

Company Overview



AirMagnet Inc. is the leader in security, performance and compliance solutions for wireless LANs. The company's innovative products include AirMagnet Enterprise, the leading 24x7 WLAN security and performance management solution, and AirMagnet Laptop Analyzer — which is known as the “de facto tool for wireless LAN troubleshooting and analysis.” Other products provide WLAN site survey and design, RF interference detection, remote diagnostics, and the world's first voice over WiFi analysis solution.

AirMagnet solutions come in portable configurations for use by IT personnel, as well as enterprise configurations that deliver comprehensive, 24x7 intrusion prevention for distributed wireless networks of any size or scale. In thousands of deployments worldwide, customers consistently find that AirMagnet solutions minimize security risks and legal exposure, maximize performance and productivity, and optimize cost and IT staff resources better than any other products in the industry.

AirMagnet solutions are the critical layer between the wireless LAN infrastructure and mobility applications, ensuring that the wireless network is secure and complies with internal and external policies and regulation and delivers at the performance levels required. AirMagnet provides solutions that address the entire wireless LAN lifecycle — from site survey to security auditing, ongoing security and performance management to expansion planning.

- Privately-held, profitable since 2002
- 80+ employees
- 6000 enterprise customers worldwide, including 75 of the Fortune 100
- 200+ partners for local sales, training and support worldwide in 114 countries
- Partnerships with leading technology partners and Managed Service Providers
- Granted 3 patents with additional patents pending
- Based in Sunnyvale, California with offices worldwide

Wireless Market

Wireless LANs are being implemented in growing numbers throughout corporations worldwide. According to ABI Research, the total wireless LAN equipment market will exceed \$10 billion by 2012, with more than half of the revenue coming from the enterprise sector.

Vertical industry segments such as healthcare, manufacturing, retail, education and automotive are incorporating wireless connectivity as a critical part of getting business done. In many cases, network downtime could result in the loss of inventory and millions of dollars in revenue. Wireless LAN deployments also are spreading to more horizontal applications in “carpeted” segments of the enterprise, as knowledge workers demand mobility and IT organizations look to reduce network costs for both data and voice using wireless LAN technology.

As enterprises continue wider adoption of wireless for mission critical applications, IT organizations need to ensure the security and reliability of the wireless infrastructure — particularly in the face of new industry regulations to safeguard confidentiality and integrity of corporate data. The emergence of new protocols and authentication measures like TKIP, WPA, AES, Cisco's LEAP and 802.11i promise to improve WLAN security, but will only be effective if they are implemented universally. As WLANs proliferate, not only is network security and compliance affected, but network performance and reliability issues also come to the forefront. Any number of issues indigenous to wireless environments — including

channel interference, bandwidth constraints and the introduction of unidentified access points and Stations — can affect the performance and availability of WLANs. Other network administration tools on the market today are “adapted solutions” that help solve some of the problems in WLAN administration, but were actually designed for the needs of wireline administration instead of the wireless environment. None of these tools deliver a comprehensive network administration solution that truly addresses the needs of network and security administrators, leaving IT professionals ill-equipped to deal with the rapid proliferation of WLANs in their environment.

Wireless LAN infrastructure vendors tout monitoring, management and security functions as features to differentiate themselves from other players. Connectivity is still their primary function, however, and their solutions offer limited diagnostic capabilities that are not sufficient to ensure a secure and reliable Wi-Fi environment. Historically, even wired equipment vendors have been unable to deliver fully self-healing or self-diagnosing systems. As a vendor-agnostic, third-party overlay designed to troubleshoot any wireless environment, AirMagnet’s sole focus is to provide a comprehensive solution to address every security, performance or compliance issue that may arise on a wireless LAN.

AirMagnet Solution

AirMagnet is the choice of security-conscious CIOs and IT managers for enterprises with strategic, complex or critical wireless infrastructures. Whether the job calls for enterprise-wide wireless security, design and installation of a new network, troubleshooting connections or optimizing performance, AirMagnet products — both portable analyzers and enterprise wireless IPS — consistently meet all the needs of network and security professionals.

AirMagnet Enterprise Solutions

AirMagnet Enterprise

AirMagnet Enterprise is the market-leading product for 24x7 WLAN security, performance monitoring and compliance reporting. Awarded for its zero-tolerance approach to security and praised for its performance-enhancing capabilities, AirMagnet Enterprise 7.5 has become the industry's preferred wireless LAN monitoring system. This robust solution is ideal for enterprises whose businesses depend on wireless networking, require strict security and compliance, or need to troubleshoot multiple WLAN locations without adding costly equipment or IT staff. Don't let its power fool you — despite its sophistication and stealth capabilities, Enterprise 7.5 is simple to deploy and easy to use.

