

Alvarion Solution Overview

March 2012



Raja Gopal
Director of Marketing

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Proprietary Information.

Key Facts



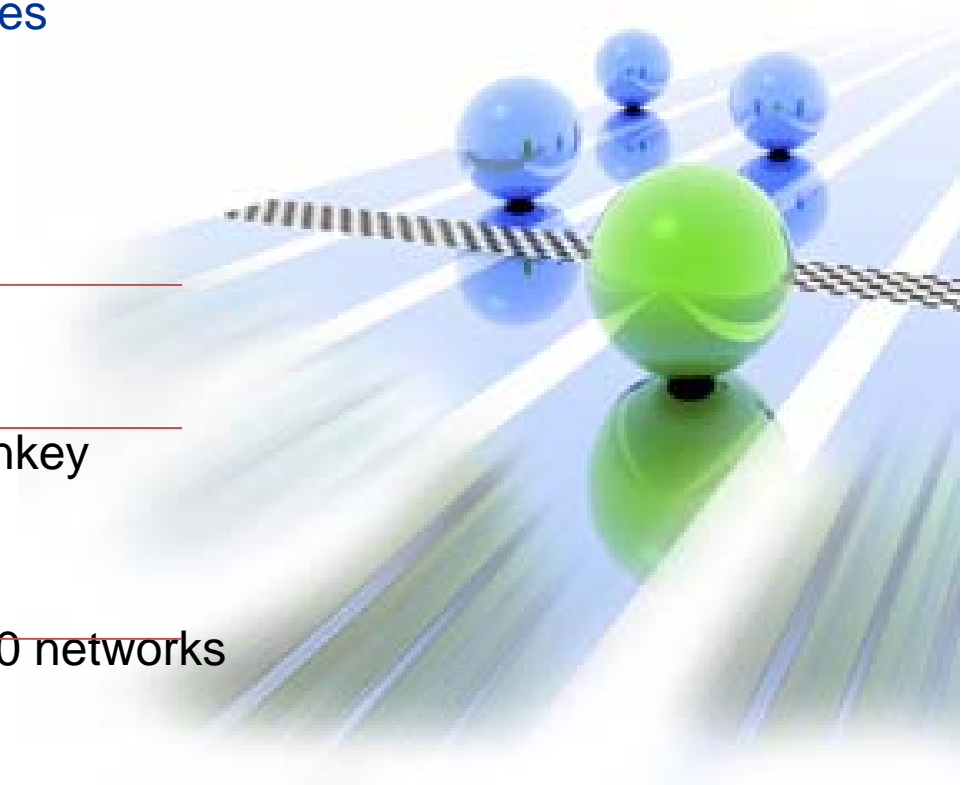
Global presence

- Over 20 local offices around the world
- Deployments in more than 150 countries
- Over 1000 channel partners
- 700 employees
- Strong international board

