



*Confidential*

**RADWIN vs. Canopy Wireless (Motorola)**

<b>Company</b>	<b>RADWIN</b>	<b>Motorola</b>
<b>Product Name</b>	WinLink™ 1000	Canopy 20
<b>Frequency Bands [GHz]</b>	2.3, 2.4, 4.9, 5.3, 5.4, 5.8	2.4, 5.3, 5.4, 5.8
<b>Air Interface Rate</b>	48Mbps	20Mbps
<b>Maximum Range</b>	80Km	8Km
<b>Modulation</b>	OFDM QPSK 16/64QAM	MFSK
<b>Channel Bandwidth</b>	20MHz	20MHz
<b>Maximum Tx Power</b>	18 dBm	20dBm
<b>Maximum TDM Interfaces</b>	4	4
<b>E1 Latency</b>	8msec	20msec
<b>Ethernet Interfaces, 10/100BaseT</b>	2	1
<b>Switching Capabilities</b>	+	-
<b>Automatic Channel Selection</b>	+	-
<b>Encryption</b>	AES	+
<b>Redundant Power Supply</b>	+	-
<b>DC Power Support (VDC)</b>	+	+
<b>Power Consumption</b>	8W	8.2W
<b>Operating Temperature</b>	-35°c - +60°c	-40°c - +55°c
<b>List Price - Ethernet link</b>	2,400	3,000
<b>List Price - 1xE1 Link</b>	2,990	4,000

**WinLink™ 1000 vs. Canopy 20:**

- Price** - WinLink 1000 is **cheaper** than Canopy, especially for TDM.
- Throughput** - WinLink 1000 has a much higher air interface rate than Canopy (**48 Mbps vs. 20 Mbps**), which translates into much **higher net throughput**.
- Company focus** - WinLink 1000 is a **dedicated** point-to-point solution. Canopy is a strip down of a point-to-multipoint solution.
- Range** - Canopy's operating range is 8 km. WinLink 1000's operating range is 80 km (**10 times higher!**).
- Product Focus** - WinLink 1000 is a **carrier-class** solution designed to meet the **high-end** performance requirements of service providers. Canopy is **enterprise-oriented** and therefore needs to meet **lower-end** requirements.
- Latency** – Canopy has a high latency rate of **20 milliseconds**, making it **unfit** for many telco TDM applications.
- WinLink delivers TDM services in compliance with the ITU G703 standard. Canopy supplies TDM via an external box.