

Brovis Channel Bulletin

Brovis profiled by Communications Today

"Communications Today"- a leading trade journal in our Communications space has profiled BroVis as one of the major players in the Indian Communications marketplace. The entire article is available in their networking special July 2008 edition.

Brovis achieved this feat in just under five years and we are being clubbed now with the likes of Cisco, Checkpoint Software, Alcatel, Lucent, Aspect Software, Elitecore, Finolex cables, Fortinet, etc.

Brovis' CEO Mr. Muthu S Logan says that he is confident that wireless space will see rapid growth in next couple of years and 802.11 based wireless solutions will play a major role than ever before.



He added that increasing broadband penetration and laptop sales are major growth drivers.

Brovis defines Campus Wi-Fi, Enterprise, Residential and Rural initia-

tives as the major growth segments along with Service Provider Backhaul and last mile access segments.

Brovis Wireless Networks owes its success to all

partners and customers who have been supporting us at various levels.

Brovis Launches its Educational Initiative - "Technology Unwired!"

BroVis Wireless Networks, announced the launch of its Educational Training Kit - "Technology Unwired" in the month of July.

As part of this initiative, BroVis will be providing a complete package of training material including Lab Setup, which will

be made available immediately. This initiative is aimed at enhancing the knowledge base of students with Practical Concepts & Implementation aspects of Wi-Fi / Wi-MAX and other advanced technologies.

For enquiries on the training kit e-mail us at training@brovis.com

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Brovis Wireless Networks

- > Brovis to deploy its state of art BroadMesh (Wi-Fi mesh solutions) in AIMS—Delhi this month
- > Brovis to partner with key UTM players to offer high-end controller based feature rich Wireless Solutions.
- > Brovis will be expanding in the Indian sub-continent as well as in South-east Asia in 2008/2009.



Muthu S Logan
President & CEO,
Brovis Wireless Networks

“The new offerings from Brovis, complements our efforts to roll out products that addresses customer demands” says Muthu S Logan

Featured Communication Today Article - July 2008 Edition

BroVis Wireless Networks is a privately held company which celebrated its fifth (5th) anniversary in June 2008. BroVis is growing over 100 percent on a year on year basis and is profitable. The USP is being a industry's cost-effective solution provider, having a truly customizable platform for various applications.

Key achievements. BroVis announced industry's first cost-effective and truly customizable mesh routing solution, AS1200-MSH, dual radio Wi-Fi Mesh product, powered by BroadMESH™ routing protocol.

BroVis launched AS250-LC, an industry first cost-effective, enterprise qual-

ity wireless router addressing the needs of SOHO, SME, large residential campuses, educational institutions and office complexes.

BroVis announced the launch of MAXCell™ solution, industry's first Wave2 compliant WiMAX range of wireless systems aimed at Telcos, service providers and Internet service providers. As part of its MAXCell solution, BroVis introduced AC160 series IEEE 802.16e WiMAX CPE and Wi-Fi/WiMAX gateway systems (subscriber side) which is available since the first half of 2008. BroVis will also launch its AS1600 series WiMAX PICO cell and FEMTO cell base station systems and BroView

Controller as part of its MAXCell solution during the second half of 2008.

Stanford Technology Ventures Program (STVP) has done a case study on which it represents as first of its kind for STVP. Citing Tom Kosnik, Consulting Professor in the Management Science and Engineering Department at the Stanford University, "Although one or two previous studies have focused on the Wi-Fi/WiMAX industry, none has honed in on the Indian subcontinent and other emerging markets. The case study focuses on how entrepreneur driven technology ventures can leverage globalization and be successful."

Retail ISP's dream come true— AC 10 - MP

Brovis recently launched the industry's first cost-effective enterprise grade Fixed Client Outdoor Unit addressing the needs of Service Providers and SME segments.

The AC 10 product line comes with DHCP Server

and NAT support. The Outdoor Unit can handle up to 400mW transmit power and provide enhanced security through WPA with RADIUS Server.

The router also supports 64/128 bit advanced

encryption. The AC 10 product line provides dynamic DNS selection, and allows Proxy DNS settings. The router also provides IP Filtering and Port Forwarding features under WISP mode.