AirMagnet Enterprise Analyzer (for Aruba and Cisco networks)

The AirMagnet Enterprise Analyzer products are software-only Wi-Fi troubleshooting and help-desk solution designed specifically for Aruba and Cisco WLAN infrastructures. Enterprise Analyzer software works with existing controllers and access points to collect Wi-Fi data for expert analysis. AirMagnet's signature AirWISE engine automatically pinpoints more than 130 types of wireless factors that can impact network performance, then generates alarms with detailed explanations of events and advice on corrective actions. Network managers can also remotely troubleshoot wireless problems in real-time without having to travel on-site. The result is a much faster and cost-effective way to solve wireless issues while making the most efficient use of WLAN hardware resources.

AirMagnet Mobile Solutions

AirMagnet Laptop Analyzer

AirMagnet Laptop Analyzer is a complete mobile performance and security toolkit. It instantly diagnoses wireless network problems and spots potential security breaches. Running on a Windows laptop, it helps back-office personnel remedy even the most challenging network

problems in mixed 802.11a, 802.11b and 802.11g environments, including voice-over-WLAN troubleshooting.

AirMagnet Handheld Analyzer

The AirMagnet Handheld product provides a truly pocket-sized solution. Running on a Pocket PC device, it packs a comprehensive set of management tools in a mobile solution capable of going to the geographical source of network problems.

AirMagnet Survey and Survey PRO

AirMagnet Survey is a comprehensive, graphical site-survey tool for Wireless LAN deployments, combining all the critical components for pre-installation site surveying and ongoing provisioning of wireless 802.11a, 802.11b and 802.11g networks into one package. The solution runs on a laptop, and includes active and passive surveying, flexible and detailed analysis, and the ability to simulate and view changes to the network. Survey PRO includes integrated reporting, support for outdoor GPS, and multi-floor analysis.

AirMagnet Spectrum Analyzer

AirMagnet Spectrum Analyzer proactively detects and identifies sources of RF interference in all Wi-Fi bands. An ideal complement to AirMagnet Laptop Analyzer, laptop-based Spectrum Analyzer performs real-time RF spectrum analysis and pinpoints the location of problematic wireless devices, including Bluetooth, cordless phones, microwave ovens and video cameras – allowing IT staff to ensure optimal performance of their wireless networks.

AirMagnet VoFi Analyzer

AirMagnet's VoFi Analyzer is the first of its kind: a professional monitoring and troubleshooting tool for Voice-over-WLAN deployments. With VoFi Analyzer, you can directly monitor the quality of every call on the wireless LAN, automatically detect the sources of voice problems, and actively troubleshoot problems even on fully encrypted wireless networks. VoFi Analyzer addresses all aspects of wireless voice and diagnoses issues rooted in the end-user's phone, QoS problems, RF problems, WLAN problems and even wired network problems associated with Voice over Wi-Fi. AirMagnet VoFi PRO provides additional integration with leading voice solutions from Cisco, Spectralink and Vocera for complete end-to-end call analysis.

Distribution

AirMagnet products are available through more than 200 AirMagnet authorized resellers in North America, Latin America, Europe, the Middle East, Africa and the Asia Pacific regions.

Training & Support

To ensure proper support, deployment and implementation of our solutions, AirMagnet has professional technical support staff on call to address customer's questions about our products suites. Furthermore, AirMagnet Academy offers comprehensive product training classes for the AirMagnet Enterprise Suite and mobile products. Training is offered directly by AirMagnet in North America and is available through training partners in Europe, Japan, Taiwan, Singapore and Australia.

Funding

AirMagnet is a global and profitable enterprise, ensuring that our solid business model can scale to meet our customers' requirements for the future. AirMagnet is primarily funded by revenue generated from its customers. The company has also completed three rounds of

funding. Investors include VenGlobal, Acer Technology Ventures and Intel Capital -- which led the most recent funding round in January 2005. AirMagnet has been profitable since late 2002, with a strong balance sheet and more than \$11 million in cash and receivables.

Senior Management

Dean Au, President and CEO

Prior to founding AirMagnet, Mr. Au was Senior Vice President of the Sniffer Technology Division of Network Associates. He founded Cinco Networks, the developer of NetXRay, the first Windows-based analyzer product. He served as President and CEO until the company was sold to Network General Corporation (later acquired by Network Associates.) Prior to Cinco Networks, Mr. Au was the Director of Product Development at Hughes LAN Systems, where he was responsible for the development and launch of several successful product lines. His other experience includes his role as a senior engineering manager at 3COM Corporation, and Engineering Director of Information Technologies Corporation. Mr. Au earned a Master of Science in Electrical Engineering from Ohio State University, and a Bachelor of Science in Electrical Engineering from Cheng Kung University.

Chia-Chee Kuan – CTO and VP of Engineering

Prior to co-founding AirMagnet, Mr. Kuan served as a technical staff member at Packet Design. Prior to Packet Design, Mr. Kuan was the first software engineer at Precept Software, where he developed IP multicast and IP video streaming technologies. When Precept was later acquired by Cisco Systems, Mr. Kuan led the Video Internet Service Unit development team as the engineering manager. His prior experience includes engineering design at Empirical Tools and Technologies and systems architecture at The Wollongong Group. Mr. Kuan holds a Bachelor of Science in Information Engineering from National Taiwan University and a Masters in Computer Science from Stanford University.

