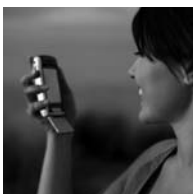




The Ultimate Answer for WiMAX

**Making Tomorrow's Solution
Available Today**

Solution Paper



The Challenge

As the WiMAX market evolves, operators and service providers are increasingly looking into implementing Mobile WiMAX networks in order to capture market share and become a significant player in offering portable and mobile services. As the industry moves closer to Mobile WiMAX, Alvarion offers a solution that allows service providers to generate revenues immediately, and secure their investment.

“Initial Mobile WiMAX equipment will include notebook-based subscriber units (mini PCMCIA cards, PCI Express, PCI Express mini, USB modules, etc.) and desktop units. The introduction of mobile devices with embedded WiMAX systems-on-chips (SOCs), such as notebooks, the ultra mobile PC (UMPC), PDAs, phones, smartphones and other wireless devices are expected to follow in 2008.”

(Mobile WiMAX: the best personal broadband experience, WiMAX Forum June 2006)

The main challenges for operators and service providers already deploying WiMAX today are:

- Reducing operating expenditures
- Increasing profitability
- Reducing churn
- Increasing market share
- Introducing new services to increase average revenue per user (ARPU).

The main challenges for operators and service providers planning to deploy in 2007 are:

- Deploying now in order to solidify a significant position in a soon-to-boom new industry segment
- Providing advanced services today and securing their investment
- Creating a deployment map
- Differentiating with new services
- Keeping pace with the industry overall.

This document helps service providers to have a clear understanding of how to deal with the current market and technologies while planning their WiMAX deployments for 2007 and beyond.

Market Overview

The market is clearly moving towards WiMAX-based personal broadband services with all leading vendors, and the WiMAX Forum is fully supporting this direction. The increasing use of handheld devices, PDAs, notebook computers, etc., is greatly enhancing the business case for data oriented mobile broadband services as these services become a significant part of operator revenues.

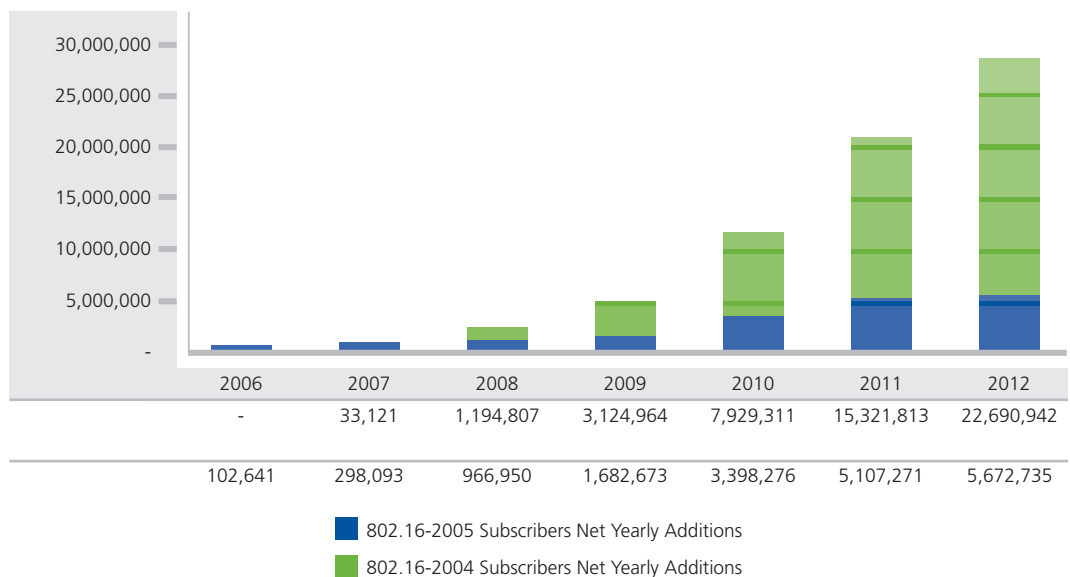


Figure 1: Voice and data revenues in Korea
 Source: KISDI, 2004

Alvarion Makes Personal Broadband a Reality

As the global leader in WiMAX with unmatched experience deploying broadband wireless systems and services for more than a decade, Alvarion presents its field-proven BreezeMAX system built on the most recent 802.16e technology. BreezeMAX provides a full range of WiMAX solutions, all the way from base stations and CPEs, to a full end-to-end network solution.

