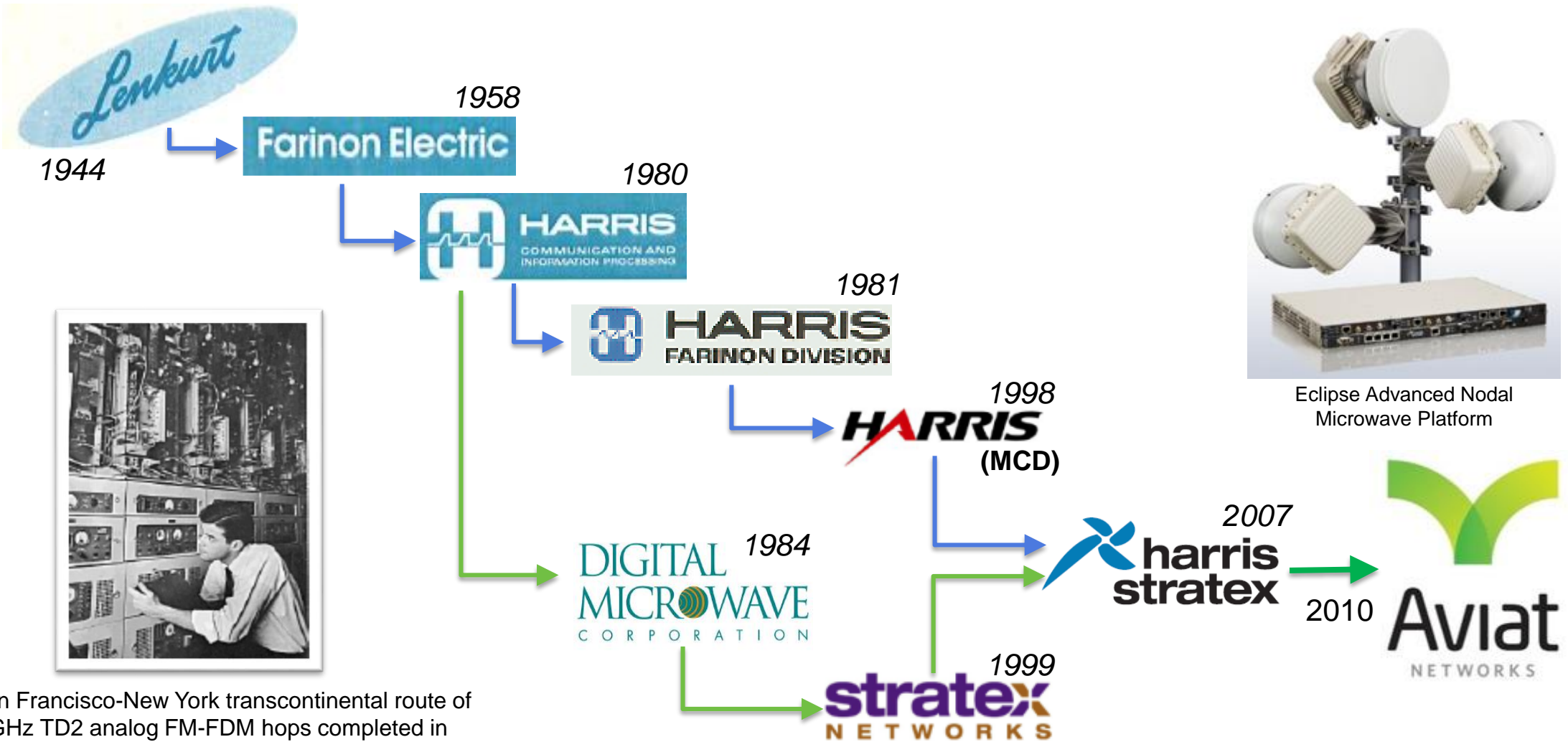




AVIAT NETWORKS

A LONG HISTORY OF WIRELESS LEADERSHIP



Eclipse Advanced Nodal Microwave Platform



San Francisco-New York transcontinental route of 4 GHz TD2 analog FM-FDM hops completed in 1951 for long distance VF and TV