Most deployed 4G platform

Complete offering of end-to-end and turnkey open network solutions

Over 300M people covered by our top 20 networks



Enterprise Sales Coverage



Channel Sales

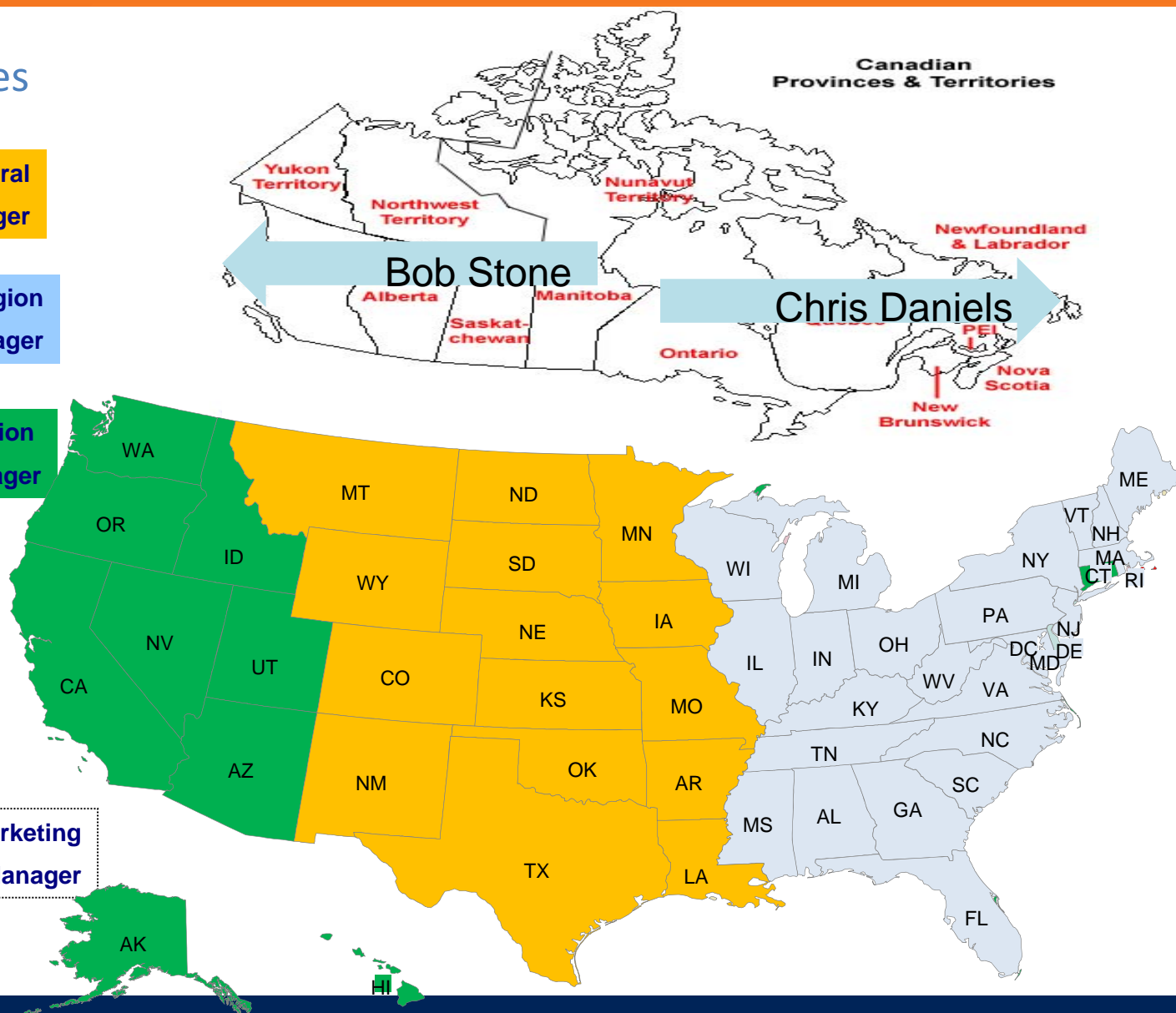
Frank Smith– VP Sales & Central
Drew Lentz – Pre Sales Manager

Chris Daniels Sales East Region
Dave Clelland- Pre Sales manager