As the largest equipment vendor specializing in WiMAX, Alvarion is committed to promoting Open WiMAX™ Architecture using a 'best-of-breed' approach. Enabling service providers to build their network using a multi vendor solution that allows for the selection of the best components in terms of value for money, this approach provides greater flexibility in accommodating users' needs today and in the future.

Based on a flexible, Open Architecture, Alvarion's Mobile WiMAX solution gives service providers the ability to build a custom tailored network. Fully compliant with the IEEE 802.16e-2005 standard and employing an open, standard all-IP design, BreezeMAX provides solutions for both fixed and nomadic applications. So service providers can start deploying BreezeMAX today in order to target potential customers to generate revenues and gain market share immediately.

Carriers needing to bridge the gap between existing wireless systems—such as Wi-Fi—and the demand for fully nomadic WiMAX systems, can use the BreezeMAX Wi². By deploying a personal broadband network today, BreezeMAX Wi² combines the best of W-iFi access with the robustness and quality-of-service of WiMAX.

Product Offering

The Alvarion BreezeMAX solution was launched in the spring of 2004 and is now installed in over 200 locations supporting both fixed and nomadic applications. BreezeMAX was WiMAX Certified™ in June 2006 based on the IEEE 802.16-2004 standard and operates at 3.5 GHz using FDD technology. In addition, Alvarion provides an integrated WiMAX / Wi-Fi hybrid solution proving operators the ability to provide Wi-Fi based personal broadband services for Wi-Fi users with the WiMAX quality of service.

The next step in the Alvarion roadmap includes cutting edge products in order to provide an end-to-end, Mobile WiMAX solution called 4Motion™. The main building block of the 4Motion offering is the BreezeMAX 2300, 2500 and 3500 TDD that are based on the IEEE 802.16e specification for fixed, nomadic and portable services.

Given Alvarion's long standing commitment to secure our customer's network investments, the BreezeMAX 2300, 2500 and 3500 provide carriers the best start towards a full 802.16e solution. Enabling complete personal and mobile broadband services in the future, Alvarion has a clear roadmap to take customers from today's infrastructure to tomorrow's solution and intends to be one of the first vendors to get the 802.16e certification.

2007 Solution Roadmap

Q1 2007 BreezeMAX 2300, 2500 and 3500 802.16e Compatibility

Based on the field-proven and widely deployed BreezeMAX system, the new BreezeMAX 2000 and 3500 use the 802.16e standard containing new elements to enable TDD operation. These products are the primary building blocks of Alvarion's 4Motion solution and will be commercially released in the first quarter of 2007.

Being two of the first 802.16e based solutions in the market, and based on a platform with over 200 deployments worldwide, the BreezeMAX 2300, 2500 and 3500 are the perfect solutions for carriers who want to be early adopters, but don't want to jeopardize their reputation for high quality services.

Main Advantages

- Provides a 802.16e compatible platform based on a field-proven platform.
- Leverages Alvarion's unparalleled technological expertise and experience for innovative carriers wanting to start offering personal broadband today.
- Enables triple play services (voice, data, video) for fixed and nomadic Personal Broadband applications.
- Shortens time to market. With over six years of being the technology leaders in OFDM, Alvarion offers carriers the opportunity to significantly reduce field testing shortening deployment time.
- Reduces operational costs. The BreezeMAX base station has a dual mode architecture that enables the co-existence of FDD and TDD operations meaning easy migration to 802.16e.

Q1 2007 BreezeMAX Wi² – WiMAX / Wi-Fi Personal Broadband

Expanding WiMAX coverage to offer broadband mobility everywhere with Wi-Fi extension, BreezeMAX Wi² instantly enables nomadic, portable and mobile broadband services. Leveraging the immediate availability of Wi-Fi spectrum, infrastructure, and end user equipment, BreezeMAX Wi² enables immediate service introduction and revenue gains.

