DragonWave Announced Customers

BUILDING BETTER BACKHAUL
EVERYWHERE

11/27/2012

DRAGONWAVE, WIREIE SIGN SUPPLY AGREEMENT AS DEMAND GROWS FOR CARRIER ETHERNET SERVICES TO RURAL AND REMOTE LOCATIONS

- WireIE and DragonWave sign a 3 year supply agreement valued at approximately $1 million in the first year. The contract supports WireIE's ongoing expansion through deployment of Horizon Compact, Compact + and Horizon Quantum
- WireIE is a growing Canadian wholesale network operator that has been deploying DragonWave equipment since its inception to bring Carrier-grade Ethernet services to rural and remote locations. By providing corporate customers robust connectivity that delivers real-time data transfer throughout their corporate ecosystem, WireIE is experiencing significant growth of its Transparent Ethernet Solutions® (TES) in rugged environments and is now expanding its opportunities to deliver Carrier-grade Ethernet to remote locations throughout Canada and the Americas.
- "Our team has a great deal of positive experience working with DragonWave, as the company has been our supplier since we first launched WireIE," said Rob Barlow, President & CEO. "Our solution for bringing Carrier Ethernet to remote areas is unique because it demands equipment that can perform reliably in the harshest of outdoor conditions. Our extensive positive experience with DragonWave microwave equipment has allowed us to establish service level agreement contracts that commit us to high performance standards with our customers. This was a key factor in our decision to continue to partner with DragonWave for high-capacity packet microwave radios as the foundation for delivering our services."
- The company's TES networks also serves government, financial, oil and gas, utilities and other enterprise markets by transporting data real-time over a high-availability, high-bandwidth, secure backbone with performance guarantees.

9/24/2012

DRAGONWAVE ANNOUNCES INTERTELECOM NETWORK DEPLOYMENT AND SUCCESSFUL FIELD TESTS USING 2048 QAM RADIOS

- Intertelecom, one of the largest wireless service providers in the Ukraine, concluded field tests and confirmed the functionality of higher modulation modes of up to 2048 QAM on the Horizon packet microwave products.
- The field tests were conducted in Odessa, Ukraine, the nation's south Bay City. Deployments and analysis for the field test were done in coordination with DragonWave's in-country partner UKRCOM and their customer Intertelecom. DragonWave has shipped over 800 Horizon links to Intertelecom through its local integration partner, UKRCOM.
- Field testing the higher modulation of the Horizon products demonstrated the radios' ability to transport up to 37 % more data through existing microwave channels, which significantly improves spectral efficiency and, correspondingly, lowers the operator's cost per bit. This testing was combined with dual channel operation and DragonWave's unique Bandwidth Accelerator feature. The combination of these two features and the higher modulation, offered an increase in capacity of greater than three times to more than 1.3 Gbps in this test.
- "We explored other options for increasing link capacity such as XPIC, but we soon realized that DragonWave's solution of coupling higher modulation modes with Hitless Automatic Adaptive Modulation allows us to meet the growing backhaul demands without needing to re-engineer existing links or purchase additional radios," said Boris Akulov, CEO at Intertelecom. "In effect, we have found a very cost efficient and streamlined means to triple our network capacity."

9/17/12

DRAGONWAVE HORIZON PRODUCTS INTEGRAL TO NIGERIAN CARRIERS' GROWING DEMAND FOR HIGH-CAPACITY WIRELESS BACKHAUL

- DragonWave announced that it is addressing a growing demand for streamlined wireless backhaul solutions in the Nigerian market and that it has recent deployments with five new customers in the West African nation. Mobitel, Netcom, MainOne, Spectranet, and

Monacom have selected DragonWave's Horizon product family to deliver high-capacity, 4G/LTE-Ready wireless backhaul networks.

- "Since its inception in 2009 Mobitel has relied on a technical partnership with DragonWave that has contributed directly to our ongoing success," said Johnson Salako, Mobitel president and CEO. "DragonWave provides unmatched service and support for a line of radios that are easily installed, configured and managed, as well as providing the durability and functionality that ensures optimum performance inNigeria's challenging climate conditions."

- "As a leading Nigerian wireless broadband service provider, we have found working with DragonWave to be very rewarding and know their products to have a capacity edge over other vendors," said Mahesh Bhanarkar, Spectranet Limited, Head of Technical Operations. "Installing and configuring DragonWave links is a very streamlined process which has allowed us to quickly upgrade our network and utilize them as the cornerstone for our BTS and enterprise service offerings."

2/14/12

JAB BROADBAND SELECTS DRAGONWAVE'S HORIZON QUANTUM TO SIGNIFICANTLY EXPAND THE WISP'S NETWORK CAPACITY IN SEVEN STATES

- Since 2005, DragonWave and JAB Broadband's business relationship has continually evolved as the WISP pursued an active expansion plan that saw hundreds of DragonWave links deployed in its network. Explaining its decision to base its current upgrade program on the Horizon products, JAB asserts that DragonWave provides the most innovative, reliable and advanced platforms that perform as promised, also noting they are the most capable of leveraging new emergent technologies.

- "We've rigorously tested a range of licensed wireless backhaul solutions and DragonWave has consistently come out on top," said Bret Westwood, Vice President of Network Operations for JAB Broadband. "Using DragonWave's innovative Quantum links, we can dramatically increase our capacity at the tower while leveraging the product's dual-link capabilities to greatly reduce our tower rents and capital costs. The Quantum's graceful upgrade path, high capacity, and cost advantages are critical to our current effort to upgrade our entire network. With dramatic increases in customer usage, we need to be prepared for the future and DragonWave is key to that end.