Bob Stone - Sales Western Region
Ira Hughes- Pre Sales Manager

Raja Gopal- Channel Marketing
Vishal Gupta- Marketing Manager

Proprietary Information.



Alvarion Business



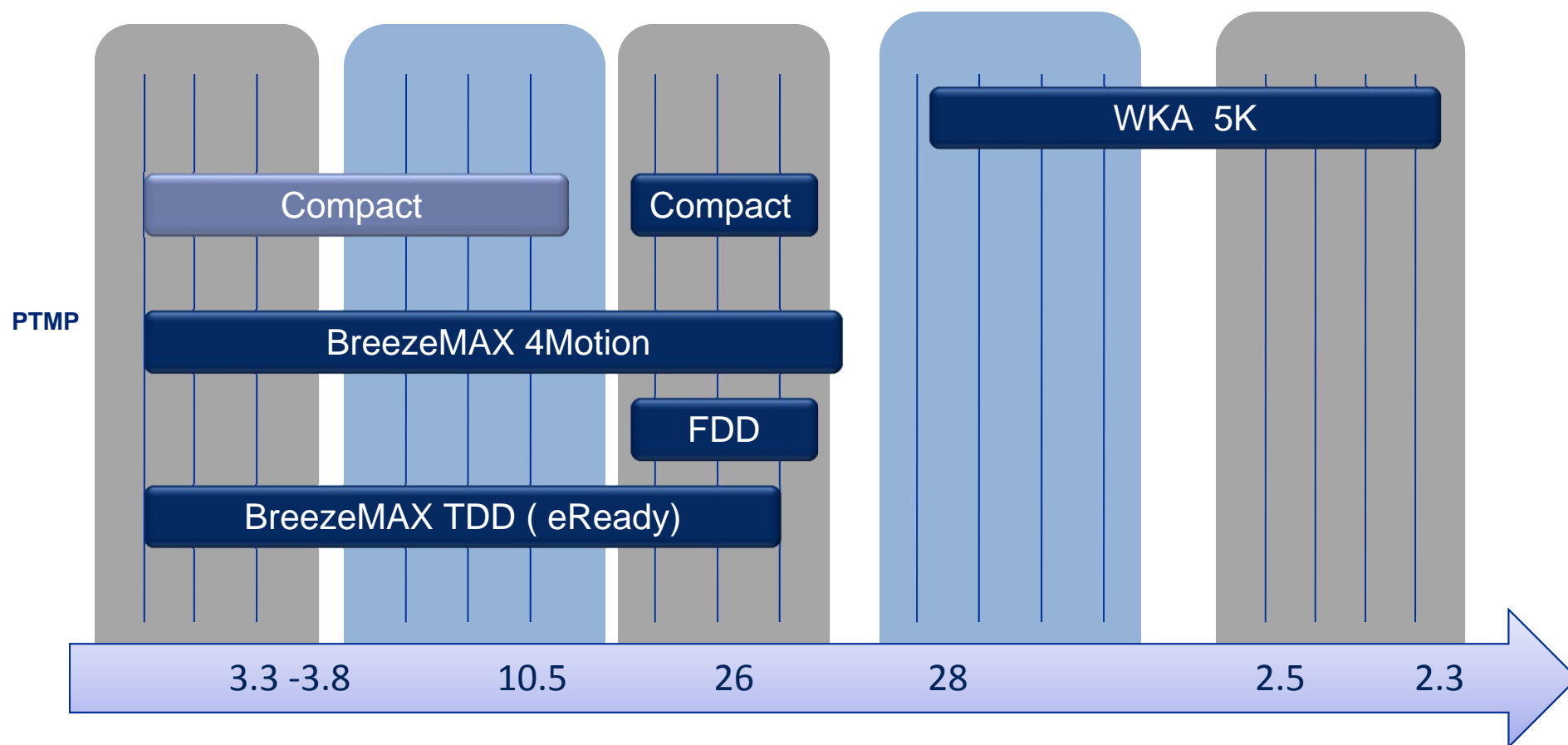
- Optimized Wireless Broadband solutions to the connectivity, capacity and coverage challenges of public and private networks