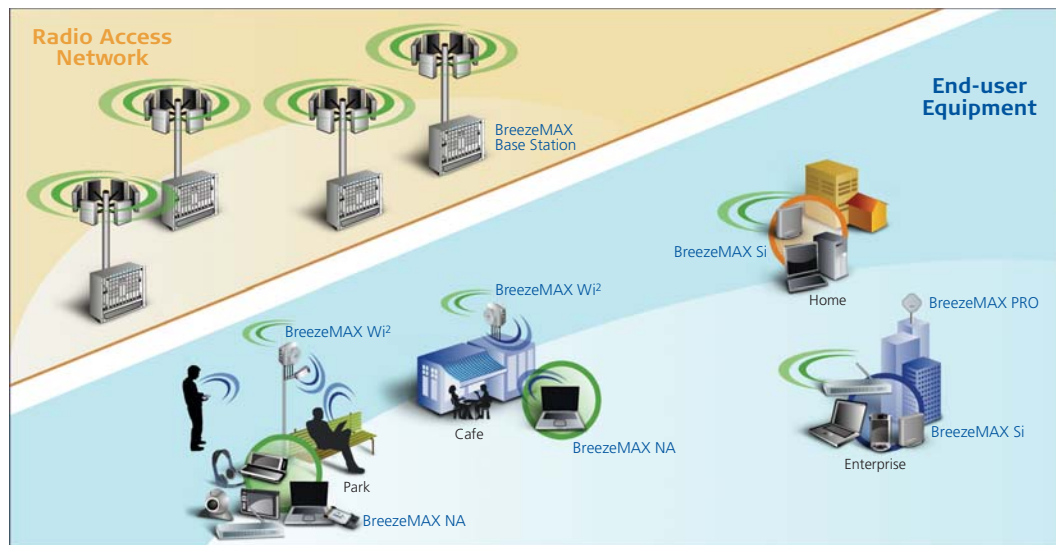


Figure 2: Personal Broadband Today

The BreezeMAX Wi² converged WiMAX / Wi-Fi hybrid system uses standards based, mature, widespread technology to provide "broadband everywhere" with substantial advantages such as:

- **Ready for instant deployment** given the amount of Wi-Fi enabled end user equipment already in use
- **Supports immediate, diversified applications** such as:
 - "Always on, always connected" secure public access for businesses and the public sector using portable / mobile devices such as laptops, PDAs, phones, etc.
 - Fixed access to businesses using WiMAX systems at a variety of frequencies
 - Advanced education and campus programs
 - Increased connectivity in isolated locations such as oil and gas platforms, remote government facilities, vacation resorts, etc.
 - Municipal networks for office and outdoor worker connectivity, remote monitoring, security cameras, and improvements to public services overall
 - Increased effectiveness in vast production areas and for outdoor workers especially for vertical markets such as utility companies and mines
 - Homeland security applications
- **Significant installation and operational savings** by enabling deployment of a converged network for fixed and mobile users using Wi-Fi technology
- **Diversified service offering** using variety of CPE types (WiMAX / Wi-Fi) for indoor and outdoor deployments
- **Migration to future technologies** including 802.16e Mobile WiMAX networks

Q4 2007 BreezeMAX 2000 and 3500 802.16e WiMAX Certified

Following WiMAX Forum guidelines, a fully certified 802.16e BreezeMAX is planned for release during the fourth quarter of 2007. This version will include new network elements allowing operation in certified mode providing full support for mobile Personal Broadband services.

The BreezeMAX 802.16e Advantage

- Certification based on WiMAX Forum guidelines
- Full implementation of mobility and Personal Broadband services
- Field-proven system: the only one that supports future implementation of Personal Broadband
- Minimized migration costs with no need for CPE replacement means a transparent upgrade for all users—fixed and nomadic—with only a simple software upgrade.
- Complete commitment to 802.16e interoperability as illustrated by Alvarion's success at the WiMAX 802.16e-2005 Functionality and Plug Fest in September 2006.

