



RapidWave, Inc. Partners with Sigpro™ to sell 5GHz OFDM FWA Solutions in China

SAN JOSE, CA., January 8, 2004 — High-capacity fixed wireless access systems vendor, RapidWave announced today that it will release its new RapidLink 54 family of wireless bridge solutions in China. The joint efforts of RapidWave and strategic partner, Sigpro, a consulting company that specializes in developing and marketing embedded systems on the network edge, will make RapidLink 54 available to the Chinese market as soon as Q1 2004.

RapidLink 54 is a point-to-point outdoor bridge that provides reliable, high-performance connectivity for metropolitan area networks. Delivering up to 108 Mbps in the license-exempt 5.8 GHz ISM band, a range of up to 30 miles, and easy management features, it satisfies most wireless network requirements, including excellent performance, scalability, robustness, and affordability.

RapidLink 54 delivers true Ethernet-like performance and stability for metropolitan networks at a cost suitable for virtually any budget. Operating in the license-exempt 5.8 GHz frequency band, RapidLink 54 offers enhanced interference protection, greater network capacity, and throughput that is up to 8 times higher than today's IEEE 802.11b standard (Wi-Fi 2.4 GHz) — without the burden of licensing fees. RapidLink 54 also leverages Orthogonal Frequency Division Multiplexing (OFDM) technology, which provides superior performance, robustness, and spectral efficiency.

Adlane Fellah, Senior Analyst, at Maravedis, Inc., forecasted, "... OFDM (Orthogonal Frequency Division Multiplexing) will become the de-facto standard for air interface for BWA in the 2-11 GHz bands." The emergence of hot spots, new needs for mobile connections, high-speed internet backhaul, and private and public network interconnections in developing countries will facilitate the adoption of the "first real standard" OFDM. Leapfrog development in these regions, particularly in China, generates great demand for solutions capable of accommodating bandwidth, versatility, robustness, scalability, and price requirements. According to Maradevis, OFDM is expected to represent as much as 80% of modems shipped worldwide within the next two years.

"China's push to build a nationwide broadband network that meets the country's rapidly growing demand for information services presents a significant opportunity for RapidWave," said Bernard Picot, President & CEO of RapidWave. While the number of broadband users is expected to reach 21 million by 2005, China still lacks sufficient infrastructure to meet the demand for high-speed data and Voice-over-IP networks.

"RapidLink 54's quick deployment time and low cost allow Chinese customers to bypass traditional wire-line infrastructure altogether," said Mark Dzwonczyk, CEO of Sigpro. "Because, RapidLink 54 delivers double the performance at lower price points compared with products currently available in China, the demand for RapidLink 54 will multiply."

RapidWave and Sigpro formed a strategic alliance last year to address the growing demand for affordable high-performance broadband wireless access in China. The strategic alliance will not only help RapidWave to enter the Chinese market, but also provide a platform to further develop and strengthen product features (many of which are unavailable in the USA) to meet local demands. Sigpro plays a critical role as exclusive distribution partner and direct sales channel through Neocomm, its China-based distribution arm.

NeoComm has been conducting business in China for about 3 years, delivering a variety of broadband products and services to customers ranging from service providers to commercial and government end-users. Capitalizing on its experience with the Chinese market, NeoComm will provide sales and technical support for RapidWave's products. A key aspect of NeoComm's involvement is helping RapidWave obtain necessary governmental supports and dealing with new wireless security issues.

RapidWave, Sigpro, and NeoComm are confident that this strategic alliance is a "win-win" scenario that presents numerous growth opportunities. "While the Chinese Market is large enough to keep us busy for a long time," said Picot, "our partnership may expand to include other Asian countries in need of wireless broadband in the near future."

Press Release

Industry: Wireless Technology

Company: RapidWave, Inc.



About RapidWave

Founded in July 2002, RapidWave Inc. is a privately-held company headquartered in San Jose, California. RapidWave designs and manufactures high-performance point-to-point and point-to-multipoint fixed wireless access solutions to address the needs of building communication infrastructures in the emerging economies of the world. The company's RapidLink 10, RapidLink 10/xE1, and RapidLink 54 product lines offer end-to-end solutions for service providers, government organizations, universities, and businesses to quickly and cost-effectively solve their voice and data communication needs. Future additions to the RapidLink54 product line will include point-to-multipoint bridges and voice over IP. For more information, visit [http:// www.rapidwaveinc.com](http://www.rapidwaveinc.com)

About Sigpro

Founded in 1994, Sigpro™ (California Signal Processing Associates, Inc.) specializes in voice communication at the edge of the Internet. The company applies hardware and software design expertise to the development of embedded systems for customers who wish to market competitive products including IP telephones, Wireless Access Points, set-top boxes, gateways, and more. For more information, visit [http:// www.sigpro.com](http://www.sigpro.com).

About NeoComm

In 2003, Sigpro merged with NeoComm (Shandong NeoComm Broadband Digital Communications Co. Ltd., a subsidiary of Neoteny Broadband, LLC). NeoComm is an advanced system integrator of wireless broadband communication with the development capabilities to deliver a flexible, multi-standard wireless networking solutions for the unique needs of every market. Based in Qilu Software Park—the national standard software production base in Jinan, China— NeoComm has delivered a variety of broadband products and services to telecom carriers, industrial sectors and SOHOs throughout China for over three years. The company has also established sound business partnerships across China, America, Canada, and Taiwan. For more information, visit <http://www.neocomm.com.cn>.