			
<h2>Carrier WiFi Solutions</h2>	<h2>DAS Solutions</h2>	<h2>Private Networks Solutions</h2>	<h2>4G Wireless Access</h2>
			
<h3>Metro WiFi 3G Offload</h3>	<h3>In-Building Cellular Capacity & Coverage</h3>	<h3>Smart City Public Safety Industries</h3>	<h3>Broadband Triple play Rural & Urban</h3>



Proprietary Information.

Licensed Bands & Products



Proprietary Information.



In planning

Comprehensive RAN Portfolio for Diverse Needs



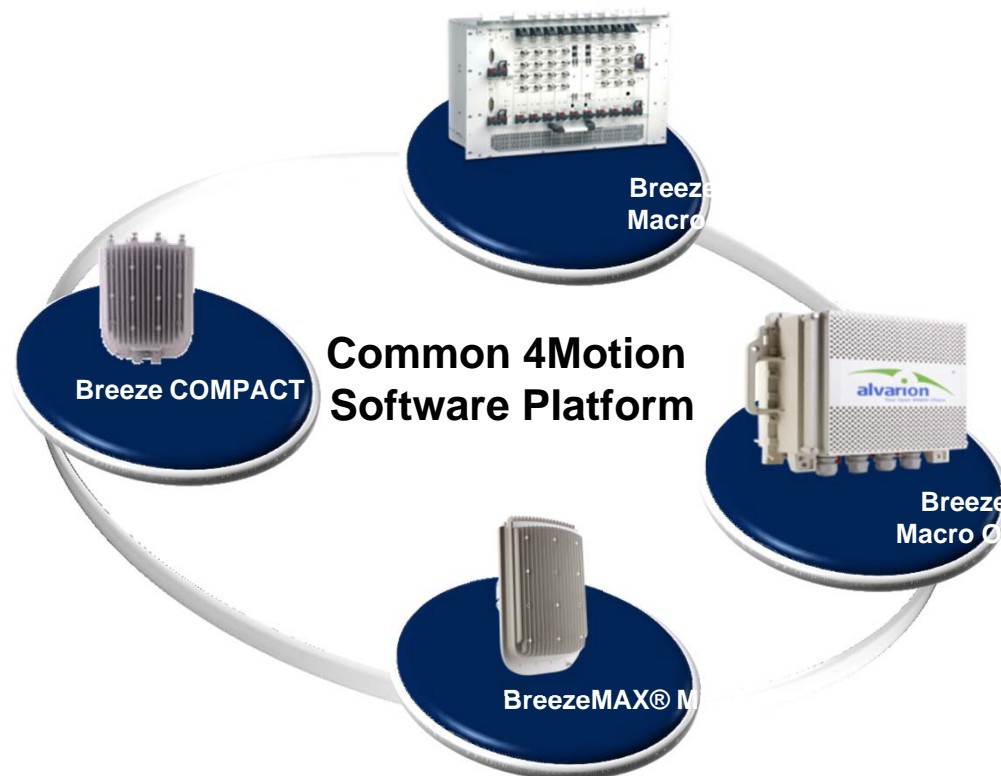
Rural



Dense Urban



In-building



Urban



Remote

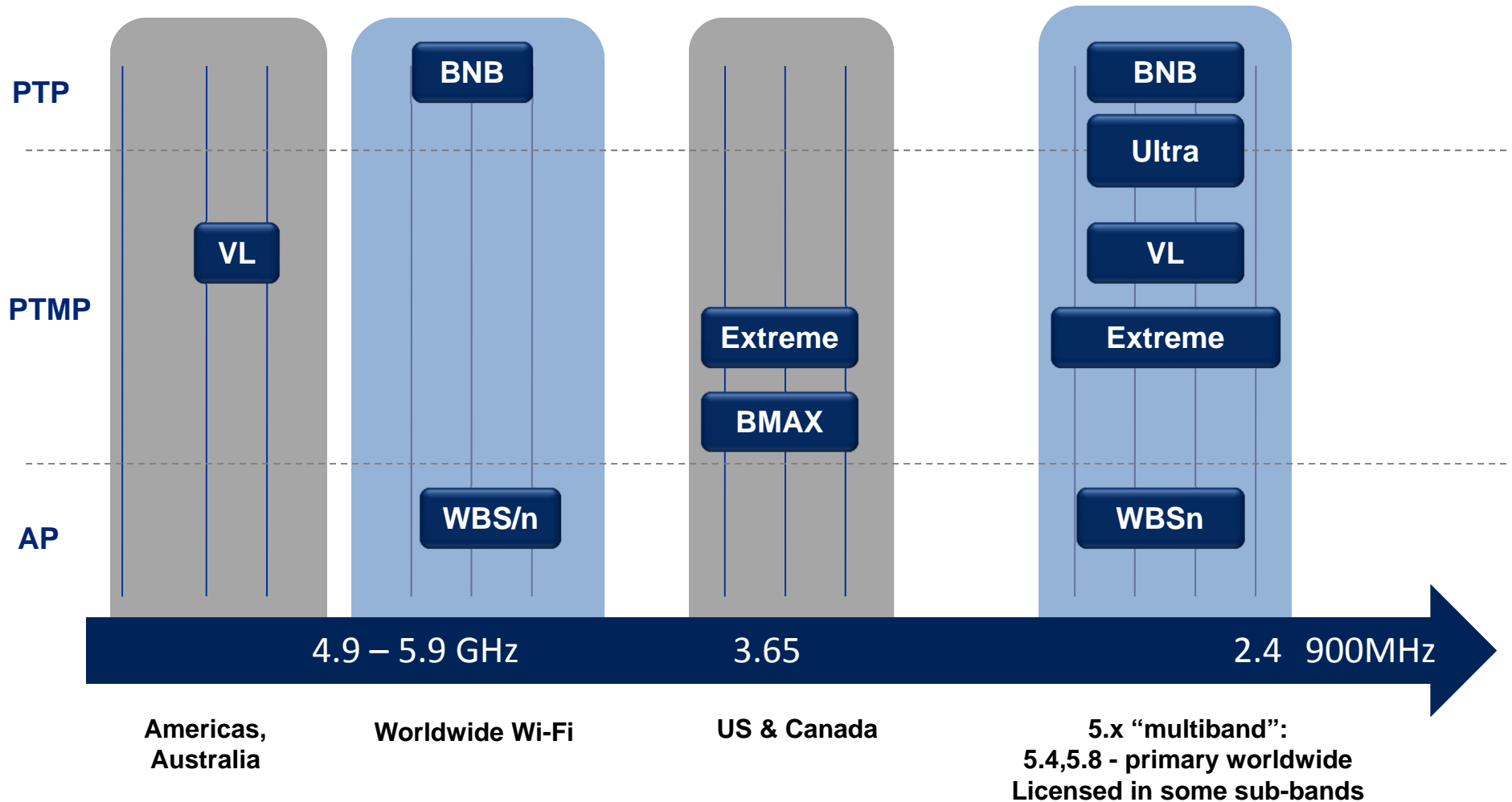


Suburban



A Complete Licensed Spectrum Portfolio

Major Unlicensed Bands



Proprietary Information.

Unlicensed Solutions Portfolio 2012



Point-to-Point



BreezeNET-B



BreezeULTRA

Point-To-Multi-Point



BreezeACCESS VL
BreezeACCESS SEC



BreezeMAX Extreme



BreezeULTRA

Wi-Fi



Wavion WBS/n

Vertical Accessories



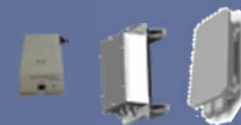
VSU



NGV



E1/T1



Special PS

Alvarion PTP Ultra Promotion



Alvarion BreezeULTRA P6000 Promotion

For a limited time only, take advantage of Alvarion's newest product release promotion. **Get 40% off** of BreezeULTRA P6000.



