

SOHware Announces Integrated Broadband Wireless Access Solutions for MTU/MDU

Available to VARs and Service Providers Who Target Internet Services at Multi-Tenant Properties

Santa Clara, CA, January 10, 2006 – SOHware, a WLAN pioneer, announces new integrated solutions for wireless MTU/MDU deployments where Broadband Internet access is desired. Encompassing security, subscriber acquisition, network distribution, and whole site Wi-Fi access, SOHware offers its channel Partners a complete system that reduces their burden of mastering technology integration.

The Multi-Tenant market continues to attract Service Providers for the simple reason that few other deployment segments offer such high subscriber density for the infrastructure investment. Market research from In-stat/MDR and others continue to hail the “vast subscriber opportunity” available in residential Multi-Dwellings (MDU) alone. Why then have Service Providers found such poor returns in the past when approaching these markets? Until now, their trial deployments have relied primarily on one technology, such as Wi-Fi or VDSL, which by themselves cannot truly leverage the scalable value each technology is able to contribute. A VDSL solution alone, for example, is cost prohibitive if distributing services all the way to each tenant, while a fixed outdoor wireless solution will likely fail to provide adequate coverage throughout the interior of each tenant’s unit resulting in lower satisfaction and higher churn. In addition, WLAN performance can be difficult to manage in the unique conditions found on site resulting in high support costs.

“SOHware has responded with the industry’s first Integrated Wireless Broadband MTU/MDU Solutions designed to optimize investment returns, enabling VARs and Service Providers to pursue the MTU/MDU market with confidence,” says Dr. CT Wu, President and CEO of SOHware. SOHware optimizes the application of WLAN, VDSL, UTM security and Subscriber access management, assuring interoperability backed by a systems approach to insure business success.

As the total MTU/MDU market encompasses both residential and business customers, Service Providers must have the flexibility to meet a wide range of applications needs. This includes security worthy of Enterprise customers, multiple billing option support desired by consumers, and Class-of-Service reliability demanded by all tenants. SOHware’s integrated approach combines best of breed features that broaden deployment possibilities for residential condo and townhouse complexes, strip malls and professional office parks; all being examples of multi-building campus properties supporting two



or more tenants. SOHware provides total expertise for delivering, distributing, and securing IP services to tenants, eliminating the inefficiencies associated with scaling bundled solutions from multiple vendors. The integrated BWA solutions are carrier-class robust, flexible to meet a wide range of MTU/MDU property layouts, and end-to-end manageable from a network operations center (NOC).

About SOHware

SOHware provides integrated networking solutions that conform to OACIS™ open architecture through a Partner-Direct channel model to SMB and MTU/MDU properties. SOHware solutions offer innovative, business-class features combining performance, ease of use, and affordability demanded by the growing SMB and distributed Enterprise markets. SOHware is a registered trademark of SOHware, Inc.

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