10/26/11

DRAGONWAVE, FIBERTOWER PARTNER TO BRING BUNDLED MICROCELLULAR SOLUTIONS

- The burgeoning need for high-capacity data traffic to meet growth within dense, complex urban areas has become a key motivator for microcellular deployments and is driving innovation in network development initiatives. In a move that directly benefits mobile operators, DragonWave Inc. and FiberTower, one of the largest alternative backhaul providers in the United States, have entered into an alliance that allows DragonWave to bundle FiberTower spectrum with its Avenue product line, while also enabling FiberTower to offer bundled spectrum and equipment solutions.

- "Clearly, as mobile operators are moving to microcellular architectures, innovative wireless backhaul solutions are needed" said Kurt Van Wagenen, FiberTower President and CEO. "The DragonWave Avenue comes at an opportune time for the industry and by leveragingFiberTower's extensive 24GHz and 39GHz spectrum, operators can now have a small, pole-mountable, street-level backhaul solution."

10/18/11

BVU OPTINET SELECTS DRAGONWAVE'S FUSION A800 FOR NETWORK MIGRATION

- BVU Optinet utilized DragonWave's Fusion products in its access network to deliver T1s and Ethernet services to its customers. By selecting and deploying the Fusion A800, BVU Optinet has initiated TDM to IP migration into the core of its network. The Fusion A800 will replace more expensive SONET trunks in BVU Optinet's network, while enhancing interconnectivity to the company's central offices via Gigabit Ethernet connections.

- "Our business is all about preserving around the clock interoperability and ensuring

exceptional reliability and security for our customers," said Stacy Evans, BVU Optinet Director of Engineering. "After thorough due diligence, we selected DragonWave's Fusion solution with confidence based upon its proven ability to offer seamless transmission of our services as we transition to next-generation network hardware and position the company for continued success."

7/11/11

TELUS PARTNERS WITH DRAGONWAVE TO PROVIDE HIGH-CAPACITY VIDEO AND DATA CONNECTIVITY

- Horizon Compact selected for last-mile packet microwave connectivity for special events
- TELUS selected Horizon Compact primarily because its all-outdoor, zero-footprint design allows for rapid deployment of service to remote locations without need for trenching optical fibre.

3/29/11

FIBERTOWER SELECTS DRAGONWAVE SOLUTIONS TO DELIVER PACKET-BACKHAUL SERVICES FOR MAJOR WIRELESS CARRIERS

- Booming bandwidth demand for backhauling major wireless carriers 3G, 4G and LTE services has turned FiberTower, one of the largest alternative backhaul providers in the United States, to DragonWave products for high-capacity packet microwave.
- DragonWave's Horizon Compact is being deployed to support FiberTower's microwave-based packet backhaul services.
- FiberTower maintains an extensive footprint in 24 GHz and 39 GHz radio spectrum bands, carrier-class fiber and microwave networks in major markets nationwide to serve the needs of the major wireless carriers. With wireless carriers undertaking major 3G, 4G and LTE service initiatives, FiberTower sought a solution from DragonWave, to build out a higher-capacity, converged packet backbone for backhauling customer services. DragonWave products are installed in FiberTower's networks in Ohio and Texas.
- "Our customers include nine US wireless carriers, and increasingly they are demanding pure packet backhaul to ensure optimal performance for their service offerings. DragonWave offers a family of solutions that is clearly head of the class-in terms of both scalability and flexibility-for pure packet backhaul," said Dave Jones, Senior Vice President of Network Services with FiberTower. "Furthermore, the DragonWave solution is engineered with valuable attributes that enable us to enter new markets quickly and cost-effectively. One of the things that impressed us during our trial of the Horizon Compact, for example, was its innovative, zero-footprint configuration."

03/24/11

NORTHEAST WIRELESS SELECTS DRAGONWAVE HIGH-CAPACITY PACKET MICROWAVE BACKHAUL SOLUTION FOR NEW 3G, 4G NETWORKS IN UNDER-SERVED MARKETS

- Committed to "connecting the unconnected," Northeast Wireless Networks has DragonWave to help it quickly and cost-effectively enable 3G and 4G services in under-served markets.
- Northeast Wireless's first deployments of DragonWave's Horizon Compact and Horizon Quantum will enable greenfield network rollouts in rural Maine and Oregon.
- Northeast Wireless Networks is a Maine-based, rural-focused, "shared-network" carrier, wholesaling cost-effective, wireless broadband services to major telecommunications carriers in markets throughout the United States that have been historically under-served.
- After an evaluation of multiple vendors' solutions, Northeast Wireless selected the DragonWave Horizon solution for its pure-packet performance, unsurpassed scalability, proven reliability in challenging deployment environments and long-term investment protection to deliver carrier-grade wireless links between cell towers and its fiber-based backbone network.
- "In many parts of the United States, mobile services remain poor-in part because the backhaul connections linking rural cell towers deployed legacy technologies that were not designed to support today's advanced, broadband applications," said Robert Parsloe, Chief Executive Officer of Northeast Wireless Networks. "The DragonWave solution effectively

creates 'fiber in the sky', enabling us to offer our customers the most innovative, cost-efficient and secure broadband wireless services without incurring prohibitive operational and capital expenditures."