AC 10 product line comes



with one 10/100 Base T with RJ45 port. The Outdoor Unit can be mounted on walls or poles.

Features include:

Integrated 14dbi antenna, PoE support, Enhanced firewall protection and PPOE support.

Most of the retail ISP suffer penetration for the want of quality outdoor cost effective Wi-Fi CPE.

With the launch of AC10MP the much awaited dream of rolling out high density retail broadband over Wi-Fi network is now made real.



AC 10 MP

Industry's first cost-effective & rugged Wireless Fixed Client Outdoor Unit

Students to have hands-on Wireless Implementation experience

"Technology Unwired" - a Brovis initiative—is a training kit developed out of an in-house activity by its Engineers and Executives. This initiative is targeted towards engineering students predominantly in Electronics, Communication, Computer Science, IT, and allied groups.

Brovis is hoping that this initiative would add tremendous value to Colleges & Universities across the country, as it fills the "Gap" in the curriculum and infrastructure of those Institutions.

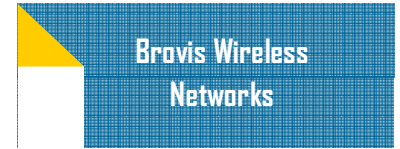
The kit comes with the hardware setup, software CD and an User guide. The guide is specifically developed for the purpose of understanding theoretical concepts and practical experiments on next generation wireless technology.

The initiative provides learning opportunities beyond the classroom, using practical, project-centered approach. The program helps young engineers in preparing themselves for an enterprising career in a Technology-centric Industry.

Brovis is in the process of partnering with Network (Communication Technology) training divisions across the country to train students on Wireless technology. In this regard, Brovis is finalizing the process of providing Certification to candidates trained through these institutes.

As part of the activity, Brovis has designed a package called *"Train the Trainer"*. These are personnel who get trained by Brovis engineers/executives on Wi-Fi / Wi-MAX technology in general and Brovis range of products in particular.

"Engineering institutes should encourage innovative product thinking in the classroom through projects and co-op work arrangements"



Market Opportunities in Wireless Arena

- Organized Retail is just opening up in India and is a significant user of wireless computing solutions.
- World-class manufacturing facilities in the telecom and automotive sectors being setup in India are being Wi-Fi enabled.
- Health care seeking tourists are driving demand for Wi-Fi equipped hotels; hospitals are gearing up to provide the best in connectivity.
- Mobile Wi-Fi will grow as mobile handset markets use Wi-Fi for product differentiation and ISPs find innovative business models.
- Wi-Fi entering home, portable and mobile entertainment sectors. Falling consumer electronics prices and a content hungry and tech-savvy younger generation are driving change.
- Wi-Fi penetration in conferences/convention centers going up.
- WiMAX in conjunction with Wi-Fi provides the wireless Distribution networks for all the high growth segments

Multimedia through Wireless

Streaming media is becoming the growth engine for the Indian entertainment media industry, sharing a key role in the industry along with content download.

In streaming, rich digital media is transferred across a network without requiring any local data storage. Content downloads, by comparison, are stored locally. In both scenarios, digital rights management (DRM) is being used to control or limit the listening, viewing, and distribution of content.

Streaming technology is poised for robust growth. A sufficient number of consumers are prepared to pay for the service, and technologies have become stable enough to support growth.

The business models for streaming, IPTV, and other delivery vehicles for digital entertainment are still evolving, however.

Consumers are being provided with a variety of video content through various options, including pay-per-view, subscription, and ad-supported models. Video or TV content includes extensive

international, national, financial, sports, and entertainment news coverage, and is sourced and distributed by major news outlets through a variety of web portals. This content is generally free to the consumer, although it may be posted somewhat later than live news broadcast on television.

Brovis which has always provided next generation wireless solutions will be rolling out its solutions for the Entertainment / Media industry facilitating customers with hassle free multimedia experience.

You are cordially invited to
Open House @ Brovis
 On
September 11, 2008
 between **2 pm & 6 pm**
September 12, 2008
 between **10 am & 8 pm**
 At
Brovis Wireless Networks
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India's annual telecom services revenue has exceeded USD 20 billion, exhibiting a CAGR of over 20% since 2002, and it currently constitutes approximately 2% of GDP.



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