

SkyPilot Networks Equips MetroFi for Municipal Broadband Wireless

Cost-effective dual-radio mesh solution sets new price/performance standard for broadband municipal Wi-Fi access

Santa Clara, CA – September 19, 2005 – SkyPilot Networks, a leading provider of carrier-class broadband wireless systems, today announced it has been providing equipment to MetroFi, the leader in designing, building, and operating wireless broadband networks, to provide the mesh backhaul and subscriber access for municipal Wi-Fi services now available across the communities of Cupertino and Santa Clara, CA. By combining a 802.11b/g access point (AP) with SkyPilot's high-capacity 5 GHz mesh backhaul, MetroFi provides cost-effective broadband wireless in dense coverage patterns. The use of separate radios for access and backhaul minimizes interference while providing overall enhancements for performance, scalability, and reliability.

"We take a holistic approach to building high-volume, low-cost community networks," commented MetroFi's CEO Chuck Haas, "and we found SkyPilot to have the best available solution based on its world-class feature set." MetroFi evaluated several broadband wireless access offerings before selecting SkyPilot as its partner. "The SkyPilot carrier-class broadband wireless system was the only solution that met all of MetroFi's objectives for performance, high availability, security, flexibility, low total cost of ownership, and ease of deployment and operation."

The deployments in Cupertino and Santa Clara cover 20 square miles and use approximately 20-25 SkyPilot mesh infrastructure nodes per square mile. The network, with over 300 mesh nodes, leverages SkyPilot's easy-to-deploy systems to make the network cost-effective for both the initial deployment and its on-going operations. "Our philosophy is that we design, build, and operate highly scalable networks that must operate well in the real world," commented Haas. "In other words, we don't want to manually engineer radio or backhaul links – we want the radios themselves to deal with the realities of an ever-changing RF environment." MetroFi achieves this goal through SkyPilot's ability to provide a scalable self-forming and self-healing mesh topology. With the additional capabilities of best-path routing, non-line of sight (NLOS) connectivity, and self-interference mitigation, the SkyPilot solution further reduces installation and maintenance costs.

The MetroFi High Speed Internet access service is available today for \$19.95 per month or less for most residents in Cupertino and Santa Clara. MetroFi has plans to expand its footprint throughout the San Francisco Bay Area and can deploy networks in other metropolitan areas both in the U.S. and abroad. "There is no doubt we will be equally successful in other locations," Haas noted. "With SkyPilot's system, MetroFi is able to offer broadband wireless access to residents for the price of a dial-up service."

Not only does MetroFi operate and market the Cupertino and Santa Clara networks, but they are a full-service network provider contracting in various ways with city governments to design, build, and operate high-performance, low-cost municipal Wi-Fi networks. Based on SkyPilot's technology, MetroFi is able to provide municipalities with "all-in" pricing of \$50,000 per square mile, inclusive of site surveys, network design, SkyPilot equipment, and installation. MetroFi also operates and manages the network to provide municipalities with a turn-key, open-access solution. While the focus in Cupertino and Santa Clara was on broadband Internet access for local residents, with SkyPilot MetroFi can also support public safety applications with licensed 4.9 GHz solutions, video surveillance, public HotSpot and Voice over IP (VoIP) capabilities on its networks.

"The SkyPilot carrier-class broadband wireless system is specifically designed for companies like MetroFi that operate access networks over large metropolitan areas," commented Bob Machlin, president and CEO of SkyPilot. "The SkyPilot architecture delivers the scalability, reliability, flexibility and affordability needed to

make broadband wireless access competitive with DSL (digital subscriber line) and cable alternatives on a performance basis and, at the same time, profitable for the carriers.”

The SkyPilot system consists of two purpose-built elements for metropolitan Wi-Fi access networks. The SkyGateway is a base station that serves as the interface to the Internet, and the SkyExtender DualBand integrates a mesh backhaul node with a Wi-Fi (IEEE 802.11b/g) access point.

Machlin continued: “Our price/performance of wireless access now leads the industry, which makes the future very exciting for SkyPilot and our partner MetroFi.”

About MetroFi

MetroFi, founded in 2002, is the leader in designing, building, and operating municipal-wide wireless broadband networks. Headquartered in Mountain View, CA, MetroFi leverages Wi-Fi standards to deliver affordable, portable broadband services. MetroFi partners with leading municipalities and ISPs to deliver secure, reliable high speed wireless broadband service to customers whenever and wherever required. MetroFi, recipient of the Wireless Ventures' *Investors' Choice* award, is a private company with venture backing from Sevin Rosen Funds and August Capital. For more information on MetroFi and its services, visit www.metrofi.com or call (+1) 650-810-8000.

About SkyPilot Networks

SkyPilot Networks is a leading provider of carrier-class broadband wireless systems that enable carriers, service providers, and municipalities of all sizes to easily deploy cost-effective last-mile voice and data services. The SkyPilot solution offers quick time-to-revenue and a compelling return-on-investment by extending reach, routing around obstacles, and increasing deployment flexibility, thereby dramatically reducing equipment and operating costs. The SkyPilot products provide a highly scalable and reliable wireless mesh network with a choice of subscriber access options. SkyPilot Networks is a principal member of the WiMAX Forum™ and is a privately held company based in Santa Clara, California. For more information on SkyPilot and its solutions, contact pr@skypilot.com or visit <http://www.skypilot.com>.

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