

JUNE 2013



About Ruckus

Formed	June, 2004
Headquarters	Sunnyvale, California
Status	Publicly held (NYSE: RKUS)
Market	Mobile Internet infrastructure
Founders	William Kish and Victor Shtrom
R&D centers	Shenzhen (China), Taipei (Taiwan), Bangalore (India) and Sunnyvale (US)
President /CEO	Ms. Selina Lo
2012 revenue	\$215 million
1Q13 revenue	\$59 million
Customers	21,700 mobile carriers, broadband service providers and medium/large enterprises
Product(s)	Smart Wi-Fi access points, controllers, and WLAN management systems
Patents	75 granted to date
Employees	725+
Notable customers	Mandarin Oriental Hotel Group, Marriott, Marston's, Waterstones Book Stores

Ruckus Wireless is the fastest growing among the world's top 5 enterprise WLAN suppliers. Ruckus is differentiated by our ability to increase the reliability, range and performance of Wi-Fi using patented technology that constantly adapts to environmental changes.

We market and manufacture advanced, ("smart") centrally-managed wireless systems designed for the most stringent environments and traffic types.

Our singular focus is transforming Wi-Fi from a technology of convenience into a reliable and ubiquitous utility.

ZoneFlex: At a Glance

Key Benefits

Most reliable / best performing Wi-Fi

- 3X / 4X the range and reliability
- APs integrate high-gain, directional smart antenna array for consistent performance at range with the ability to mitigate interference
- Stronger signal at longer ranges improves client performance
- TX/RX polarization diversity improves connectivity with smart devices

Unprecedented simplicity

- Configures in minutes mobile optimized, and free management, monitoring, and diagnostics apps
- Eliminates configuration complexity and cumbersome deployment issues
- Simple and robust security
- Automatic RF management

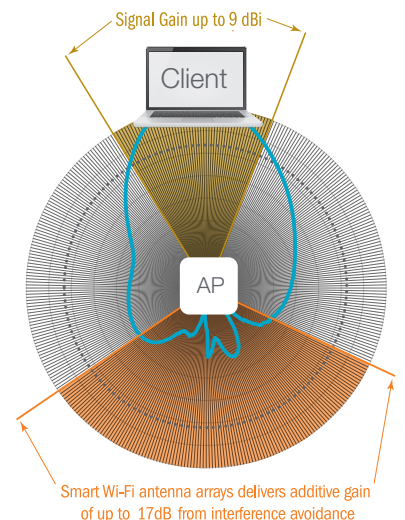
Dramatically lower CAPEX/OPEX

- Fewer APs (that reach farther) required
- Smart Mesh networking eliminates the need to run Ethernet cables to every Wi-Fi access point
- No additional software licenses for new features

Smart Wi-Fi Access Points



Smart WLAN Controllers



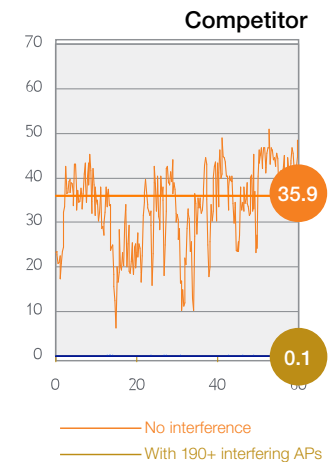
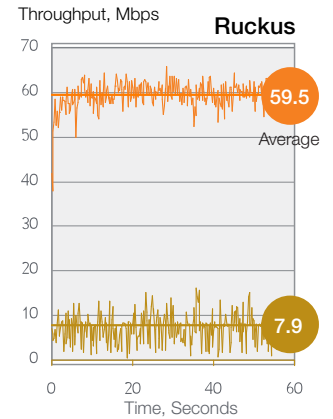
ZoneFlex At a Glance

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Ruckus Differentiators

CAPABILITY	Aruba	A/Hive	Cisco	HP	Meru	Xirrus	Ruckus
Extended range and coverage							✓
Interference mitigation and avoidance							✓
Auto rate adaptation based on client feedback							✓
Advanced quality of service (QoS)							✓
Dynamic pre-shared keys (no-touch client security)							✓
802.1X support	✓	✓	✓	✓	✓	✓	✓
Flawless transmission of concurrent voice, video & data							✓
Automatic RF path selection and adaptation							✓
Adaptive high gain directionality							✓
Guest access	✓	✓	✓	✓	✓	✓	✓
Self organizing / healing wireless meshing	limited	limited	limited	limited	limited		✓
5-minute complete wireless LAN configuration							✓
Number of APs per 100,000 square feet	40	40	40	40	40	40	25
Zero IT configuration							✓
Price	\$\$\$\$\$	\$	\$\$\$\$	\$\$\$	\$\$\$	\$\$\$	\$



Select Indoor / Outdoor (MSRP pricing in USD)

PRODUCT	IMAGE	DESCRIPTION	PRICE
ZoneFlex 7982		Three-port, dual-band 3X3:3 802.11n Smart Wi-Fi AP featuring an integrated dual-polarized smart antenna array.	\$1,099
ZoneFlex 7352 /72		Single and dual-band, 2X2:2 802.11n Smart Wi-Fi access points with integrated dual-polarized antenna array.	Starts at \$449
ZoneFlex 7055		Four port, dual-band concurrent, 2X2:2 Wi-Fi wall switch.	\$369
ZoneFlex 7782		High capacity, 3X3:3 dual-band 802.11 outdoor Smart Wi-Fi access point with integrated smart antenna array.	\$2999
ZoneFlex 7731		Long-range (up to 8 km), 5GHz 802.11n Wi-Fi point to point / point to multipoint bridge.	\$2,390 (pair)
ZoneDirector 5000		Central WLAN controller supporting from 100 to 1,000 Ruckus ZoneFlex APs.	Starts at \$35,000
ZoneDirector 3000		Central WLAN controller supporting from 25 to 500 Ruckus ZoneFlex APs.	Starts at \$6000
ZoneDirector 1000		Central WLAN controller supporting 6, 12, 25 or 50 Ruckus ZoneFlex APs.	Starts at \$1200