ALVARION: NEW PRODUCT RELEASE PROMOTION - BREEZEULTRA P6000

NEW PRODUCT RELEASE PROMOTION – **BreezeULTRA P6000**

For a limited time only, take advantage of Alvarion's newest product release p **BreezeULTRA**, a complete link for **ONLY \$3,000!**

State-of-the-art 802.11n broadband wireless solution built for performance and reliat

BreezeULTRA is the latest product family in Alvarion's arsenal of broadband wireless solution this Wi-Fi product family has been designed to meet multiple applications in a compact form ordered to serve point-to-point, point-to-multipoint or hybrid (PTP as well as PtMP) applicatio



Diverse Range of Applications



Video Surveillance



High uplink capacity
in specific points

Hot Zones



Best effort QoS in
designated areas

Traffic Sensors



Low capacity in
wide areas

e-Education Networks



PtMP with medium
downlink capacity

Campus Connectivity



PTP in various capacities

AMR



Low capacity in wide areas

VoIP for City Workers



High QoS in wide
areas

Video Surveillance with Mobility



Proprietary Information.

LOS vs. NLOS: Installation Comparison



Line-of-Sight (LOS) requirement :
95% clearance



Installation of a LOS CPE

NLOS requirement:
0% clearance



Installation of An Alvarion CPE

Rapid deployable Wireless Video Surveillance



Robust

High
Capacity

Cost
Effective

Flexible
Scalable

Mobile

Ad Hoc

Alvarion's wireless video surveillance solution was used as part of the security network at President Obama's inauguration in Washington DC on January 20, 2009.



Lenexa
K A N S A S



Customer Type

Municipality

Country / Region

Kansas City, USA

Application

Video surveillance cameras

City in greater Kansas City area

Deployment is state-driven by ITS
(Intelligent Transportation System) program with
participation from 19 cities in 2 states

Extension of fiber backbone

Fixed connectivity to traffic lights, cameras and buildings

Mobile coverage

BreezeACCESS VL 5.x GHz



Municipal Network – City of Fresno



Customer Type

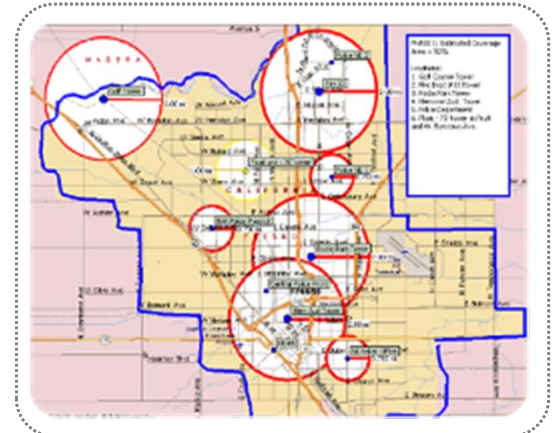
Municipality/Law Enforcement

Country / Region

California, USA

Application

Voice, data and video



- Large tier city with population of 500,000
- Extensively trialed Wi-Fi mesh systems
 - Cost was 10x more than Point to multipoint Alvarion solution
- Implemented Citywide coverage
 - Coverage approx. 50 square miles
 - 250 police cars mobile connectivity
- Enabled police vehicles become hotspots to which officer can connect with handheld devices
- Solution: BreezeACCESS VL, Mobile SUs, 900Mhz & 5.x GHz

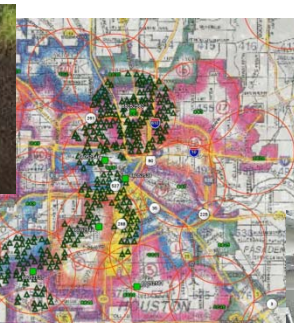
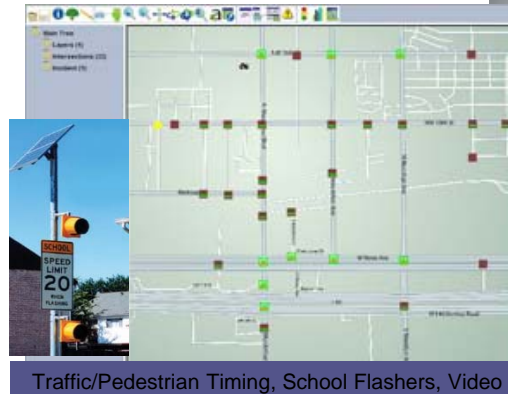