WORLD'S LARGEST INDEPENDENT MICROWAVE PROVIDER

263
MILLION
FY19 revenue

more than
370
mobile networks
around the world

over
1,000,000
systems installed around
the world

solid balance sheet &
financial liquidity

76
YEARS
in business

200+
patents

3,000+
customers worldwide







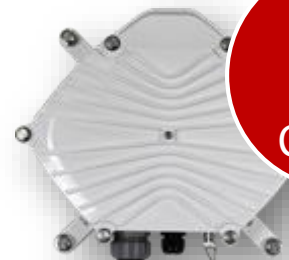
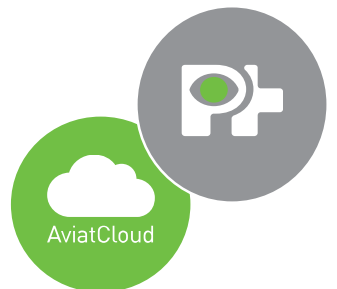
720
employees

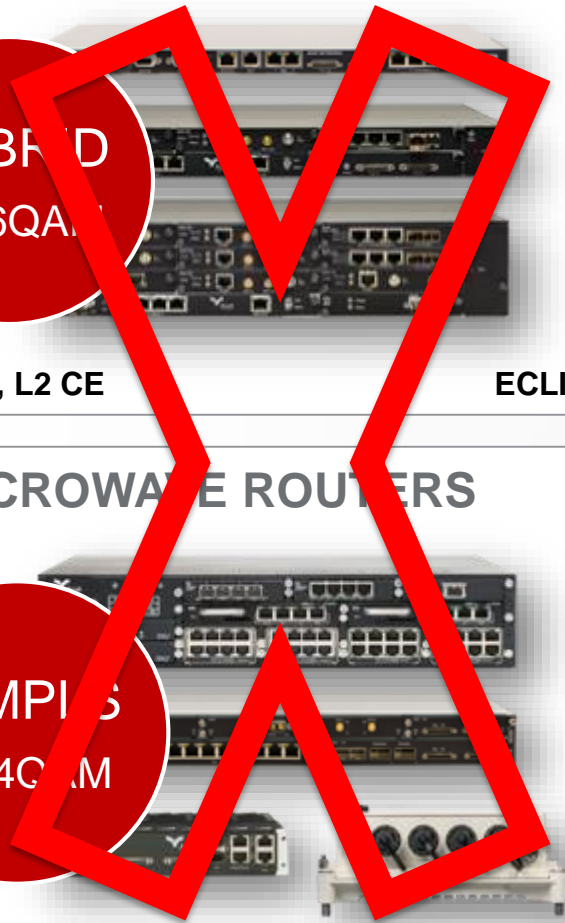
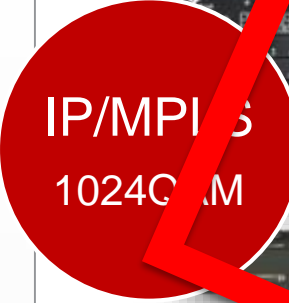
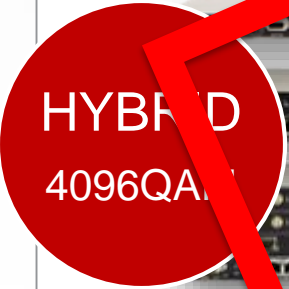




