



EnGenius Networks

Company Introduction



- **Founded in October, 2006**
 - A spin-off and wholly owned subsidiary of Senao International Co., Ltd.
- **Number of Employees Worldwide: 450**
- **Revenue: US\$46M (2006), US\$70M (2007, est.)**
- **Business Focus:**
 - Wireless PBX
 - Long Range Cordless Phone
 - WLAN Solutions
 - VoIP Solutions
 - Wired Connectivity Products



Senao International



ChungHwa Telecom



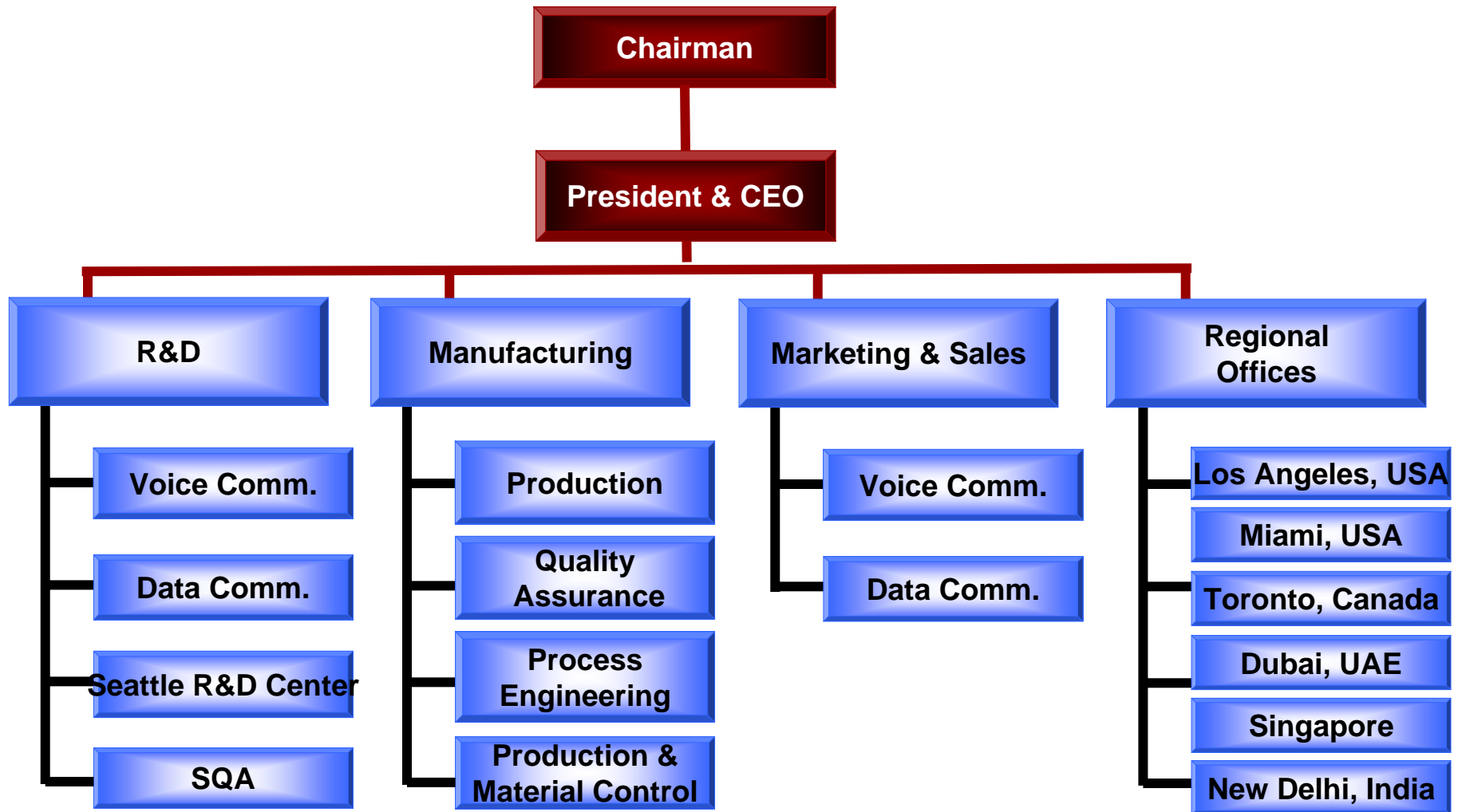
**Senao Networks
EnGenius Networks**

**35% owned by
ChungHwa Telecom,
largest Telco in
Taiwan**

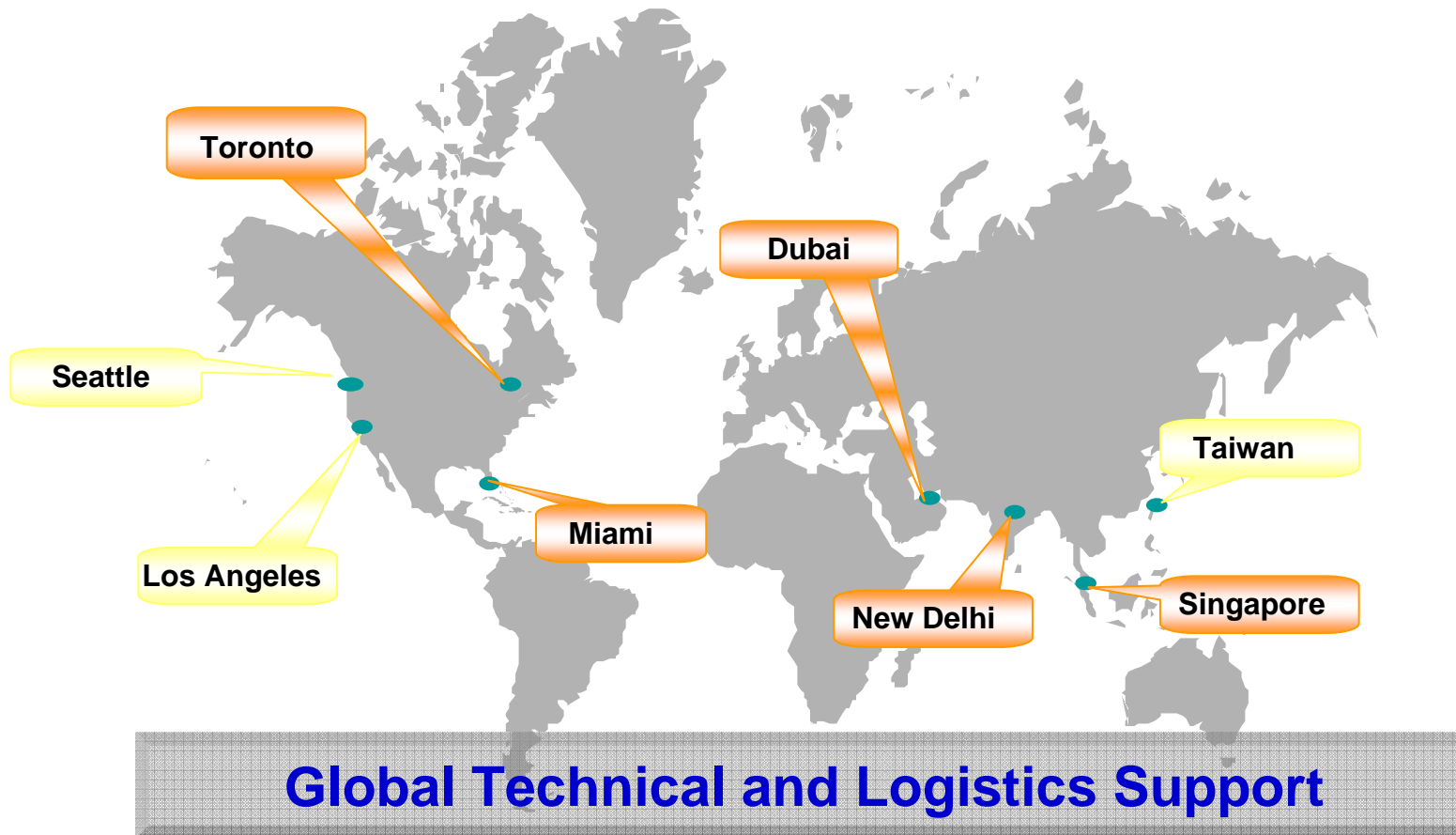


- **Senao International Co., Ltd.**
 - Founded in 1979
 - Capital: US\$70 Million
 - Number of employees worldwide: 1,500
 - Listed on Taiwan Stock Exchange
 - 2006 Revenue: US\$730M
 - Two major Business Groups:
 - Mobile phone distribution
 - Over 500 retail stores
 - Exclusive channel partner of **CHT** (Chunghwa Telecom, incumbent Mobile/PSTN/Broadband carrier)
 - CHT owns 35% of Senao International
 - Communications products OEM/ODM
 - Spun off in 2006 to become **Senao Networks, Inc.** (100% owned by Senao International)

