

## **00318 Exhibit B2 Solution Indoor Unit - Aviat Networks**

Aviat is pleased to propose the equipment lists outlined in Exhibit B2-SolutionProductsList in response to the Microwave Radio System Solution Sample (Indoor Unit) for Sub-Category 5.1, 5.2 & 5.5.

### **Sub-Category 5.1**

The ODU / CTR radio proposed represents one (1) hop, 11GHz, Non-Protected with up to 200Mbps throughput capacity and assumes 60FT waveguide runs with 3FT Commscope VHLP3-11W antennas. The Indoor Mounting Kit contains a PDR100-CPR90G Flex Waveguide for connection to the EW90 Elliptical Waveguide system. The CTR does not have any specialized interfaces required to transport data. Either standard ethernet or fiber cables can be used.

The solution includes standard factory hop testing prior to shipment. All other services would be quoted on a per project basis.

### **Sub-Category 5.2**

The ODU / CTR radio proposed represents one (1) hop, 11GHz, Non-Protected with up to 100Mbps throughput capacity and assumes 60FT waveguide runs with 3FT Commscope VHLP3-11W antennas. The Indoor Mounting Kit contains a PDR100-CPR90G Flex Waveguide for connection to the EW90 Elliptical Waveguide system. The CTR does not have any specialized interfaces required to transport data. Either standard ethernet or fiber cables can be used.

The solution includes standard factory hop testing prior to shipment. All other services would be quoted on a per project basis.

### **Sub-Category 5.5**

The ODU / INU radio proposed represents one (1) hop, 11GHz, Non-Protected with up to 150Mbps throughput capacity and assumes 60FT waveguide runs with 3FT Commscope VHLP3-11W antennas. The Indoor Mounting Kit contains a PDR100-CPR90G Flex Waveguide for connection to the EW90 Elliptical Waveguide system. The 3DS3 Interface Card has 3 x slimline BNC connectors.

The solution includes standard factory hop testing prior to shipment. All other services would be quoted on a per project basis.

### **For Sub-Category 5.1, 5.2 & 5.5**

#### **Aviat Solutions**

Aviat customers buy end-to-end solutions, not boxes, full stop.

Aviat customers do not accept excuses, full stop.

The buck stops with Aviat, full stop.

For over 70 years Aviat networks has built a reputation for making complete systems out of our radios and “other peoples’ parts”. Integrating multi-vendor systems is difficult, requires extensive skill sets and very creative people. For many customers Aviat is their turn-key solution provider, consultant, strategist, legal advisor, banker and sometimes even their confidant.

Aviat retains expert staff with hundreds of years of combined experience solving new challenges, sniffing out issues, and anticipating problems. Our expertise saves time, money, and sometimes even customer’s careers. Aviat takes its responsibility seriously and guards its reputation fiercely.

Our customers are constantly facing urgent challenges: decaying networks, budget constraints, changing business goals, and, trying to innovate with as little disruption to operations as possible. End to end services including planning, design, implementation, integration and ongoing optimization are all critical and tricky. Aviat owns these burdens to ensure success and eliminate finger pointing.

Whether it’s deploying a single radio link or a state-wide network, our engineers research, assemble and validate all the components in a comprehensive engineering plan that will meet (and hopefully exceed) customer expectations. With a full-blown factory in Austin, Texas at our customer’s disposal, we can try new solutions, prove that equipment “plays well” together, break things to see how they recover, and most of all, give customers confidence of system performance prior to shipping.

To ensure we “walk the walk” and not just “talk the talk”, Aviat’s business model is based on a “single point of ownership” with experienced Program Managers, Project Engineers, Field Engineers and Field Supervisors to manage and control the entire deployment process from design to deployment.

Aviat’s key solutions include: FCC filings and amendments, zoning applications, permitting, site construction, siting, land acquisition, tower analysis, system integration, radio installation, antenna installation & alignment, R-56 grounding, DC power and back-up battery systems, solar / wind / diesel / propane systems, grounding, site alarming, customer software coding, specialty site alarming, turn-up, field integration, configuration, staging, commissioning, acceptance, migration, cut-overs, 24/7 technical assistance, training, monitoring, helo dispatch services, sno-cat service support, dedicated local ground crews and global support provider.

“AviatCare” is the backbone of Aviat’s solution portfolio which made up of four key offerings:

- AviatCare **Protect**
- AviatCare **Maintain**
- AviatCare **Manage**
- AviatCare **Educate**

### **AviatCare Protect**

With AviatCare Protect we focus on all the basics required to protect your technology investment. With our WarrantyPlus offering you can extend, enhance, expand or extract the warranty that comes with every Aviat Networks solution.

### **AviatCare Maintain**

With AviatCare Maintain we add in a number of value-add services which not only focus on protecting your investment but also ensuring it maintains the high level of efficiency it was originally implemented with. The Maintain portfolio adds services which help you stay ahead of issues and potential network problems by being proactive in our approach to supporting you.

### **AviatCare Manage**

With the Manage portfolio Aviat takes on the operational responsibilities required to manage your network from a day to day. This could range from having someone available to come on site and replace a failed unit to the full operational ownership of your network with clearly defined SLA's in place which must be met.

### **AviatCare Educate**

AviatCare Educate provides a comprehensive suite of training and educational classes that can be custom tailored to meet our customers' unique networking requirements. These can be conducted at one of our many global training centers, on-line, or on-site at a customer's preferred location.

### **Conclusion**

Aviat brings full life-cycle support to customers grounded in decades of performance, backed by strong financials and staffed by subject matter experts.

Aviat sells solutions, not boxes.

Customers trust Aviat to deliver because we've done so on thousands of turnkey projects over decades and across continents.

Aviat doesn't ask customers to "trust us", we show customers they can trust us, day after day, year after year.

Customers view NASPO as a de facto seal of approval for government purchases. This trust must be backed by dependable, consistent vendors. For this reason, Aviat's 70 year long track record providing end-to-end solutions is the perfect complement to the NASPO contract.