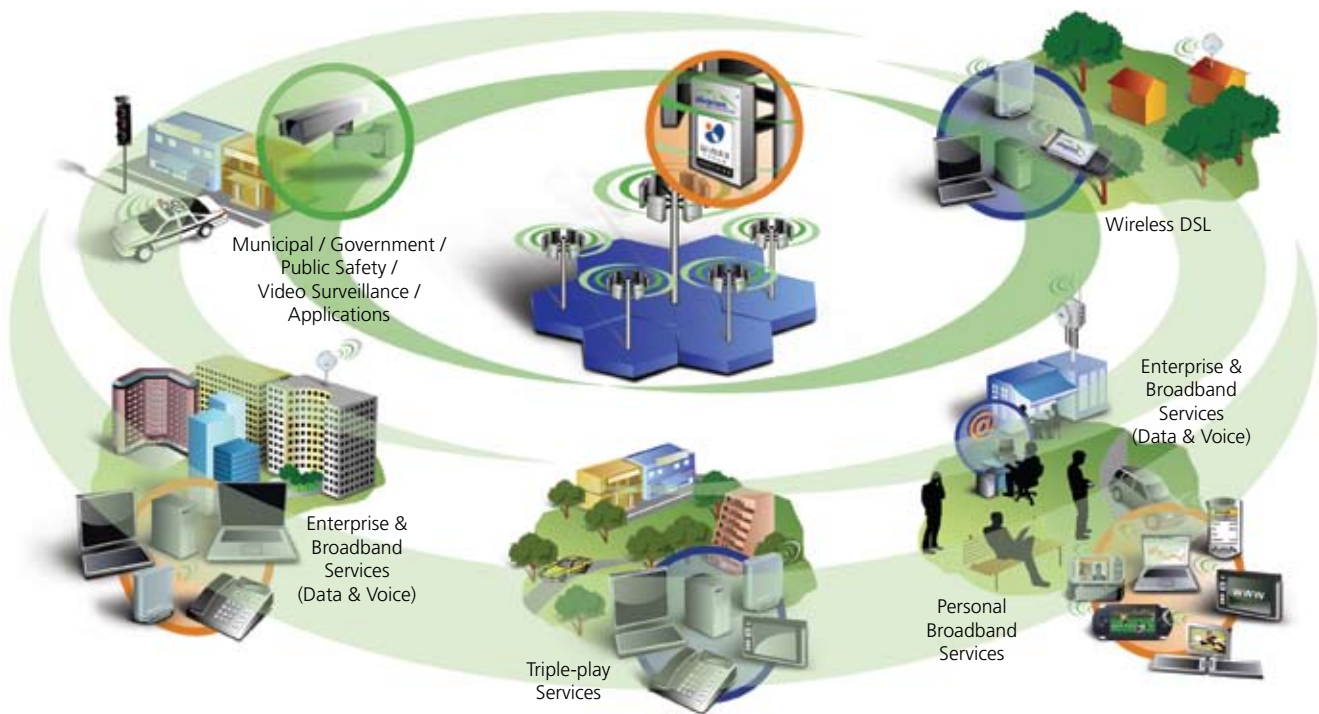
## Best-of-breed Ecosystem and OPEN WiMAX Strategy

OPEN WiMAX is designed to enable multiple telecom vendors to build a best-of-breed telecom access network in an open standard architecture, creating a unique operator-centric offering. Open networks in general, and OPEN WiMAX in particular, provide communication service providers with exceptional benefits, promoting long-term business competitiveness in the high demanding markets of broadband services.

Alvarion's 4Motion® solution is the foundation of the company's OPEN WiMAX ecosystem, which combines BreezeMAX® and other best-of-breed systems. An all-IP open architecture for Mobile WiMAX™ access networks, OPEN WiMAX is endorsed by the WiMAX Forum® and complies with the WiMAX Forum's Networking Working Group's specifications. Designed as open, standard and interoperable, the complete ecosystem encompasses network equipment, consumer electronics, service offerings and applications.



Skylight Research, December 2007



## Products, Applications & Services

Product	Applications	Services
BreezeMAX®	- Mobile broadband - Residential & enterprise broadband access (WDSL)	IP data, voice and video
BreezeACCESS®	Residential & enterprise broadband access (WDSL)	IP data + VoIP + video
eMGW	Residential multi service	TDM voice + IP data
WALKair®	Business multi service/ WiMAX & cellular networks feeding	TDM voice, ISDN, POTS, E1 + IP data
BreezeNET®	license-exempt bridging and backhaul	IP data

## Powered by Alvarion

- SentieM™ Mobile WiMAX technologies for increased coverage, capacity and enhanced user experience in networks using Alvarion's 4Motion solution
- Personal Broadband connecting individuals – 4Motion solution, BreezeMAX radio access network
- Primary Broadband connecting homes and buildings – 4Motion solution, BreezeMAX radio access network
- BreezeACCESS, eMGW, WALKair, BreezeNET
- Network Management – AlvariSTAR® carrier-class network management platform for broadband wireless networks
- Backhaul – BreezeNET B, BreezeNET DS.11 cost-effective feeding for cellular networks. Backhaul for base stations and Wi-Fi hotspots
- Public safety and other homeland security, municipalities, mining companies, water, oil and gas utilities – BreezeACCESS. Secure data, voice and video applications to vehicles and remote offices



www.alvarion.com

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For more information contact:  
corporate-sales@alvarion.com