



Fast Facts

Market Share

- Over 1,500 enterprises and service providers, and 40 million unique users worldwide
- Global player with 50% of revenue outside North America
- More than 125,000 WLAN devices deployed worldwide
- 30% global market share in the hospitality industry
- #1 global market share in the transportation industry
- #2 global provider of WLANs to service providers

Corporate Background

Founded: 2000, in Laval, Quebec, Canada
Offices: Waltham, MA (HQ); Quebec; London; Tokyo
Status: Privately-held
What Colubris sells: The Colubris Intelligent Mobility Solution
Key markets: Enterprises and service providers, worldwide
Awards: Red Herring Top 100 Company, Fierce 15, WiFi Planet Best of Show, MobileTrax Mobility Award, Always On 100, CNET Mobile Product of the Year Wireless Broadband Innovation Award, Network World World Class Award, Telecommunications Magazine Hot Startup, SuperComm SuperQuest

Competitive Differentiation

Market visionary, developing the industry's first optimized WLAN switch architecture. The Colubris family of WLAN networking solutions combines distributed intelligence with centralized management and control. The suite offers compelling cost of ownership advantages and achieves 98% higher bandwidth efficiency than other leading WLANs, unmatched scale and security, and smooth, software-enabled migration to the emerging 802.11n standard.

Colubris Industry Firsts

- First software upgrade path to 802.11n networking
- First company in any industry to win Red Herring Top 100, SuperQuest, Fierce15 and WBI Innovation Award in the same year
- First multiservice controller for distributed WLAN architectures
- First virtual access point for multiple services
- First 802.11e QoS implementation
- First dual radio access point with a/b/g on both radios
- First VoIP call from airplane to earth



About Colubris

30,000 Feet

Technology Overviews

Competitive Positioning

Vertical Selling

Sales and Marketing Tools

Pricing and Promotions

Service and Support

Partner Program

Training Schedules

- First video conference from airplane to earth
- First Hotspot in a Box
- First VoWiFi with 16 phones per access point
- First access point with VPN Security

Strategic Alliances

Alcatel, Miltope, AirTight Networks

Sales Channels

Worldwide network of leading wireless distributors and resellers covering North America, Europe, Asia, Middle East and Africa

Customers

A sampling of Colubris’ 1,500 worldwide customer base:

Alstom Transportation	Wayne Memorial Hospital
Best Western Hotels	Nagoya University
Boeing	NTT
Embassy Suites Hotels	Princess Cruise Lines
Gander Mountain	Coleman Powermate
George Mason University	Panera Bread
Grand Prix	Radisson Hotels
Hilton	Clermont Ferrand University
Japan Telecom	Swisscom
Sealy Corporation	Telefonica
Mistelbach Hospital	Telecom Italia

Product Portfolio

The modular Colubris Intelligent Mobility Solution is comprised of: MultiService Access Points, MultiService Controllers, the RF Manager and a Network Management System.

MultiService Access Points (MAP) bring intelligence to the edge, delivering seamless mobility and strong security while enabling smooth scalability and minimizing operations costs.

MultiService Controllers (MSC) control the operation of intelligent access points distributed throughout a wireless zone, building or campus.

RF Manager provides a complete wireless intrusion prevention solution that continuously scans the airwaves and automatically protects against unauthorized WLAN activity.

Network Management System (NMS) centrally manages, monitors and controls a widely distributed network of Colubris MultiService Access Points.