

DragonWave

BUILDING BETTER
BACKHAUL SOLUTIONS



DragonWave



DragonWave Fast Facts

- **High Capacity Packet Microwave and TDM over Ethernet**
- **Headquartered in Ottawa, Canada**
 - Founded in 2000
 - Offices in US, UK, France, Australia, Singapore, India, Israel, and UAE
 - Worldwide stocking facilities and 24x7 support center located North America
- **Public company**
 - Traded on TSX (DWI) and NASDAQ (DRWI)
- **2011 Objective – Continue to be the market share leader in licensed microwave in North America**



DragonWave Product Portfolio

Horizon

Quantum

High Capacity Packet Microwave



Harmony

Converged Packet Microwave



Compact+

All-outdoor Packet Microwave



DragonWave Fusion

A1 & A10

Pseudowire Access Gateways



A800 & A1600

Pseudowire Aggregation Hubs



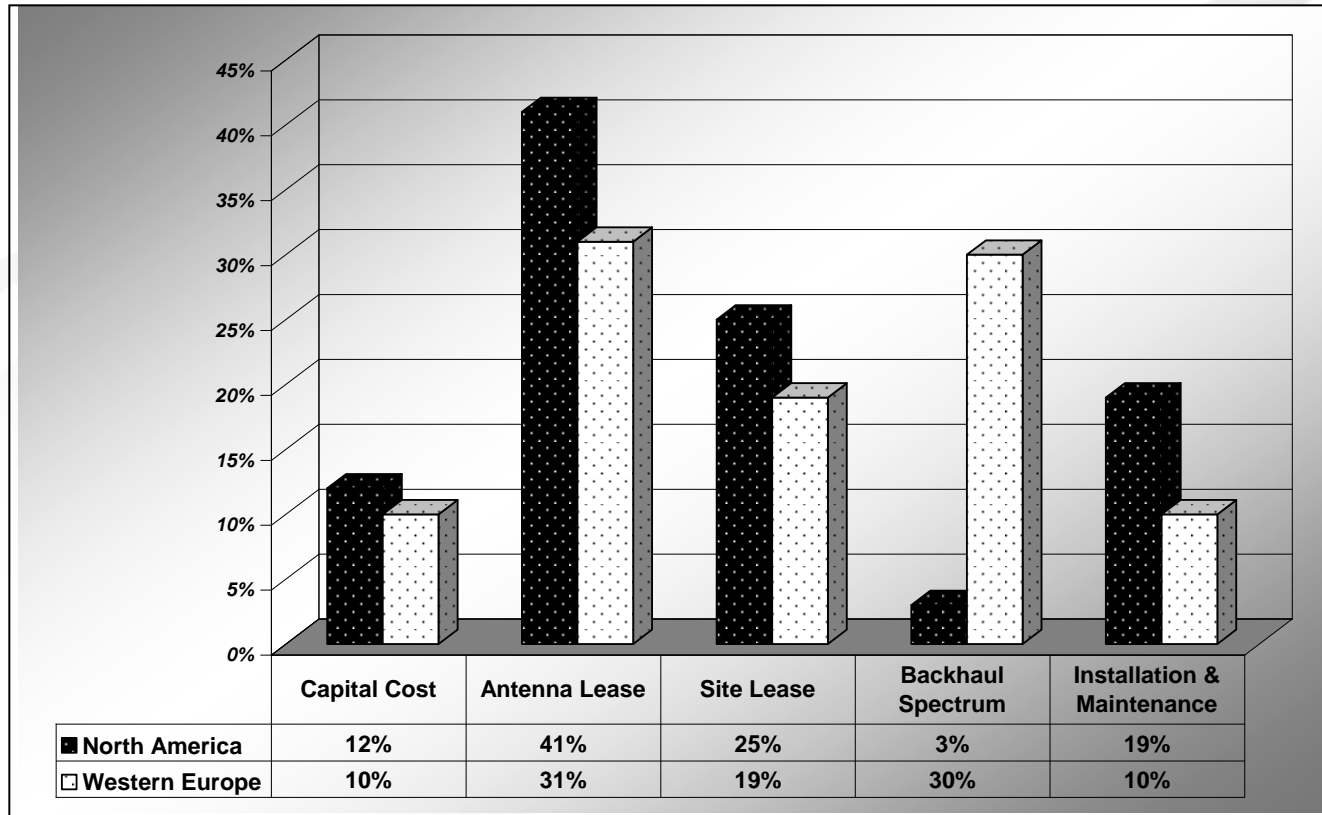
A20

Multi-service Packet Node



Total Cost of Ownership of MW

10-year Total Cost of Ownership



Payback is typically 12 to 24 months

Why isn't everyone doing this?

- **Wireline carriers are just this... wireless is scary**
- **Operational support may require new resources and new processes**
- **Business Objectives**
- **Wireless vs Wireline product offerings**
- **Common SLA**

Companies such as WireE are resolving these challenges and allowing Carriers to realize the benefits of MW

Horizon Compact+

- **Zero Footprint Packet Microwave**

- Radio and modem are integrated into a single outdoor unit
- Reduced rack congestion, collocation costs, power consumption, cabling
- Rapid deployment

- **Unmatched All-Outdoor Performance**

- Only all-outdoor solution supporting XPIC
- Supports up to 1Gbps
- Bulk compression and header optimization with DragonWave's Bandwidth Accelerator
- Service Aware Hitless Automatic Adaptive Modulation (HAAM)
- Pay-as-you-grow with automatic remote scalability
- Advanced security with integrated 256-bit AES encryption
- Comprehensive Ethernet OAM support (802.3ah, 802.1ag, Y.1731)
- Advanced QoS support with 8 levels of prioritization
- Flexible operation from 6 to 60 GHz



Horizon Quantum

◆ Highest Capacity and Spectral Efficiency

- 2 to 4 Gbps per link with DragonWave's Bandwidth Accelerator

◆ Enterprise & 4G Optimized

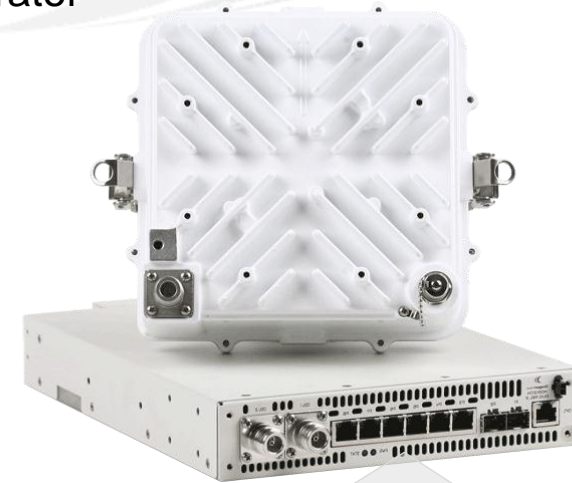
- Hitless Automatic Adaptive Modulation
- Hitless space/frequency diversity
- Full support for critical Ethernet transport
 - VLAN queuing/prioritization, flow control, jumbo packets

◆ Nodal Intelligence

- Integrated ring/mesh switching
- 6XGigE + 2 SFP Ports

◆ Flexible Operations and Lowest TCO

- Smallest footprint IDU and Radio
- Flex user scalable bandwidth, pay as you grow bandwidth
- Lowest cost per bit
- Remote Network Management
- CLI, Web GUI, and SNMP
- In-band or out-of-band management



Small Form Factor

- ½ RU width IDU
- 2 to 4 Gbps per 1RU
(with dual 50 MHz channels)