Alvarion 4G wireless Smart city



The
City of Houston

- ❑ **Intelligent Transportation System (ITS)**
 - 2500 Signalized Intersections
 - 1500 School Zone Flashers
- ❑ **Reduce Operating Cost**
 - Water Meter Reading: AMR
 - Wastewater Facilities-T1 replacement
 - Drinking Water Facilities
 - Remote Pumps & Sensors: SCADA
 - Other PWE Remote Offices
- ❑ **Nomadic Field Access**
- ❑ **Excess Capacity Enables Free WiFi Services for Underserved Communities**



Fixed Network Automatic Meter Reading



Plant SCADA and Security



Smartcity Solutions: VL & Extreme



Price ↑

VL
900 MHz, 4.9, 5.2, 5.3, 5.4, 5.8 GHz
Channel: 5,10,20 MHz
OFDM, NLOS
<u>Key Capabilities</u>
Noise floor calculation•
* Auto transmit power control
* Wireless link prioritization (QoS)
* HW based AES128, FIPS-197
VLAN •
Throughput: 32 Mbps



Extreme
3.65 -3.7 GHz, 4.9-5.35 GHz• 5.47-5.95 GHz
5, 7, 10, 10+10 MHz
WiMAX 16e
<u>Key Capabilities</u>
Adaptive MIMO
Maximal receive combining
UL sub channelization
HARQ
MAPs repetition
Dynamic clear channel selection
WiMAX QoS profile
Built in ASN
Mobility support
Throughput: 80 Mbps



Performance & Capabilities →

The Power of Enhanced 4G Wireless



Value	Enabling Features	Benefit
Capacity	MIMO B	Twice the capacity for CPEs with good SNR conditions
	SOFDMA	Multiple Access OFDM, increasing spectrum efficiency and utilization
	CTC	Increased transmission reliability
	Adaptive Beamforming	Increase MCS levels for devices on the edge of the network
	Proportional Fair Scheduler	Increase capacity when selective RF CPE conditions change
	Load Balancing	Carrier load balancing controlled by basestation
	Uplink Collaborative MIMO	Basestation receiving from two CPEs at same time
Coverage & Interference Mitigation	MIMO A	Increased coverage & interference robustness due to redundant and parallel paths
	OFDMA (sub-channelization)	Increases maximum transmit power of SU by up to 12 dBm Higher MCS receive levels at the basestation
	MRRC	Leverage Receive Advanced Antenna Technique to increase reception reliability
	CTC	High sensitivity and improved link budget
	Hybrid ARQ	Additional 5dB in cell budget
	Reuse of 1	For areas where operator has limited spectrum
	Coding with repetitions	Increased transmission reliability with MAP repetition

Proprietary Information.

* Future release

BreezeNET Family Characteristics



Product	Frequency	BW	Max Net/Gross Throughput	Solution Highlights
BreezeNET B14	5.X GHz and 2.4 GHz	10/20/40 MHz	14/54 Mbps	<ul style="list-style-type: none"> • QoS (WLP) • Scalable to B28 & B100 • Support optional one E1\T1 link • 7 Mbps UL & 7 Mbps DL
BreezeNET B28	5.X GHz only	10/20/40 MHz	35/54 Mbps	<ul style="list-style-type: none"> • QoS (WLP) • Scalable to B100 • Support optional 2 E1\T1 link • 21 Mbps UL & 21 Mbps DL
BreezeNET B100		10/20/40 MHz	73/108 Mbps	<ul style="list-style-type: none"> • QoS (WLP) • High-end, high-capacity, robust solution • Support optional up to 4 E1\T1 link • 70 Mbps UL & 70 Mbps DL
BreezeNET B300	4.9-5.9 GHz	5/10/20/40 MHz	Up to 250 Mbps	<ul style="list-style-type: none"> • High-end, high-capacity, robust solution • 250 Mbps aggregated throughput • One platform for an extensive frequency range • Supports up to 4E1/T1 links

Proprietary Information.

BreezeULTRA Product Portfolio



Point-to-Point



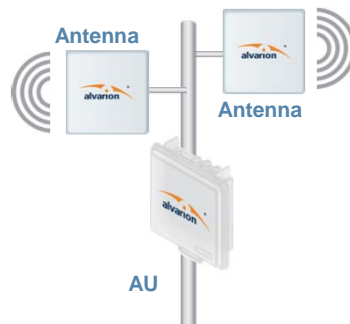
Single Radio

BreezeULTRA P6000-350



Dual Radio*

BreezeULTRA P6000-600



Link Extender*

BreezeULTRA P6000-LE

Throughput (UDP)

Point-to-Point

- 250 Mbps (Single radio)
- 500* Mbps (Dual radio)

Range

Point-to-Point

- Up to 60 km (31 miles)



Alvarion PTP Ultra Promotion



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Product Portfolio – Carrier Wi-Fi