Miles Wu – Chief Software Architect

Prior to co-founding AirMagnet, Mr. Wu served as a member of the technical staff at Packet Design. His previous experience including serving as the technical project leader at Sniffer Technology, a business unit of Network Associates, where he conceived and designed the Sniffer Voice product, a leading VoIP analysis tool. Mr. Wu also served as Cinco Networks' Chief Software Architect until Cinco's acquisition by Network General. He was also a member of the Novell Technical staff, and a Senior Engineer at The Wollongong Group. Mr. Wu holds a Bachelor of Science in Forestry from National Taiwan University and a Masters in Computer Science from the University of Georgia.

Chris Roeckl, Vice President of Marketing

Prior to joining AirMagnet, Mr. Roeckl served as the vice president of corporate marketing at Fortinet, where he was responsible for all outbound marketing activities. Before that he was the senior director of product and technical marketing at Infoblox, the director of product marketing and corporate marketing at NetScreen Technologies Inc. and the director of marketing at Inverse Network Technologies Inc. Mr. Roeckl has also served as a technology analyst for the Robert Frances Group and as the editor for CommunicationsWeek. Mr. Roeckl holds a Bachelor of Arts degree in journalism from Humboldt State University.

Timothy Straight – Vice President of Sales

Mr. Straight has more than 25 years of high-tech sales experience, driving impressive revenue growth and leading top revenue-producing regions for his companies. Prior to joining AirMagnet, Mr. Straight served as vice president of sales and marketing at Commtouch Software, a leading developer of anti-spam and e-mail virus protection solutions, where he was responsible for building the company's infrastructure, sales teams, channel programs and marketing initiatives from the ground up. Prior to Commtouch, Mr. Straight held sales, marketing and business development positions at Netscreen Technologies, Mirapoint, VitalSigns Software, Check Point Software and SynOptics/Bay Networks. Mr. Straight holds a bachelor's degree in journalism from the University of Rhode Island.

Board of Directors

Dean Au

See Mr. Au's bio under the Management Team section.

Joe Kennedy

Mr. Kennedy has 20 years of experience in high-technology start-up companies. Prior to joining Pluris he was founder, chairman and CEO of Rapid City Communications, an early vendor in the gigabit Ethernet and routing switch market. After Rapid City's June 1997 acquisition by Bay Networks, he served as vice president and general manager of Bay's Switching Products Division until June 1998. Before founding Rapid City, Mr. Kennedy spent five years as president and CEO of Hughes LAN Systems, maker of bridges, routers, terminal servers and other LAN products; Whittaker Corp. acquired the company in April 1995. Previously he had founded Phoenix Technology, a LAN security company, which was sold to Bridge Communications. He was also a member of the founding team at Ungermann-Bass. Mr. Kennedy holds an A.B. degree in computer science, and an M.S. in electrical engineering and computer science, both from the University of California at Berkeley

Gary Cheng

Mr. Cheng is a partner in VenGlobal, a venture firm that invests in early-stage companies focused on wireline communications, wireless communications, Internet software, and productivity enhancement software. Prior to his involvement with VenGlobal, he founded Destiny Technology Corporation, a Silicon Valley graphic and imaging software company in 1986. He grew this company to more than 150 employees and then sold the company in 1992. Mr. Cheng also served as the Director of the Advance Development Center at ITT. In addition to serving on the board of directors for many startup companies in Silicon Valley, he served on the Board of Ambit Microsystems (a public company in Taiwan), and Monte Jade Science & Technology Association. Mr. Cheng graduated from Chiao Tung University in Taiwan with a B.S. in Electrical Engineering.

Ronald Chwang

Dr. Chwang has been the Chairman and President of Acer Technology Ventures, America, a venture capital management company, since 1997. He currently serves actively on the board of directors of several private companies. He also serves on the board of Acer Laboratories Inc. and Ambit Microsystems Corp. in Taiwan. From 1986 to 1997, Dr. Chwang was with various Acer entities, serving in executive positions leading business units engaged in ASIC products, computer peripherals, and Acer-Altos server system, including from 1992 to 1997 as president and chief executive officer of Acer America Corporation. Before joining the Acer entities, Dr. Chwang worked for several years in development and management positions at Intel in Oregon and Bell Northern Research in Ottawa, Canada. Dr. Chwang holds a B.S. in Electrical Engineering from McGill University and a Ph.D. in Electrical Engineering from the University of Southern California.

Contact Information

Corporate Headquarters
1325 Chesapeake Terrace
Sunnyvale, CA 94089
United States

Tel: +1 408.400.0200

Fax: +1 408.744.1250

<http://www.AirMagnet.com>

EMEA Headquarters
St Mary's Court

The Broadway
Amersham
Buckinghamshire, HP7 0UT
United Kingdom

Tel: +44 1494 582 023
Fax: +44 870 139 5156