03/24/11

KEYON COMMUNICATIONS SELECTS DRAGONWAVE FOR BACKHAUL CONNECTIVITY FOR 4G WIRELESS BROADBAND NETWORK ACROSS RURAL NEVADA

- DragonWave enables KeyOn Communications to bring unprecedented services to rural communities across Nevada.
- Horizon Compact and Horizon Duo are being deployed to anchor the "middle mile" network components for KeyOn's stimulus-funded 4G wireless network service rollout to rural homes, businesses and critical community facilities such as healthcare providers.
- KeyOn, one of the largest providers of wireless broadband, satellite video and voice-over-Internet-protocol (VoIP) services in the United States, received a $10.2 million American Recovery and Reinvestment Act award to provide 4G, last-mile wireless broadband access and VoIP services in qualified rural communities throughout Nevada.
- DragonWave Horizon Compact and Horizon Duo will form roughly 110 high-capacity links in a major ring architecture interconnecting communities across Nevada. Instead of deploying legacy leased-line connections from traditional wireline operators in each of the communities served, KeyOn's resilient architecture and high-capacity statewide network will allow for cost-effective aggregation of Internet bandwidth at only a few select fiber points.

12/14/10

DRAGONWAVE HORIZON PRODUCTS SELECTED FOR XPLORNET 4G NETWORK TO SPEED CANADA'S MARCH TO FULL BROADBAND CONNECTIVITY

- DragonWave and Barrett Xplore signed a multimillion-dollar contract that will help Barrett Xplore - already rural Canada's leading broadband service provider - into a 4G broadband services offering, by delivering three to ten times the capacity of today's HSPA (High Speed Packet Access) service.
- "Barrett Xplore's mission is to bridge the urban/rural broadband divide in Canada," said Barrett Xplore VP of Strategic Technology Jeff Burlock. "4G will mean that fast, robust, affordable broadband services will be available to all Canadians, regardless of location. The services and benefits of rural broadband cannot be overstated. From telecommuting, to new business growth in rural areas, to distance health and education, rural broadband can change the face of Canada."
- Barrett Xplore's investment in this new 4G terrestrial network will be approximately $150 million. Construction of the terrestrial network - capable of 40 Mbps download speeds - began in the fall. When complete, that network will deliver speeds up to 100 Mbps and will consist of 1,200 towers strategically located in rural areas. Through 2011 and 2012, the terrestrial network will be complemented by a 4G satellite network capable of speeds of up to 25 Mbps

11/08/2010

CHOICE COMMUNICATIONS CHOOSES DRAGONWAVE TO DELIVER CONVERGED MOBILE SERVICES NETWORK IN MULTI-MILLION DOLLAR NETWORK BUILD THROUGHOUT THE U.S. VIRGIN ISLANDS

- Choice Communications selected DragonWave to provide high-capacity, cost effective, next generation wireless backhaul for its converged mobile services network in the U.S. Virgin Islands. Choice is a subsidiary of Atlantic Tele-Network Inc.
- Choice Communications selected the DragonWave Horizon products for both cell site backhaul and as an alternative to submarine fiber-optic cable interconnection between the three U.S. Virgin Islands. Future Technologies served as the turn-key integration partner for the project. As a result, Choice experienced significantly reduced overall capital costs and decreased time-to-launch.
- "Our selection of DragonWave backhaul services was a crucial decision in our launch of our best-of-breed converged CDMA and WiMAX mobile network. We are confident that,

through our collaboration with DragonWave, we will be able to continue to maintain and expand our network roadmap in our ongoing efforts to provide quality, reliable service to our customers," said Tony Shepherd, General Manager for Choice Communications.

10/19/2010

DRAGONWAVE AND HFCL ADDRESS STRATEGIC INDIAN MARKET BY FORMING JOINT VENTURE

- DragonWave and Himachal Futuristic Communications Ltd., one of India's leading telecommunication equipment manufacturers and turnkey service providers, formed a Joint Venture to provide packet microwave solutions to the Indian market. DragonWave will own 50.1% of the equity in the Joint Venture.
- The Joint Venture, based in Delhi, will utilize HFCL's local market knowledge and expertise to sell and market DragonWave products in India. HFCL will provide the Joint Venture with local manufacturing of DragonWave products from its state-of-the-art telecommunication equipment manufacturing facility at Solan, Himachal Pradesh.

10/18/2010

ATLANTIC TELE-NETWORK, INC. SIGNS MASTER SUPPLY AGREEMENT WITH DRAGONWAVE FOR BACKHAUL PRODUCTS

- Atlantic Tele-Network, Inc. (NASDAQ: ATNI) completed a Master Purchase Agreement to purchase DragonWave's high capacity packet microwave and pseudowire products to support ATN's existing 2G, 3G and 4G networks for their operations in North America, Bermuda and the Caribbean
- ATN provides wireless and other telecommunications services primarily to underserved or niche markets through its operating subsidiaries including Alltel, Commnet, Sovernet and ION in the United States; CellularOne in Bermuda, and GT&T, Choice Communications and Islandcom Wireless in the Caribbean.
- "The robust capacity of the Horizon Quantum and the agility of the all-outdoor Horizon Compact gives us confidence that we have the necessary backhaul solutions to support our networks," said Jim Fredrickson, Vice President of Networks of Atlantic Tele-Network. "These products will continue to support both our legacy TDM cellular equipment, as well as our next generation IP networks through the use of DragonWave's pseudowire architecture."

10/18/2010

THE BLUE ZONE SELECTS DRAGONWAVE BACKHAUL SOLUTION TO ENABLE QUICK, COST-EFFECTIVE WIMAX EXPANSION

- The Blue Zone™, a fixed wireless provider in the Middle East and North America, has selected DragonWave's Horizon Compact to enable quick, cost-effective WiMAX service expansion to business and residential customers across Jordan. The DragonWave solution will deliver low-latency microwave backhaul at speeds reaching 200 Mbps.
- "The Horizon Compact is a key element in our growth strategy," said Ahmed El-Mahdawy, Chief Executive Officer for The Blue Zone. "It offers industry-leading levels of backhaul scalability, throughput, latency and spectral efficiency that will enable us to cost-effectively provide our customers with state-of-the-art offerings. Also, DragonWave's rugged solution will enable us to rapidly turn up reliable, high-quality services even in the most challenging environments, such as Jordan's deserts, and then easily and dynamically upgrade speeds as business opportunities dictate."

