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Dr. Kumar and Team,

I would like to take this time to say hats off to you and your staff for producing one of the best wireless broadband products in the market today!

It has been 15 Months now since our first Base station was installed and we now have 6 distribution towers and over 400 CPE's installed in our market place of Rural South Eastern Ontario. With the exception of one tower that had grounding issues, that thanks to your team of support staff, has been resolved and fixed, we have had virtually not a single glitch with the V-com gear.

We are in a heavily treed, "Canadian shield" area of the country with lots of ridges and valleys, and although line of sight to the nearest tower may not always be obtainable the sheer range and strength of your equipment combined with a multiple tower build often gives us a second, third and in some cases 4<sup>th</sup> choice to try and point the CPE to get signal in effect more than doubling our chance of successful in stall in most cases.

Our longest CPE install with a standard CPE (not a high gain unit) is 46km and the link is running at over 99.9% uptime with only a few minor dropouts for a few minutes due to temperature inversion that we cannot control. Please also note that the same conditions took down a sector of our licensed backhaul using 6 foot dishes as well. What we have found so far is that distance or range, has never been an issue. The curvature of the earth, trees and contour are the issues that stop us from getting a client. If we can get line of sight we get solid connections. This same thing cannot be said for any 2.4 gear I have seen or tested that drops off in rural settings at about 8km. Our 3.5Ghz BWIN gear from Vcom has shocked us time and time again with its reach and performance.

If we so please, we can provide Download speeds in excess of 10Mbps (real world speed) to our clients and so far Backhaul has been the only issue with performance the point to multi-point system still smokes right along! This is the same for the 46km link as it is for the 10km links, your technology does not drop off speed with distance like most others, if you get connected you get full speed!. We can also provide QOS (Quality of Service) to clients who demand it for applications such as VOIP, Citrix, VPN etc that you just cannot



do with “unlicensed” equipment that can have interference from anything as simple as a garage door opener, wireless telephone, microwave oven or any ones home wi-fi network.

During our testing over the past 5 years of competitive 2.4Ghz, 5.8Ghz, 900mhz products from some of the major suppliers, we found that in Rural Canada where Trees are more prevalent than humans by about 100000 to 1, nothing else even comes close to your gear. Vcom was one of the first vendors to under promise and over deliver when it comes to your technology. Vcom gear is easy to install for our crews with your innovative toning CPE to make the install and pre-sight fast and accurate.

Many of the manufactures talk about “Near line of sight” technology and in some cases if the deployment is in an urban area it may work OK, but so far we have found only V-com delivers on this term. The second you put trees in the way the competition just does not work. Our Vcom 3.5Ghz BWIN gear can clip some treetops and branches and still hold a solid signal. This is very important when we can’t get quite high enough with a Tri-pod or TV tower. This increases our successful installs by over 15%, making it well worth the extra investment for the better equipment.

In closing I would again like to say thank you and your team for all of the great pre-sales and post-sales support, advice, guidance and commitment to our build. It has added value to our company RipNET, a small ISP in Rural Ontario with about 10,000 customers that are a mix of Wireless, Dialup and DSL for the past 10 years, and especially as well adding value to our customers.

I would recommend and have recommended your equipment to anyone who asks.

A handwritten signature in black ink, appearing to read "Kingsley S. Grant", is positioned above the typed name and contact information.

Kingsley S. Grant  
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