

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.

- Privately-held, profitable since 2002
- 80+ employees
- 7,500 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 4 patents with additional patents pending
- Based in Sunnyvale, California, offices worldwide
- Key government certifications

Wireless Market

Wireless LANs are mission critical in today's enterprise environments. 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. Driving this market growth are the productivity improvements associated with mobility and technology advances, such as high-speed wireless 802.11n which provides wired LAN speeds without the wires.

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.

AirMagnet Wireless Network Assurance

AirMagnet provides the only comprehensive solution for managing all risks associated with wireless networks so that business applications are secure, reliable and compliant.

Security	Performance	Compliance
<ul style="list-style-type: none"> ▪ 24x7 intrusion detection and prevention ▪ Monitor/track all devices, channels and traffic ▪ Pinpoint exact location of rogue devices and threats 	<ul style="list-style-type: none"> ▪ Proactively identify wireless issues ▪ Understand how wireless relates to key requirements ▪ Analyze data for rapid tuning for WLAN performance 	<ul style="list-style-type: none"> ▪ Automatically report for compliance with PCI DSS, HIPAA, GLBA, Sarbanes-Oxley and more ▪ Verify WLAN compliance with internal policies ▪ Pass/fail report card by device

AirMagnet Solutions

With AirMagnet solutions, you have complete control over the entire lifecycle of the wireless LAN from network design and deployment all the way to 24x7 intrusion prevention and troubleshooting. AirMagnet provides unrivaled visibility into all aspects of your wireless airspace with the intelligence to automatically diagnose, explain and respond to any wireless challenge.

AirMagnet Enterprise

AirMagnet Enterprise is the market-leading system 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 provides the most sophisticated solution to detect and defend against hundreds of wireless threats, trace and investigate devices, remotely troubleshoot performance problems and enforce and document compliance with internal and external policies.

AirMagnet Enterprise Analyzer (for Aruba and Cisco networks)

The AirMagnet Enterprise Analyzer products are software-only Wi-Fi troubleshooting and help-desk solutions designed specifically for Aruba and Cisco WLAN infrastructures.

AirMagnet Mobile Tools

- [AirMagnet Survey](#) – a ‘must have’ tool for planning and designing your indoor or outdoor Wireless LAN for optimal security, performance and compliance.
- [AirMagnet Planner](#) – a predictive modeling software module added to Survey PRO that makes it easy for network professionals to accurately plan and deploy 802.11-based wireless networks in any indoor environment.
- [AirMagnet Laptop Analyzer](#) – known as the “de facto tool for wireless LAN troubleshooting and analysis”.
- [AirMagnet Spectrum Analyzer](#) – proactively identifies, classifies, and finds sources of RF interferences that impact the performance of Wi-Fi networks.
- [AirMagnet Handheld Analyzer](#) – a convenient, inexpensive way to solve serious problems in the enterprise wireless LAN. Provides troubleshooting and analysis via a flexible mobile form factor.
- [AirMagnet VoFi Analyzer](#) – the industry's only solution purpose-built for troubleshooting voice-over-WLAN problems in the field.

Innovation and Patents

AirMagnet invented the first WLAN analyzer and has been the first to innovate in a number of areas.

Industry “firsts” include:

- First to deliver wireless & wire-side threat blocking
- First to automate intrusion prevention
- First and only to include spectrum analysis for Layer 1 attacks and interference
- First and only to develop a VoWLAN analyzer for encrypted WLANs
- First with FIPS 140-2 certification

AirMagnet holds 4 patents with more than 15 other patents pending. Patents include:

- Original patent for WLAN analysis
- Ability to detect hidden WAN users
- Ability to detect counterfeit APs
- Performance measurement of WLANs

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 and no debt.

Alliances & Industry Awards



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 Sr. 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 includes serving as 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.

Terrin Eager – Vice President of Engineering

Prior to joining AirMagnet, Mr. Eager was senior software engineer responsible for creating Perpetual's new Impact product. Before that, he was the expert team leader at Network Associates/Network General, where he lead the development of Sniffer Expert for Windows as well as a multi-tiered network management application. Mr. Eager's other experiences include senior engineering roles at Multidata Corp. and Hewlett-Packard.

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.

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