9/13/2010

DRAGONWAVE AND EXECULINK TELECOM PARTNER ON BROADBAND NETWORK IN ONTARIO

- Execulink Telecom partners with DragonWave to provide affordable broadband Internet access to residential and small-business customers in southern Ontario.
- After extensive evaluation and a public bid in which many solutions were considered,

Execulink chose the Horizon Compact because it allows them to offer the best Quality of Service (QoS) to their customers. Plus, its superior technical design translates into significant ongoing savings in operational expenditures (OPEX), and implementation is essentially seamless.

- Execulink Telecom is using the DragonWave solution for about 30 backhaul connections across the 2,000-square-kilometer county. Horizon Compact offers Execulink Telecom the flexibility and scalability to quickly introduce next-generation services such as digital voice, support for backup facilities, alarm systems, disaster recovery and security.

6/22/2010

BAUD TELECOM NAMES DRAGONWAVE 'VENDOR OF CHOICE' FOR LAST MILE ENTERPRISE ACCESS

- Baud Telecom Company (BTC Networks) selected DragonWave as its "vendor of choice" for wireless, last-mile enterprise access in Nationwide Rollout in Saudi Arabia.
- One of BTC Networks' valuable customers, Etihad Atheeb Telecom Company "GO", is expanding its footprint across Saudi Arabia by deploying DragonWave's Horizon Compact to flexibly support low-latency business services of varying speeds up to 400 Mbps.
- Horizon Compact allows BTC to meet GO's needs to be able to introduce low-latency services in locations where fiber access is unavailable or prohibitively expensive. Plus, the spectral efficiency of the DragonWave solution will allow GO Telecom and BTC's other customers to cost-effectively deliver the maximum amount of revenue-generating services over their licensed spectrum allotments."
- The Horizon Compact's advanced failover and preemptive-handoff capabilities ensure high degrees of traffic security and service reliability, and its remote scalability and integration of traditional split indoor modem and outdoor radio functionality into a single, small, all-outdoor chassis contribute to a low total cost of ownership.

3/15/2010

COSMOLINE STANDARDIZES ON DRAGONWAVE FOR BACKHAUL IN 4G MOBILE WIMAX DEPLOYMENT ACROSS GREECE

- Cosmoline has selected DragonWave as its exclusive backhaul provider for a national 4G mobile WiMAX network across Greece. DragonWave's Horizon Compact and Horizon Quantum will deliver native-Ethernet backhaul across approximately 1,000 wireless links.
- The combination of Horizon Compact's all-outdoor form factor and robustness plus Horizon Quantum's unequalled capacity and spectral efficiency made this an easy decision to standardize on DragonWave for all of our backhaul needs," said Dimitris Politopoulos, chief executive officer, Cosmoline. "
- Cosmoline, plans to migrate about 130,000 customers of traditional leased-line offerings to next-generation fixed wireless access for data, voice and video services. Cosmoline aims to convert its business, residential and government users to 4G mobile WiMAX services.

3/8/2010

NTUA TO TRIAL DRAGONWAVE'S NEW HORIZON QUANTUM RADIO FOR LTE PILOT ON NAVAJO NATION

- Navajo Tribal Utility Authority (NTUA) is doing a commercial field test using DragonWave's Horizon Quantum radio product.
- The network is designed to enable unprecedented applications such as broadband Internet access, distance learning and telemedicine that will certainly benefit people on the Navajo Nation.
- Using microwave to tie remote sites to the fiber for 4G technologies is an integral enabler of their overall strategy to meet and exceed expectations.
- In support of NTUA's application, DragonWave installed a commercial pilot network near Fort Defiance, Arizona, in which the Horizon Quantum is backhauling 700 MHZ LTE base stations.

2/24/2010

DRAGONWAVE SIGNS OEM AGREEMENT WITH GLOBAL MOBILE EQUIPMENT MANUFACTURER

- Signed an original equipment manufacturer (OEM) agreement with a world leader in mobile communications infrastructure.
- Under this agreement, DragonWave's microwave radio system is expected to be included in end-to-end mobile backhaul solutions in North America and Japan.

2/14/2010

JUNIPER NETWORKS EXPANDS MOBILITY PARTNERSHIPS, INTRODUCES JUNOS READY SOFTWARE PORTFOLIO

- Juniper and DragonWave have validated DragonWave's next generation Ethernet microwave system (Horizontal Compact) for interoperability with Juniper's BX Multi-Access Gateway. This extends Juniper's BX footprint to address packet microwave in the backhaul.

11/2/2009

DRAGONWAVE'S NEXT GENERATION BACKHAUL SOLUTION SELECTED BY VIDÉOTRON FOR 3G NETWORK DEPLOYMENT

- Horizon Compact delivers packet based backhaul, meeting the high levels of capacity and reliability needed for Videotron's High Speed Packet Access (HSPA) network
- The solution offers several key advantages for Videotron including advanced traffic queuing, multiple protection options, all-outdoor deployment, and unmatched capacity and reliability

10/6/2009

YOTA RELIES ON HORIZON COMPACT IN EXTENDING RUSSIA'S FIRST 4G NETWORK

- Yota deployed Horizon Compact - extending Russia's first 4G network to regions beyond Moscow and St. Petersburg. The DragonWave solution supports 400 Mbps capable links for backhaul of Yota Mobile WiMAX services for business and residential users.
- "This is a very large, innovative network, and we've invested heavily in promoting our Yota brand. We absolutely could not afford to resort to yesterday's technologies in rolling out state-of-the-art, mobile broadband access to our customers," said Dmitry Privalov, Head of Department for Radio Optimization with Yota.