Carrier Wi-Fi

DAS

Private Networks

4G Wireless
Access

NMS

- Industry's first two-way Beamforming with 802.11n
- Fast ROI, 50% less CAPEX and OPEX required
- Leading interference immunity Suite
- Carrier-grade end-to-end solution
- Gigabit outdoor Wi-Fi system
- Versatile 2.4 and 5 GHz

Sector



Omni



Enhanced Omni



Sector and Omni

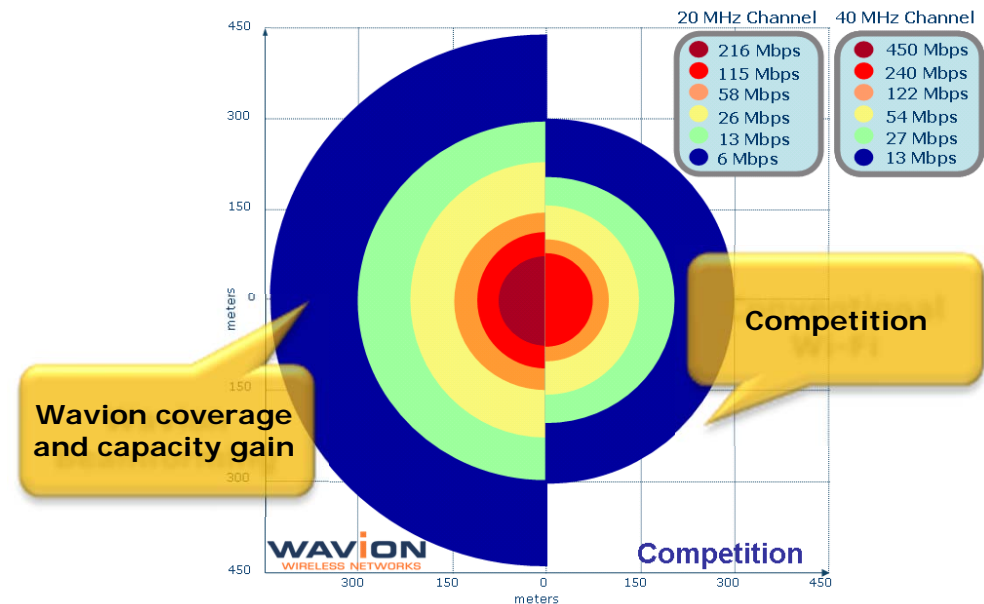


Flexible access and backhaul solution

WBSn Technology Benefits



- Extended coverage
 - Unified, LOS and NLOS
- Increased capacity
 - Three spatial data streams
- Deep indoor penetration
- Improved quality-of-service
- Fastest ROI
 - Fewer base stations required
 - 50% cost saving in CAPEX and OPEX



Scenario: urban with heavy interference

Outdoor Coverage Comparative Test

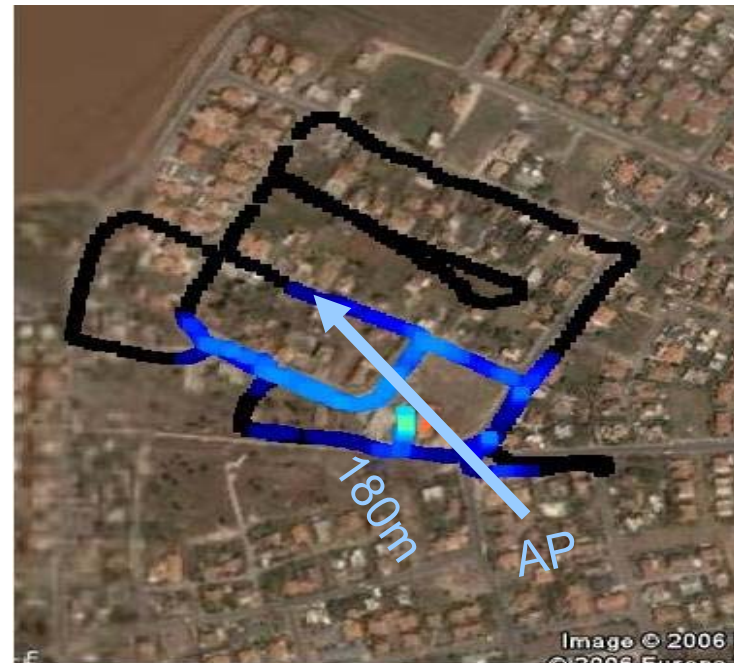


- Light urban, heavy interference, laptop tests

WBSn Sector



Competition Sector



On average, WBSn provides 50% greater ubiquitous coverage, and 50% higher capacity



