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Pronto Networks and Tropos Networks Partner for Metro-Scale Wi-Fi Deployments

Joint Hot Zone Deployments in Chaska and Cerritos Attest to Momentum of Partnership

Pleasanton, CA and Sunnyvale, CA – August 2, 2004 – Pronto Networks, a leading provider of carrier-class operations support systems (OSS) for managing large Wi-Fi hot spot and hot zone networks, and Tropos Networks, the leading supplier of equipment used to build metro-scale Wi-Fi networks, today announced a strategic partnership to drive Wi-Fi hot zone deployments. The two companies have enabled metro-scale broadband service in two municipalities to date: Chaska, MN and Cerritos, CA.

“Municipalities are looking for affordable, metro-area wireless broadband solutions that take just a few months to deploy, not years,” said Ron Sege, president and CEO of Tropos Networks. “Our joint solution has enabled the cities of Cerritos and Chaska to rapidly deploy metro-area networks without the truck rolls and time-consuming back-office setup usually involved. We anticipate that many other municipalities will unwire their cities in a similar fashion to increase productivity and enable mobility.”

The joint Pronto/Tropos metro-area Wi-Fi solution enables system integrators to quickly and cost-effectively deploy large scale Wi-Fi hot zones, enabling subscriber management, multiple service plans and authentication methods for different types of users in the hot zone. The end-to-end solution consists of Pronto’s carrier-grade Operations Support System (OSS) for broadband wireless networks, Pronto’s Hotzone Gateway, Tropos 5110 Wi-Fi cells, and the Tropos Control element manager.

“We are rather excited to be partnering with Tropos on metro area Wi-Fi deployments,” said Jasbir Singh, president and CEO of Pronto Networks. “Our joint solution delivers a network that offers secure IP based authentication which allows municipalities to carve out the network logically for different users and constituents, from public safety employees to community residents, and from private enterprise users to visitors in public areas. The partnership is a natural fit.” Singh added, “Once our joint solution is deployed, we are able to offer additional services on top of Wi-Fi for municipalities, such as VoWLAN, subscriber management, and localized branding within a hot zone.”

The Pronto/Tropos joint solution selected by chaska.net provides 16-square miles of Wi-Fi coverage in Chaska, MN and provides 8.6-square miles of coverage for Aiirmesh Networks in Cerritos, CA. It enables these cities to deploy broadband services to city and public safety workers as well as offer paid service plans for businesses and residents. An added benefit for subscribers and local government is the ability to stay connected to the community through special web pages highlighting important community information and events.

Pronto’s carrier-class OSS is an open, standards-based Wi-Fi service delivery platform that enables operators and system integrators to rapidly and cost-effectively deploy wireless broadband networks to deliver new value-added services to consumers. Pronto’s OSS also enables municipalities to sublet their network to Virtual Network Operators (VNOs) who can brand the wireless service as their own. Pronto’s OSS provides complete back-office functionality for large scale Wi-Fi deployments, secure authentication and access control, pre-paid and post-paid billing, location-based services, incident tracking, remote subscriber monitoring, and roaming clearing and settlement. Pronto’s Hotzone Gateway, a 1U access gateway supporting up to 2000 concurrent users, provides AAA (Authentication, Authorization and Accounting) and IP routing functionality, as well as the ability to customize the end-user portal and walled garden sites.

The Tropos 5110 Wi-Fi cell is an outdoor-optimized and ruggedized wireless mesh router based on the 802.11 standard. The Tropos 5110 quickly and economically uses the intelligent Tropos Predictive Wireless Routing Protocol (PWRP) to provide pervasive coverage over metro areas. The Tropos PWRP routes traffic wirelessly, eliminating up to 95% of the wired backhaul associated with traditional access point solutions. Tropos Wi-Fi cells form a wireless mesh, dynamically routing traffic along the highest throughput path to a wired gateway. This intelligent routing negates effects of radio frequency (RF) interference, wired backhaul failure and node failure. PWRP also scales to thousands of nodes with the lowest routing overhead in the industry. Network support costs are minimized via the central management capabilities of the Tropos Control Element Manager, a configuration, monitoring and maintenance tool.

About Pronto Networks

Pronto Networks, based in Pleasanton, Calif., provides carrier-class Operations Support Systems (OSS) that enable network operators to deploy and manage large public hot spot and hot zone networks. The company's software handles provisioning, configuration, authentication, access control, security, pre-paid and post-paid billing, and roaming settlement for large public WLAN networks, in addition to remotely managing and updating multi-vendor hardware and Wi-Fi switches. Pronto Networks is funded by BV Capital, Draper Fisher Jurvetson and the Intel Communications Fund. Pronto Networks was recently named to the *AlwaysOn List of Top 100 Private Companies* for the second consecutive year and in 2003 received *Wired Magazine's Top 25 Wi-Fi Companies to Watch* and *Computerworld's Innovative Technology Awards*. For more information about Pronto Networks, please visit www.prontonetworks.com.

About Tropos Networks

Tropos Networks, Inc. is the leading supplier of systems used to build metro-scale, outdoor Wi-Fi networks. Tropos' unique Wi-Fi cells, along with the first element manager to control large Wi-Fi networks, enable public agencies and service providers to deliver ubiquitous, city-wide mobile broadband to users in any locale. These carrier-class IP networks are low cost and easy to install and scale. The Tropos cellular mesh architecture and use of optimized open-standard radios dramatically reduce the need for wired backhaul while eliminating expensive proprietary clients and complex software. Using the patented Predictive Wireless Routing Protocol, Tropos solutions deliver maximum bandwidth to the user regardless of conditions, at unprecedented Wi-Fi network scale. Tropos Networks is headquartered in Sunnyvale, California. For more information, please visit www.tropos.com, call 408-331-6800 or write to info@tropos.com.

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