9/22/2009

UNWIRED AUSTRALIA SELECTS DRAGONWAVE FOR MULTI-YEAR EXCLUSIVE SUPPLY AGREEMENT IN NATION'S FIRST 4G MOBILE WIMAX NETWORK

- Unwired Australia will help build and operate the Vivid Wireless Perth network, scheduled to launch in March 2010.
- Vivid Wireless, Australia's first "4G" mobile WiMAX network deployment uses Horizon Compact for backhaul connectivity of up to 200 Mbps initially.
- Unwired put the Horizon Compact through a battery of field trials, and it consistently demonstrated reliable performance, advanced spectral efficiency and ease of use in degrees that differentiated the DragonWave solution from others that they evaluated.

9/1/2009

HORIZON COMPACT PROVIDES ROBUST, RELIABLE WIMAX BACKHAUL FOR IBW'S COSTA RICA ROLLOUT

- IBW's network is the first 802.16e Mobile WiMAX deployment in Costa Rica. In this first phase of a nationwide rollout, IBW is offering Ethernet access services of up to 2 Mbps to

business customers in Costa Rica's capital and largest city, San José

- The levels of throughput and latency that the Horizon Compact delivered we far superior to any other solution IBW tested. Horizon Compact demonstrated its ruggedness by continuing to deliver optimal service performance via adaptive modulation even during severe lightning storms.
- DragonWave's solution delivers native Ethernet without the frictional losses and overhead that are associated with traditional systems based on SONET/SDH (Synchronous Optical Network/Synchronous Digital Hierarchy), and this translates into the immediate and long-term performance gains that we sought."

7/10/2009

GLOBALIVE WIRELESS CHOOSES DRAGONWAVE TO DELIVER NEXT GENERATION TECHNOLOGY IN MULTIMILLION DOLLAR 3G NETWORK BUILD ACROSS CANADA

- Globalive Wireless selected Horizon Compact to provide backhaul for its high speed packet access network.
- New IP applications are quickly exceeding the capacity of existing networks, Horizon Compact allows Globalive to meet the growing demand for more bandwidth without the expense of building or expanding a fibre backbone
- Horizon was selected for it's innovative Ethernet-based alternative to the more expensive leased-line and fibre optic infrastructure favored by legacy carriers

6/22/2009

CEDARCOM (LEBANON) DEPLOYS DRAGONWAVE'S HORIZON COMPACT FOR BACKHAUL IN ITS AWARD WINNING MOBI AND WIMAX WIRELESS NETWORK

- Cedarcom's Mobi network continues to grow and Horizon Compact is playing a key role in extending coverage to major cities in Mount Lebanon, North, South, and Bekaa valley.
- The Horizon Compact backhaul solution is helping them drive costs down while at the same time providing the bandwidth scalability they need to grow their business.

5/20/2009

CONNECTEO USES HORIZON COMPACT TO DELIVER HIGH CAPACITY BROADBAND SERVICES IN WEST AFRICA

- Connecteo uses Horizon Compact to bypass traditional leased line infrastructure and provide cost efficient and scalable broadband IP services to its enterprise customers in Burkina Faso.
- DragonWave's products allowed Connecteo to use the maximum potential of their frequency allocations and drive down their network costs without compromising future scalability. These factors were key to achieving their business goals.
- Connecteo is managed by Monaco Telecom, an affiliate in the international business unit of UK-based Cable & Wireless Group, which operates integrated telecommunications companies in 33 countries worldwide.

5/12/2009

DRAGONWAVE JOINS CISCO TECHNOLOGY DEVELOPER PROGRAM, COMPLETES INTEROPERABILITY TESTING

- DragonWave's Horizon Compact, has successfully completed interoperability testing with Cisco BWX 8300 and Cisco Aironet.

4/7/2009

DRAGONWAVE SOLUTION ENABLES WI-TRIBE TO DELIVER WIMAX SERVICES INTO PAKISTAN

- wi-tribe Pakistan Limited, a WiMAX service provider rolling out world-class mobile broadband services, in Pakistan markets.
- Horizon Compact will underpin the deployment; the system's true IP architecture, minimum

power consumption, and zero heat footprint was key to their decision.

3/10/2009

DRAGONWAVE WIRELESS BACKHAUL EQUIPMENT HELPS BRING HIGH-SPEED BROADBAND ACCESS TO RURAL GEORGIA

- Horizon Compact radios used in state-of-the-art broadband network throughout Baker, Calhoun, Early, Miller and Mitchell counties in South Georgia - brings area to top 1% in world in speed and level of access.
- The region was previously underserved in broadband capacity or had no broadband at all.
- Schools were in the bottom 8% in terms of access capability, now in the top 1% in the world in terms of speed and level of access.

2/11/2009

LINKEM SPA CHOOSES DRAGONWAVE FOR NATIONWIDE WIMAX BACKHAUL NETWORK IN ITALY

- One of Italy's largest wireless broadband service provider deploys Horizon Compact packet radios for backhaul in new mobile WiMAX network.
- Acquired 13 regional WiMAX licenses to provide mobile broadband coverage to 80% of the Italian population.
- Needed to minimize their backhaul spectrum costs - the superior efficiency of DragonWave products was a key consideration.