- **Senao Networks Organization**



- **Global Presence**
 - **7 Branch Offices/Distribution Centers in USA, Canada, UAE, Singapore, and India**



- **Major OEM/ODM Product Lines**
 - **Voice communications**

Long Range Wireless PBX (Digital)



1-line WPBX with Broadcasting



Multi-base 4-line WPBX with PA

Long Range Cordless Phone (Analog)



>10km Multi H/S



>10km Slim H/S



>10km with Speakerphone

VoIP Solutions



SMB IPPBX
30 Users
2FXO, 2FXS (4FXO/S)



SOHO IPPBX
10 Users
1FXS, 1FXO



Wi-Fi Phone
IEEE802.11b/g
Colored display

- **Major OEM/ODM Product Lines**
 - **Data communications**

WLAN Indoor & Outdoor AP/Bridge/Router



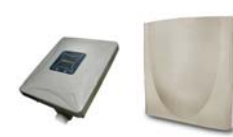
802.11n AP/CB



Indoor Hi-Power Client Bridge/AP



Outdoor AP/ Repeater



Outdoor Client Bridge/AP

WLAN Client: NICs



PC Card & PCMCIA Card

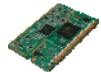


11a/b/g USB Adapter

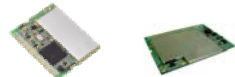


802.11n USB Adapter

WLAN Module/Platform



802.11n Mini-PCI



802.11a/b/g Mini-PCI



RISC Platform
Intel IXP



High Performance