Part 1:
HIGH CAP /
LOW COST

AVIAT PRODUCT PORTFOLIO

<h3>MICROWAVE INDOOR UNITS</h3>  <p>HYBRID 4096QAM</p> <p>TDM, L2 CE ECLIPSE</p>	<h3>SPLIT-MOUNT ACCESS</h3>  <p>4096 QAM</p> <p>5 to 42 GHz ODU 600</p>	<h3>ALL-OUTDOOR ACCESS</h3>  <p>2.5 Gb/s</p> <p>6 to 42 GHz WTM 4000</p>	<h3>NETWORK MGMT</h3>  <p>PROVISION</p>
<h3>MICROWAVE ROUTERS</h3>  <p>IP/MPLS 1024QAM</p> <p>L2 CE, L3 IP/MPLS CTR 8000</p>	<h3>ALL-INDOOR INDOOR RADIO UNIT</h3>  <p>+39 dBm</p> <p>5.8 to 11 GHz IRU 600</p>	<h3>ALL-OUTDOOR E BAND</h3>  <p>10 Gb/s CPRI7</p> <p>80 GHz WTM 5800</p>	<h3>AUTOMATION & ANALYTICS</h3>  <p>PROVISION PLUS AVIATCLOUD</p>



HIGHEST CAPACITY RADIO ON THE MARKET



2.5

Gbit/s

Throughput in a single
outdoor radio transceiver

Based on WTM 4100 with A2C, 2x112MHz channels, 4096QAM, without Compression.

AVIAT WTM 4000

FOCUSED ON: HIGH CAP / LOW COST

HIGHEST CAPACITY RADIO ON THE MARKET

PAY AS YOU GROW

SIMPLE OPERATION



SMARTER PERFORMANCE, MADE SIMPLE



Part 2:
THE \$\$\$\$
PROBLEM...

Challenges everyone shares....

Shoe-string Budgets

Razor-thin Man-power

Obsolete Equipment

Flakey Vendors

Skeptical Council of Commissioners

Huge Fork-lifts to be looming



The Solution: AVIAT MUAs

(MICROWAVE UNGRADE AGREEMENTS)

COMPLETE SYSTEM UPGRADES WITH CONTINUAL
HARDWARE / SOFTWARE / FIRMWARE REFRESHES

24/7 NETWORK HEALTH MONITORING / TAC SUPPORT &
EMERGENCY SPARES

SMALL ANNUAL PAYMENTS, AT THE END OF YEAR 10, SYSTEM
IS COMPLETELY REFRESHED & READY FOR 10 MORE



MICROWAVE MADE SIMPLE

ELIMINATE RISK, KEEP CURRENT, KEEP IT SIMPLE

Without Aviat MUA



With Aviat MUA



Technology



OBSOLETE



STATE-OF-THE-ART

Network Performance



POOR



HIGH

Payments



LARGE, ONE SHOT



SMALL, ANNUAL



Part 3: Leveraging Your Current Budget

Roosevelt County, MT

Starting with a small annual maintenance budget of \$30k Roosevelt County, Montana, leads efforts to address rural broadband and communications deficits and has partnered with the U.S. Department of Agriculture to seek funding through the Agency's Rural Development and Community Facilities Grant and Loan Programs.

A top priority for Roosevelt County includes safeguarding a fragile and aging communications network to facilitate safer, more reliable public, government and law enforcement communications. The network uses equipment and network towers located throughout Roosevelt County, adjacent counties, and the Fort Peck Indian Reservation.

The project leverages county, state and tribal dollars to meet matching funds obligations for the project with USDA.

Partnerships

The County Commission passed a resolution authorizing grant and loan-seeking activities with USDA to formalize this effort.

The Aviat team coordinated county, tribal, state and federal governments agencies to leverage very limited funds among several organizations, to complete a proposal to execute a tiered multi-agency project.

- This support includes face-to-face meetings with USDA staff and leadership, boots-on-the-ground support by Roosevelt County, leveraged maintenance budgets, state appropriations, matching funds commitments by Tribes and others, special financing arrangements (MUAs), and grants.

Rural Telecommunications and USDA

Roosevelt County is using the USDA Rural Development and Communities Facilities Loan and Grant Program to rebuild and improve 8-10 microwave sites (\$1m+) needed for public safety communications.

USDA Rural Development focuses on projects that improve quality of life in rural America and support economic development.

USDA provides loans, grants and loan guarantees to help support essential services that include first responder services and equipment; and communications infrastructure.

<https://www.rd.usda.gov/programs-services/community-facilities-direct-loan-grant-program>.



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