1/27/2009

ECAS SELECTS DRAGONWAVE SOLUTION FOR IP BACKHAUL OF NEXT-GENERATION SERVICES IN NIGERIA

- Deploying Horizon Compact for IP backhaul of WiMAX, 3.5G, Evolution Data Only (EVDO) and LTE services in fast-growing Nigerian Market.
- Horizon Compact's high throughput, low power consumption and simplicity prove uniquely valuable to ECAS.

9/9/2008

ALTITUDE INFRASTRUCTURE SELECTS DRAGONWAVE TO SUPPORT WIMAX GROWTH IN FRANCE

- DragonWave selected for deployments in the Département de la Haute Garonne, Département des Deux Sèvres, Département du Jura and Département des Pyrénées Atlantiques.
- Superior payload-per-hertz efficiency optimizes their spectrum usage and overall backhaul investment without compromising the end user experience

7/9/2008

DRAGONWAVE SELECTED BY SPRINT FOR XOHM'S NETWORK DEPLOYMENTS IN BALTIMORE/WASHINGTON AND CHICAGO

- DragonWave selected by Sprint for XOHM's Network Deployments in Baltimore/Washington and Chicago.
- Ring/mesh network architecture coupled with adaptive modulation and integrated antenna solutions enabled a 50% reduction in the total life cycle cost.

6/3/2008

OMNIVISION SELECTS DRAGONWAVE TO SUPPORT EXPANSION OF WIMAX SERVICES ACROSS VENEZUELA

- Omnivision standardized on DragonWave for licensed-frequency wireless backhaul as it expands its WiMAX service offering into markets across Venezuela.
- The first mobile WiMAX operator in Latin America, Omnivision plans rapid expansion to deliver seamless access and connectivity across Venezuela. DragonWave is an important element in this growth strategy.

5/5/2008

M3 WIRELESS STANDARDIZES ON DRAGONWAVE FOR CONVERGED VOICE AND DATA BACKHAUL SOLUTIONS IN BERMUDA

- M3 Wireless cost-effectively converged its WiMAX data and GSM voice services for business and residential customers on a DragonWave IP backhaul solution.
- Interlinks 27 sites across M3's meshed Ethernet network spanning Bermuda.

1/28/2008

DRAGONWAVE AND NEXTLINK WIRELESS ANNOUNCE MASTER PURCHASE AGREEMENT

- NextWave Broadband Global Agreement to deploy DragonWave products and collaboratively develop new products

11/5/2007

DRAGONWAVE SOLUTION FUELS BUSINESS ONLY BROADBAND'S EXPANSION IN CHICAGO AND INTO NEW MARKETS

- Business Only Broadband deployed DragonWave to increase the speeds of its primary, secondary and disaster-recovery connectivity services in Chicago - and to introduce those services in additional markets.
- Chicago's largest wireless broadband provider, with a network of 29 transmission sites configured in self-healing ring architecture

11/1/2007

MOBILINK, AN ORASCOM TELECOM SUBSIDIARY DEPLOYS DRAGONWAVE BROADBAND WIRELESS PRODUCTS TO NEW WIMAX NETWORK IN PAKISTAN

- Orascom Telecom is one of the largest GSM carriers operating in the Middle East, Africa and South Asia with more than 60 million customers. Mobilink, a subsidiary of Orascom Telecom has opted to pursue this market with a 3.5 GHz WiMAX infrastructure, including in-building coverage for high value business areas.
- DragonWave's Horizon Compact high capacity IP backhaul product to provide 270 wireless backhaul links for a new nationwide WiMAX Network in Pakistan

9/10/2007

DRAGONWAVE'S AIRPAIR SOLUTION GIVES COTA SCALABLE, HIGH-AVAILABILITY IP NETWORK FOR ALL VIDEO, DATA AND VOICE SERVICES

- Consorcio de Telecomunicaciones Avanzadas S.A. (COTA), a regional telecommunications operator in Spain, has deployed DragonWave's AirPair solution to converge legacy video and new data and voice services for subscribers in Spain's Murcia region.
- The AirPair deployment of 31 high-capacity backhaul links across COTA's network consists of four interconnected rings. Each link can be scaled to 300 Mbps of capacity without interrupting existing services. DragonWave's capacity migration path allows a further expansion to deliver more than 1 Gbps per link.
- DragonWave's support for in-service scalability was critically important in COTA's choice, as the company plans to introduce new IP-based offerings such as regional FM radio and surveillance-video services and resell unused network capacity to local service providers.

9/10/2007

DRAGONWAVE'S AIRPAIR SOLUTION SELECTED BY PROSYSTEL SAS FOR WIMAX BACKHAUL IN SOUTHWESTERN FRANCE

- Prosystel SAS, a network integrator selected DragonWave's AirPair solution to enable WiMAX-based data and voice services in southwestern France.
- DragonWave's AirPair solution will support wireless backhaul links in a combined, star and daisy-chain network architecture that delivers up to 200 Mbps in capacity.

9/4/2007

DRAGONWAVE AND NEXTWAVE BROADBAND ANNOUNCE GLOBAL STRATEGIC NETWORK SOLUTIONS AGREEMENT

- NextWave adopts DragonWave's AirPair and Horizon products as its preferred wireless backhaul solution to supply service providers worldwide with fully integrated, end-to-end, mobile broadband and transport network solutions.