Multi-core RISC
Platform

Gigabit Ethernet



5/8-port (w/ or w/o PoE)



16/24-port w/ POE and WebSmart

- OEM/ODM Partners



- Certifications**



**USA
CES**



**Integrated
Home Systems**



**Small Office
Home Office**



**CES 2000
Workstyle Award
Wireless Category**



**Germany
Japan**



**iF Award
Primary**



**Good Design
Award
Primary**

Taiwan



- **R&D Resources**
 - Avg. R&D expenses at **10%** of revenue (industry avg. 2~5%)
 - Two R&D centers: Taiwan & Seattle (USA)



Seattle R&D center



- **R&D Achievements**

- First to launch **200mw** high power WLAN NIC and FCC certified
- First to launch **400mw** high power WLAN NIC and FCC certified
- First to launch **dual-band (802.11a+b)** Access Point
- First to obtain **Wi-Fi** certification for Wi-Fi VoIP Phone
- First Skype Wi-Fi Phone
- Intel XScale IXP-42x Coyote reference design
- First to launched 2.4 GHz **long range spread spectrum WPBX** in Taiwan (CNS), China (CCC) and Europe (CE)
- **Longest range WPBX** and wireless PBX-adjunct in FCC market
- **Longest range cordless phone** in Eastern Europe and Middle East markets



