

DragonWave Corporate Profile

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DragonWave® (TSX: DWI; NASDAQ: DRWI) is the market and technology leader for high-capacity packet microwave solutions. With thousands of deployments in more than 50 countries, we enable service providers, government agencies, enterprises, healthcare facilities, educational institutions and other organizations to meet their increasing bandwidth requirements rapidly and affordably.

Our growing network of established distributors and trusted reseller partners cover virtually every country on the globe. Our corporate headquarters is located in Ottawa, Canada, and we have sales offices in Europe, Asia, the Middle East, and throughout North America.

Complete Solutions

DragonWave works with customers from the initial planning and design stages through to final build, network monitoring, and support. Our wireless backhaul solutions are designed to handle all traffic types and network deployment scenarios – from capacity upgrades, to network expansions, to new network deployments. We deliver field-tested packet microwave solutions for many different applications including the following:

- Mobile backhaul networks
- Leased line replacement
- Last mile fiber extension
- Private and enterprise networks
- Next-generation network backhaul including WiMAX and LTE

Primary product offerings include the Horizon® Compact and Horizon Quantum. These point-to-point wireless Ethernet systems operate in both licensed and unlicensed spectrum (6 GHz – 38 GHz) and support ring and mesh architectures for carrier grade delivery of next generation applications and services. Horizon offers zero footprint, all outdoor deployment options which result in significant ongoing savings for operators.

Our Service Delivery Units (SDU) provide a convenient, compact pseudowire solution for merging high-capacity TDM and Carrier Ethernet transport over a single packet-based network.

Competitive Advantage

DragonWave takes backhaul to a new level with the highest capacity and spectral efficiency packet microwave solutions in the market. Our products operate on a native Ethernet, packet-based platform designed to transport Ethernet directly rather than adapting Ethernet to TDM transport systems. As a result, Horizon systems feature high efficiency, low latency and full support for critical Ethernet data transport features, such as VLAN queuing and prioritization, flow control and jumbo packet support. In addition, Horizon's intelligent nodal switching greatly simplifies network operations. Our packet microwave radios are known in the industry for their high capacity, small form factor, zero footprint deployment options, and weather-proof design – delivering exceptional reliability even with the most stringent outdoor requirements.

We are currently the only vendor capable of providing wireless scalable, ultra-low latency solutions with wire-speed packet connectivity from 2 to 4 Gbps full duplex on a single link while providing 99.999% service availability.

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Target Markets

The demand for our products is driven by global trends, including IP convergence and intense pressure on backhaul capacity caused by the increased utility of mobile devices, a shift in demand from voice to multi-media content and services, growing requirements for wireless coverage, increasing numbers of subscribers, and investment in radio access network spectrum. Our target customers are shifting their networks from legacy TDM traffic to IP-based traffic to improve network efficiency and enable IP-based services.

We principally target the global wireless communications service provider market, in particular, those operators offering high-capacity wireless communication services, including traditional cellular service providers and emerging broadband wireless access (BWA) service providers. These operators offer high-speed digital communication services over wireless access networks, employing IP-based access technologies such as advanced (3G+) cellular technologies extending to next generation WiMAX and LTE.

Additional target customers include fixed-line network operators looking to extend access to their core network, as well as private networks of large multi-site organizations such as Fortune 500 enterprises, municipalities and government organizations.

Management Team

- Peter Allen
President & CEO
- Brian McCormack
Vice President of Sales
- Clive Belfort
Vice President, EMEA
- Erik Boch
CTO & Vice President, Engineering
- Dr. Alan Solheim
Vice President, Corporate Development
- Dave Farrar
Vice President, Operations
- Russell Frederick
Vice President, Finance & CFO
- Greg Friesen
Vice President, Product Management
- Tom McLellan
Vice President, Services
- John Lawlor
Vice President, Investor Relations

Board of Directors

- Gerry Spencer
Chairman of the Board
- Sir Terence Matthews
- Carl Eibl
- Jean-Paul Cossart
- Claude Haw
- Peter Allen
President & CEO
- Russell Frederick
Vice President, Finance & CFO