5/1/2007

DRAGONWAVE AND BARRETT XPLORE ANNOUNCE STRATEGIC PARTNERSHIP AGREEMENT

- Barrett Xplore, Canada's largest rural broadband provider, signed of a Strategic Partnership Agreement to use DragonWave's AirPair and Horizon products for their deployment of a wireless broadband network in rural towns and communities across Canada.
- Barrett Xplore will use the DragonWave products as backhaul for a multipoint access network allowing Barrett to evolve their network to licensed backhaul architecture providing additional capacity to meet current and future needs.

2/6/2007

CENTURYTEL SELECTS DRAGONWAVE TO EXTEND MUNICIPAL WIFI NETWORK

- CenturyTel deployed DragonWave's AirPair solution in Vail, Colorado as part of Century Tel's Municipal Wi-Fi initiative, ensuring the high-speed access network is available in all areas of the Town.
- CenturyTel quickly realized the benefit their high-speed network could provide city employees, especially emergency services and public safety operations.
- One such example is their ability to send in-car police video monitoring back to the dispatch center from any location on the WiFi network, enabling improved incident communications and ensuring a safer work environment for police officers.

11/21/2006

DRAGONWAVE PROVIDES 800 SQUARE KILOMETER DUBAI POLICE SURVEILLANCE NETWORK

- DragonWave's technology provided wireless backhaul links for delivering Internet Protocol (IP) Video services such as closed circuit television (CCTV) between Dubai's state-of-the-art Police Command and Control Center.
- DragonWave's wireless backhaul links provides throughput of up to 400 Megabits-per-second, perform flawlessly in the heat and humidity of this region, ensuring a world-class police force and surveillance system in Dubai
- The network covers over 800 square kilometres spanning the entire Emirate of Dubai, accommodating multiple frequencies, redundant backbone links and advanced monitoring and management.

11/21/2006:

TOTAL TELECOM SELECTS DRAGONWAVE FOR EXPANSION OF NATIONWIDE NETWORK

- Total Telecom required a native IP backhaul for their ISP business as well as a new CDMA cellular network with EVDO roll out. This network will also be used to backhaul traffic from their nationwide WiMax deployments.
- DragonWave's solution provided a high capacity IP backhaul as a fiber replacement and an economical and efficient way to provide full coverage across the country. The new network will provide access to enterprise, government, residential and municipalities.
- DragonWave solution allows Total Telecom to upgrade their existing network, enhancing their next gen telecom services by providing VOIP, broadband and multimedia services.

10/24/2006

METROFI SELECTS DRAGONWAVE FOR MESHED BROADBAND WIRELESS ACCESS DEPLOYMENTS IN SAN FRANCISCO BAY AREA

- MetroFi Inc deployed DragonWave to support MetroFi's rollout of a city wide Wi-Fi network in the San Francisco Bay Area, CA.
- Deployed in a MESH architecture, DragonWave's AirPair radios will be supporting the backbone of one of the largest public Wi-Fi networks in the US once completed.

10/5/2006

TELEVERSA USING DRAGONWAVE FOR LICENSED BACKHAUL OF CARRIER-GRADE WIMAX SERVICES IN GERMANY

- AirPair solution gives Televersa Online a self-healing mesh backbone to provide Broadband Wireless carrier-grade coverage for multimedia IP voice and data services.
- Televersa Online's WiMAX network will provide broad coverage throughout South-East Germany. Televersa Online, a subsidiary of Televersa, will be providing access in rural areas, with coverage of 20,000 square kilometers to a population over 2.5 million.

7/24/2006

DRAGONWAVE TO PROVIDE LICENSED WIRELESS ETHERNET BACKHAUL FOR EARTHLINK MUNICIPAL NETWORKS

- EarthLink selected DragonWave's AirPair solution for Licensed Wireless Ethernet backhaul in their municipal wireless network deployments.
- The advantages of a interference-free IP network combined with the advantages of GigE wireless mesh backhaul meet exactly the requirements for the Municipal Networks.

6/26/2006

SOUTH WALES FIRE AND RESCUE SERVICE AND NETWORKS BY WIRELESS SELECT DRAGONWAVE TO DEPLOY IP NETWORK

- Networks by Wireless deployed DragonWave's AirPair product to provide a private broadband network infrastructure for the South Wales Fire & Rescue Service (SWF&R). The project connects more than 50 locations together within the South Wales region and transport converged IP Voice, Data and Video traffic between fire stations.
- The SWF&R network consists of 18 GHz, 23 GHz and 26 GHz licensed AirPair Flex links each with 10 Mbps of native Ethernet capacity. The AirPair solution enables the flexibility to increase bandwidth via software as SWF&R introduce new services such as IP Telephony to the network.

10/17/2005

CITY OF BARRIE DEPLOYS DRAGONWAVE FOR MUNICIPAL NETWORK

- City of Barrie deployed DragonWave's AirPair into a municipal deployment allowing them to maintain operating costs at an acceptable level while accommodating infrastructure growth.
- The City was experiencing an escalating demand for bandwidth intensive applications at a number of their primary locations. This demand was further amplified by the fact that the

city planned to converge video, voice and data applications onto a single network. A high capacity native Ethernet wireless mesh backbone was selected as the core building block of this project.

- By using a 200 Mbps self healing mesh configuration, the City now has redundant connectivity ensuring 99.999% service availability. The physical expansion of their network permits the move from a "rental model" to a "City owned model".

7/13/2005

WAVMAX DEPLOYS DRAGONWAVE'S AIRPAIR TO BUILD HIGH CAPACITY NETWORK IN DENVER, COLORADO

- WavMax Broadband deployed DragonWave's AirPair 200 Mbps product to build one of the largest high capacity wireless backhaul projects in the United States. WavMax had leased lines and unlicensed low capacity microwave links, but ran out of capacity.
- WavMax also eliminated costly leased lines though the extension of DragonWave in the network to include their 50 cell sites around the city. By increasing their network capacity WavMax is now able to wholesale to other service providers and expand their footprint.

