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Who is using your software?

Green Packet's solutions are currently being utilized by many 3G operators around the globe. In fact in Malaysia, where our headquarters are, most 3G operators are already using our solutions and hardware.

On the WiMAX front, we have signed up with Malaysia's first and largest WiMAX operator, which will roll out this technology in the coming months.

We have also recently announced collaboration with GCT Semiconductor, which sees the world's first intelligent connection management solution that delivers seamless connectivity and handover between WiMAX

and WiFi. Our solution, called "Intouch Connectivity Manager" integrates Green Packet's Mobile IP solution with GCT's GDM7215, the industry's first single-chip solution to support both mobile WiMAX IEEE 802.16e-2005 and WiFi 802.11 b/g.

What differentiates your solutions from your competitors?

What is most outstanding is the versatility and compatibility of our solutions. Our solutions optimize bandwidth across all wireless and wired broadband technologies.

Green Packet is a developer and innovator and we understand

the market, the customers. We have found success through the seamless integration of user-oriented tools and features across various communications platforms. Our solutions are designed from a commercial perspective first – how to improve customer attraction, increase ARPU and encourage customer evangelism – thus commercial effectiveness is built into the thinking right through development.

While other vendors may offer standalone services, Green Packet has the advantage of being one of the first in the world to offer end to end solutions, from infrastructure, solutions, customer devices, content and consulting services. As a leading developer

of Next Generation Mobile Broadband and Networking Solutions, we have the advantage of being first to market and thus completely understanding the ecosystem and customer requirements.

How do you see your future

There is a big future for WiMAX and therefore for Green Packet. Green Packet is very well positioned to capitalize on future WiMAX growth because of our end-to-end solutions.

Our competitive advantage is being able to offer a high degree of customization for every operator, from hardware to software and this has proven to be a strategic business driver in the past.

WiMAX Ecosystem Interview

Tom Flak is SVP of Company Operations, SOMA

Why is SOMA focused on "emerging economies" specifically with Mobile WiMAX? Aren't there more lucrative markets for this new technology?

We believe that Mobile WiMAX is a truly disruptive technology that has the power to change lives. Broadband wireless technologies such as Mobile WiMAX can economically connect more people — in rural counties, across developing nations and around the world — and enact genuine socio-economic change. If deployed correctly, Mobile WiMAX can help address real human needs, like bridging the digital divide, rapidly bringing connectivity and commerce to areas that previously had no technology infrastructure, raise living and educational standards, sustain communications during natural disasters, and create entirely new enterprise business models.

Wireless broadband has traditionally been deployed in emerging economies where wireline infrastructure is limited and so business models were mainly focused on commercial, high-income hotspots and community

activity. The lower costs and better spectral efficiency of Mobile WiMAX, coming at a time when broadband is seen as a major contributor to economic growth, makes it more viable to expand home and personal access to a larger section of the population, even in the less developed areas in India, Pakistan, South-East Asia, Latin America and parts of Africa. Our technology is designed to serve the Broadband to the Home (BTTH) market and narrow the digital divide for the more than 1.7 billion households that do not have access to broadband services and the Internet Economy — and which in some cases, do not even have access to basic VoIP services. BTTH is a well established market and wireless networks are increasingly providing a way to extend access to wider sections of the population, more cost effectively.

How does SOMA intend to be competitive in a field with many solutions providers?

SOMA is not a new entry to the global wireless marketplace. The company has been a leader in



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delivering complete, turnkey broadband wireless solutions, and continues to be a leader in the Mobile WiMAX market with a focus on delivering broadband-to-the-home services and applications. Estimates for the Mobile WiMAX market range from \$3 billion to \$7 billion by 2010, and we're confident SOMA will grab a respectable portion of that market. With over 5 billion people in the world still not connected to the communications grid, our market traction and experience position SOMA for strong growth.

Does SOMA believe India and other developing nations are on the right track in terms of deploying next generation technology?

Absolutely. Developing nations tend to leapfrog generations of technology in order to fill gaps in their communications infrastructure. Wireless technologies such as Mobile WiMAX offers one of the most cost-effective means to bridge the gap between old world PTT and 4G networks. In our opinion, WiMAX will be the key driver in providing broadband services to rural areas because of its ease of deployment, geographic reach and large cell size. India's state-owned and largest telecommunications company, Bharat Sanchar Nigam Ltd.

(BSNL) has chosen SOMA to deploy the industry's largest Mobile WiMAX network across three of India's fastest-growing telecom circles. This new infrastructure will provide broadband data and voice services to a service area reaching more than 200 million people, and represents a major step forward in realizing the Indian government's "Vision 2010" mandate to make broadband services ubiquitous and turn India into a global information technology force.

How does LTE factor into the competitive landscape?

The two options have much in common, with similar underlying architectures and support for many of the same spectrum bands. The biggest difference at the moment is in terms of timelines; WiMAX is available now, and LTE is a number of years out. SOMA is a solutions provider; therefore SOMA's value is in optimizing technology for BTTH — enabling a true DSL-like experience over broadband wireless. So whether we use WiMAX, or LTE in the future, we add additional intelligence to the access network to make it viable for BTTH applications. LTE will provide an additional technology option for the future, which is a good thing for the industry, but Mobile WiMAX is here now.