- **Location: Taoyuan, Taiwan (10 km from airport)**
- **Size: 36,300 sq. meters**



- Production Capacity**

Product Line	Current Capacity	Capacity Expandable to
Digital Cordless Phone/WPBX	35K/month	70K/month
Long Range Cordless Phone	15K/month	30K/month
Wireless VoIP	140K/month	420K/month
WLAN NICs	300K/month	750K/month
WLAN indoor AP/Bridge/Router	240K/month	600K/month
WLAN outdoor AP/Bridge/Router	130K/month	260K/month



SUCCESSFUL Worldwide Case Studies



**Overview of city with
EnGenius Outdoor Bridge**



**World famous Buddhist
Monastery View**



**Client Point to Point
location 3KM without
Booster only a EAP-2418
plus cables.**



Success Story: Wireless ISP

CHALLENGE:

To provide subscribers with Internet access of up to 56kbps.

SOLUTION:

10 EL-2511BG+ (as server)
100 EL-2611CB3+DLX with
EAP-2418 (as CPE)

RESULT:

WISP could provide cost effective dial-up internet to all their subscribers within few working days.



Success Story: Castle Howard

CHALLENGE:

To provide wireless over a huge land area to enable users to surf internet via laptops, use wifi skype phones and provide free access on set and at the artistes trailers via 11g WIFI.

SOLUTION:

EOC-8610

RESULT:

The network now enables far more people than before to gain connectivity throughout the Estate



Success Story: Bus Station

– **Background info:**

- Value added distribution sells to integrators, VAR's, etc.
- Core business remains concentrated on wireless data communication

– **Application:**

- Set up client-bridge on the bus and Taxi
- Set up AP in each bus station for data transmission

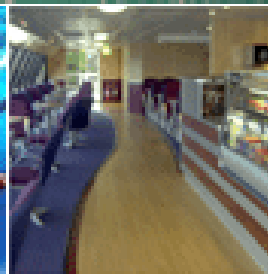
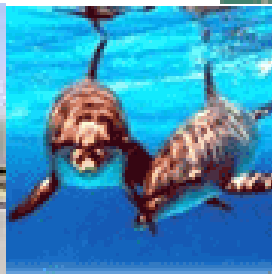
– **Products:**

- EOC-3220



Success Story: WiFi @ SEA

11g Wireless Bridge installed onto the Sea Stradbroke Passenger Ferry. Robust and stable connectivity is able to keep the passengers "online" for the **entire** 2 hour 24km round trip.



Success Story: University of Technology

CHALLENGE:

To provide all students in the campus wireless Internet access and access to the school intranet.

SOLUTION:

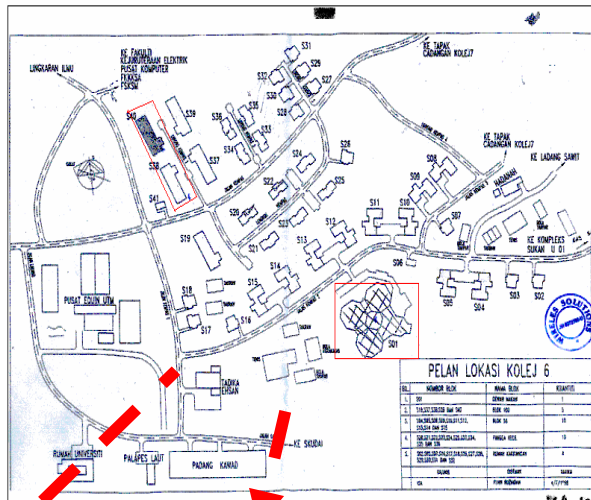
EL-2511BG2+ for linking up Server to Hostels

EL-2611CB3+DLX used for distribution within the building.

EL-2511CD+, High power PC cards for Client side

RESULT:

Students are able to do their tutorials anywhere in the campus and their hostels.



EnGenius
Business Class High Power Wireless

THE END



SUCCESSFUL PARTNERSHIP

Senao Networks, Inc.