6/1/2005

BELL CANADA DEPLOYS IP BROADBAND WIRELESS ACCESS IN ALBERTA

- Bell Canada deployed DragonWave's AirPair Flex product for use over its fixed wireless broadband network in Alberta, giving Bell Canada the flexibility to build its network on a customer demand.
- DragonWave's technology enables growth of bandwidth requirements from 10 to 100 Mbps allowing the initial backbone to be quickly implemented using wireless infrastructure. This will also give Bell Canada the ability to extend commercial service in areas that currently do not have high-speed connectivity options.

12/15/2004

PALM SPRINGS UNIFIED SCHOOL DISTRICT AND AIRLINKS NETWORKING SELECTS DRAGONWAVE FOR MILLION DOLLAR DEPLOYMENT

- Palm Springs Unified School District in Southern California deploys over 25 links capable of supporting 200 Mb/s full duplex. The scalability of the DragonWave solution provided the high bandwidth required to meet the requirements of the school districts that can easily be upgraded for the districts future requirements.

11/18/2004

TRANSARIA DEPLOYS WIRELESS METRO NETWORK FOR CITY OF BILLINGS USING DRAGONWAVE AIRPAIR

- TransAria installed a private Wireless MAN interconnecting the City of Billing's Public Utilities, Airport Operations, City Hall, Billings Operation Center and Met Transit, five city departments with intensive data requirements.
- The network is deployed with multiple AirPair 24 GHz unlicensed links providing 100 Mbps per link of native Ethernet capacity available at each site. The deployed network is designed to address the city's intensive data communications requirements, and is much more cost effective than their previous leased line infrastructure.

11/9/2004

MULTIMILLION-DOLLAR BLUE SKY REGION COMMUNITY NETWORK EXPANSION IMPLEMENTS DRAGONWAVE SOLUTION

- W3 Connex Inc. and mmwave Technologies Inc. win a multimillion-dollar contract to extend the new Blue Sky Region Community Network into areas of Ontario where broadband internet services have never been available.
- High capacity, carrier grade availability, and ultra low latency were key attributes that were fundamental in winning this business. Additionally, the low entry cost and high scalability of

the AirPair Flex was extremely important in creating a winning business case.

9/9/2003

CANADIAN COMMUNITY LANDS LARGE EMPLOYER AFTER RAINY DAY EXTENDS ITS NETWORK WITH DRAGONWAVE WIRELESS SOLUTION

- AirPair solution helped local officials bring a major new employer to the rural community of Niverville, Manitoba, by providing the reliable bandwidth the company required for expansion into Niverville.
- AirPair is giving local officials the tools they need to spur economic development.

5/6/2003

DOUGLAS ELECTRIC SELECTS DRAGONWAVE'S BROADBAND WIRELESS SOLUTION FOR RURAL EXPANSION

- Extending backbone services from its fiber network to rural wireless-access cluster sites to reach more of their addressable base of subscribers.
- Generating new revenue stream from its established base of electricity customers.

3/28/2003

STORM INTERNET UPGRADES CITY OF BROCKVILLE WITH WIRELESS SERVICE

- Storm upgraded infrastructure in the Storm-Brockville node providing reliable, high speed internet services to satisfy increased demand.
- Storm Internet continually invests in its network infrastructure to connect both rural and urban clients throughout Eastern Ontario, improving the services to more than the 35,000 square kilometers of broadband coverage areas.

2/5/2003

NAVIGATA SELECTS DRAGONWAVE SOLUTION FOR ENABLING BROADBAND WIRELESS SERVICE

- AirPair added flexibility to their portfolio of broadband service offering to their customers.
- Navigata is rolling out AirPair offering reliable high-speed data networking and internet access to customers in locations where other access options are unavailable or uneconomical.
- Navigata is using the DragonWave solution to extend wireless backup to customers seeking multiple forms of network redundancy for mission-critical data.

12/9/2002

TELECOM OTTAWA DEPLOYS DRAGONWAVE WIRELESS SOLUTION

- Extending the reach of their network that had insufficient high bandwidth connections, preventing Telecom Ottawa from rolling out new high bandwidth IP services and generating new revenues.
- DragonWave's AirPair-100 enabled these sites to be connected to their backbone in the same timeframe as the other sites that guaranteed 100 Mbps full duplex capability.

11/25/2002

DRAGONWAVE UPGRADES QUAD CITIES BACKBONE NETWORK TO HIGH PERFORMANCE, HIGH CAPACITY 28 GHZ SOLUTION

- Backbone was experiencing interference, could no longer guarantee SLAs with UNII products.
- DragonWave 28 GHz AirPair system allowed Quad Cities to offer service over their 28 GHz license that was not being utilized.

10/8/2002

NIAGARA FALLS BRIDGE COMMISSION DEPLOYS DRAGONWAVE WIRELESS SOLUTION TO SUPPORT ALL COMMUNICATIONS

- Cross border link carries all voice and data communications including toll transactions.
- Network will support video-over-IP security traffic, Other wireless solutions did not meet requirements.

2/12/2002

STORM INTERNET SELECTS DRAGONWAVE TO EXTEND FAST ETHERNET FOR LAST MILE

- Last mile broadband connectivity to Canada's premier high tech community and national capital. Storm doubled its capacity, improved reliability and reduced operational costs by using AirPair.
- Storm is using multiple links of AirPair across Eastern Ontario to deliver 100-baseT fast Ethernet access that is interference-free.