



*Confidential*  
**RADWIN vs. Proxim**

Company	RADWIN	Proxim
Product Name	WinLink™ 1000	Tsunami Quickbridge 60
Frequency Bands [GHz]	2.3, 2.4, 4.9, 5.3, 5.4, 5.8	5.8
Air Interface Rate	48 Mbps	54 Mbps
Maximum Range	80Km	10Km
Modulation	OFDM QPSK 16/64QAM	16QAM QPSK
Channel Bandwidth	20MHz	20.75MHz
Maximum Tx Power	18 dBm	16 dBm
Maximum TDM Interfaces	4	-
E1 Latency	8msec	N/A
Ethernet Interfaces, 10/100BaseT	2	1
Switching Capabilities	+	-
Automatic Channel Selection	+	-
Encryption	AES	-
Redundant Power Supply	+	-
DC Power Support (VDC)	+	+
Power Consumption	8W	16.8 W
Operating Temperature	-35°c - +60°c	-25°c - +55°c
List Price - Ethernet link	2,400	3,000 – 4,000
List Price - 1xE1 Link	2,990	N/A

**WinLink™ 1000 vs. Tsunami Quickbridge 60:**

1. **Price** – WinLink 1000 is **cheaper** than Quickbridge 60.
  
2. **Services** - Quickbridge 60 delivers **only** Ethernet services. WinLink 1000 transmits both Ethernet *and* TDM services.
  
3. **Frequencies** - Quickbridge 60 supports only the 5.8 GHz band. WinLink 1000 supports the 5.8 GHz band, as well as **5 additional** frequency bands.
  
4. **Range** – Quickbridge 60’s operating range is **10 km**. WinLink 1000’s operating range is **80 km** – 8 times greater coverage!
  
5. **Innovativeness** – Quickbridge 60 is a *basic* Ethernet bridge. WinLink 1000 comes with **innovative features** that do not exist in Proxim’s product, including:
  - Full switching capabilities.
  - Automatic channel changing if WinLink 1000 detects degradation in link quality.
  - 128-bit key encryption scheme for optimal over-the-air security.
  
6. **Financial security** - **Proxim’s** financial situation is shaky and its future unclear:
  - June, 2005 - Proxim filed **Chapter 11 bankruptcy**.
  - June, 2005 – Proxim received a **Nasdaq delisting notification** (stock under \$1).
  - July, 2005 - **Proxim is sold to Terabeam**.

**RADWIN**, on the other hand, is experiencing huge growth momentum. This is evidenced by a consecutive growth in sales, new partners and customers each quarter.