



FOR IMMEDIATE RELEASE

Lan 1 teams up with DragonWave to bring licensed microwave to the channel

Sydney, November 4th, 2009 – Lan 1, value-added distributor of a range of IP Storage, IP Networking, IP Security and IP CCTV & Access Control products, has announced it has signed a distribution agreement with DragonWave Inc., leading provider of high-capacity packet microwave solutions that drive next-generation IP networks.

When asked about the penning of the agreement, Lan 1's Managing Director Daniel Lee said *"DragonWave products are an entirely new market segment for Lan 1. Our resellers have had to find licensed links from other sources in the past, even if they were buying mesh or class licensed links from Lan 1. Now we can provide a complete wireless solution from WiFi, to Point to Point and Point to MultiPoint. Critically for our channel partners we can also provide design services and "end to end" support for them across the entire wireless portfolio."*

"Lan 1 chose DragonWave to complement its existing IP Networking portfolio as we needed a licensed wireless platform. Customers are asking for very high bandwidth wireless, either because they can't get fibre in the ground or the lead time to deploy doesn't make business sense. DragonWave delivers gigabit speeds simply and efficiently without the risk of an unlicensed solution. Many customers can live with the vague possibility of interference on an unlicensed solution but there is a whole class of enterprise sites that won't consider unlicensed in their mission critical applications. This could be backhaul for ISPs, it could be LAN to LAN bridging or enterprises linking their Voice and Telephony services" said John Hamill, Technical Director, Lan 1.

"A key goal for Lan 1 is to provide our IP Networking channel partners with a carrier and enterprise grade licensed microwave solution to meet the growing demand for uninterrupted, high speed triple-play transmission. Being IP focussed, DragonWave's offering is unique and also a market leader delivering up to 4 Gbps capacity. Lan 1 will be launching an aggressive recruitment drive, identifying partners already active in key vertical segments and enabling them to provide their customers with a unique IP solution. Additionally, we will be improving their competitiveness with local, in-country sparring and 4x7x24 support." said Mathew Bertram, Marketing Communications Executive, Lan 1. *"The addition of DragonWave is a significant investment by Lan 1 to the reseller community and solidifies Lan 1's commitment to be their trusted partners across all their IP Networking requirements."* Bertram added.

"DragonWave is very pleased to continue supporting our indirect channel business with Lan 1 as our Australian distributor. This relationship strengthens DragonWave's ability to quickly deliver and support our Horizon packet microwave solutions across the entire Australia territory," said Alan Solheim, DragonWave's Vice President of Product Management. *"Lan 1's broad office presence allows us to offer enhanced service and support programs to their channel. These enhanced programs will further strengthen the Channels ability to supply and service their customers quickly and effectively. We are truly excited about the new distribution relationship and look forward to the future with Lan 1"*.

For most partners experienced in the networking space outdoor wireless is still something of a mystery due to the complexities of government regulation, product offerings and the perception of reliability. Lan 1's growth in the wireless space is entirely due to us enabling partners to sell and support this solution knowing they have a national team available to them through the whole process from sales to customer handover.

The entire DragonWave portfolio will be on display at the it2009 Conference in Coffs Harbour, November 11th to 13th at Novotel Pacific Bay Resort, and again at the WA Local Government Manager's Association Annual State Conference in Fremantle, November 18th to 20th at the Esplanade Hotel.

Further information about DragonWave can be found at www.lan1.com.au/networking_DragonWave.asp. Resellers looking to add DragonWave to their portfolio can sign up with Lan 1 by visiting www.Lan1.com.au/reg.asp or calling (02) 9318 4222.

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About Lan 1

Lan 1 is a value-added distributor of IP Storage, IP Networking, IP Security and IP CCTV & Access Control products and solutions for entry-level applications through to mission-critical enterprise networks. With a major focus on partner relationship development, Lan 1 aims to provide reseller and integration partners with the essential skills to design, configure, deploy and service a complete range of IP products and solutions.

Through personalised pre/post sales support, vendor certified training seminars and an enterprise-level support team, Lan 1 empowers its partners to offer scalable, practical and cost-effective solutions to the end user.

www.Lan1.com.au

About DragonWave Incorporated

DragonWave® is a leading provider of high-capacity packet microwave solutions that drive next-generation IP networks. DragonWave's carrier-grade point-to-point packet microwave systems transmit broadband voice, video and data, enabling service providers, government agencies, enterprises and other organizations to meet their increasing bandwidth requirements rapidly and affordably. The principal application of DragonWave's products is wireless network backhaul. Additional solutions include leased line replacement, last mile fiber extension and enterprise networks. DragonWave's corporate headquarters are located in Ottawa Canada with sales office locations in North America, Europe, Middle East and Singapore. DragonWave® and Horizon® are registered trademarks of DragonWave Inc. The company's Web site is <http://www.dragonwaveinc.com>.

For more information or to arrange an interview with Lan 1 or DragonWave please contact:

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