4Motion, the Ultimate Mobile WiMAX Solution

4Motion Advantages

Moving to a full WiMAX based network requires additional network elements. On top of providing an end-to-end solution, Alvarion provides a clear migration path from the current product to the full 4Motion solution.

- Comprehensive solution that delivers quadruple play capabilities and services using Mobile WiMAX technology.
- Complete end-to-end WiMAX solution that includes radio, core network, and multimedia service delivery elements.
- Supports the full range of business, residential triple play, and personal broadband services.
- Leverages Alvarion's core WiMAX technologies that are the most powerful, flexible and advanced in the industry, including AAS and MIMO to achieve best coverage and spectral efficiency.
- Based on the world's most deployed, field-proven, and mature WiMAX base station system.

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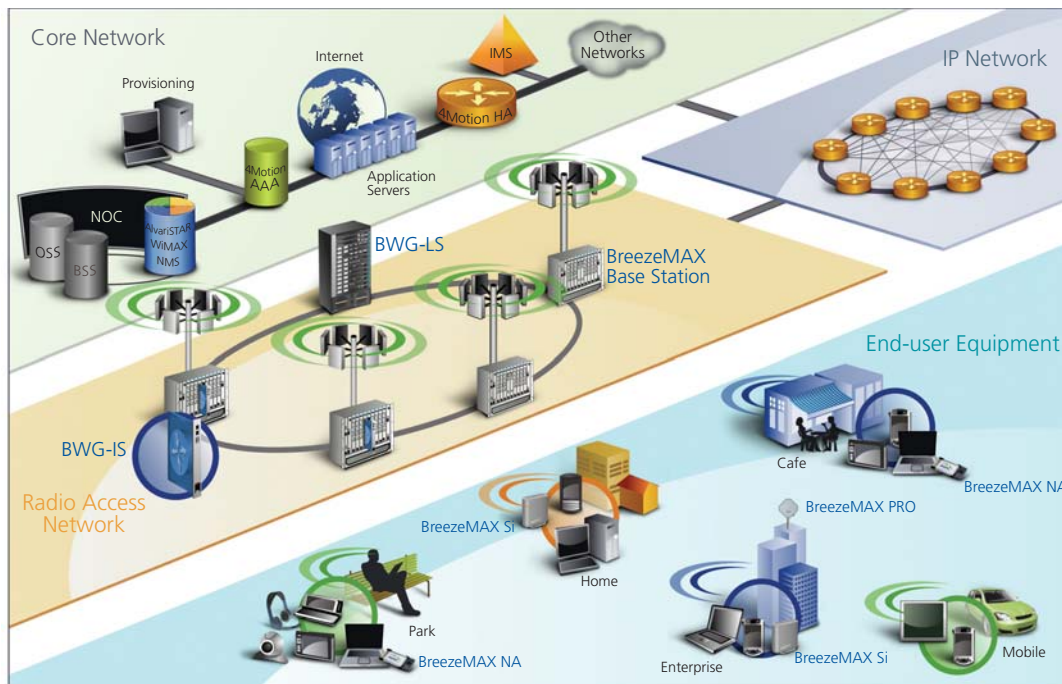


Figure 3: Personal Broadband Tomorrow

Summary

“WiMAX operators will be the first to offer personal broadband value-added services to their subscribers. Personal Broadband makes accessible anywhere any data and voice application that subscribers are accustomed to using from home or the office, plus additional ones designed for mobile users. With WiMAX, network operators will be able to capitalize on the explosive demand for Personal Broadband among business and consumer users that existing wired and wireless technologies cannot satisfy in a cost-effective way, and they will generate new revenue streams from new services.”

(Mobile WiMAX: the best personal broadband experience, WiMAX forum June 2006)

Alvarion is committed to its current and future customers by providing the right solution at the right time, while ensuring the customer's peace of mind by utilizing a field-proven product along with a clear and cost effective migration path. This applies to both existing products as well as the all-encompassing 4Motion solution. In this way, Alvarion guarantees market leadership to its customers and business partners.

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