Product Portfolio – ISP Networks



Carrier WiFi

DAS

Private Networks

**4G Wireless
Access**

NMS

- All-IP 4G platform for mobile and fixed deployments
- Flexible architecture fitting diverse network configurations
- Compliant with 802.16e and WiMAX Forum certified
- SDR platform enabling a smooth migration path
- Industry leading and field proven
- Enhanced end-user-device portfolio

BreezeMAX® Macro
Indoor & Outdoor



BreezeCOMPACT



BreezeMAX® Micro



End User Devices



2.1

2.3

2.4

2.5

2.7

3.3

3.5

3.6 – 3.8

High Performance BreezeCOMPACT Value Proposition



- **High performance**

- Macro 2S/C feature set & processing performance
- 4x4 Radio



- **Flexible Configurations**

- Single and multi-sector sites with integral chaining and backhaul feed

- **Easy installation and maintenance**

- Zero footprint
- Easy-to-deploy & compact box for reduced CAPEX and OPEX
- Flexible mounting options including rooftops, walls, poles & towers
- Low power consumption

- **Investment protection**

- Field proven 4Motion technology
- SDR architecture :enabling TD-LTE upgrade (LTE HW ready)

TD-LTE 3.5 GHz field trial in Canada



PRESS RELEASE

Dec. 8, 2011, 1:00 a.m. EST

Xplornet Conducts Successful Trials of Alvarion(R) 4Motion TD-LTE Capability

A Broadband Breakthrough for Rural Canada – First Canadian Demonstration of TD-LTE using 2.5 GHz and 3.5 GHz Frequencies



WOODSTOCK, New Brunswick & WASHINGTON, Dec 08, 2011 (BUSINESS WIRE) -- Xplornet Communications Inc., Canada's leading provider of rural broadband services and Alvarion Ltd. [ALVR](#) a provider of optimized wireless broadband solutions addressing the connectivity, capacity and coverage challenges of public and private networks, today announced that Alvarion's 4Motion(R) solution supporting TD-LTE was successfully tested in the 2.5 GHz and 3.5 GHz frequency bands. The trials were the first in Canada to demonstrate a seamless TD-LTE option over existing WiMAX infrastructure, offering a smooth migration path from WiMAX to TD-LTE technology based on a software-defined radio solution from Alvarion.

The trial in 3.5 GHz was conducted using the same 3.5 GHz spectrum band that Xplornet uses for existing deployments, demonstrating the opportunity to leverage Xplornet's existing 3.5 GHz WiMAX network. The trial in 2.5 GHz, which took place at Xplornet's Canadian facilities, was conducted under a development license issued by Industry Canada.

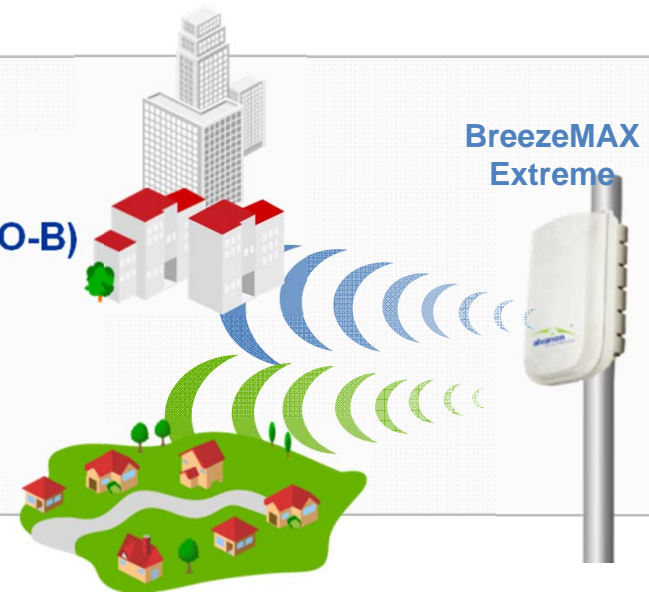
Proprietary Information.

Extreme Value Proposition



MIMO Single Sector 2x2

- Superior performance utilizing 2nd order diversity
- Maximal sector coverage (MIMO A) & Capacity (MIMO-B)
- Up to 5, 10, 10+10 MHz per sector
- Integrated Antenna & ASN GW
- Built in Mobility Support



- Cost efficient solution with zero footprint – Low CAPEX
- Maximizing Coverage with 2nd order Diversity: 6-7Miles for 90% coverage
- Fast ROI with High capacity

UDP Max throughput:

- MIMO A: 23 Mbps (10 MHz), 45 Mbps (20 MHz)
- MIMO B: 40 Mbps (10 MHz), 80 Mbps (20 MHz)

Proprietary Information.

Rural Service providers- Standing Rock Telephone



Key Requirement



Alvarion's Solution

Results

BreezeMAX extreme utilizing 2nd order diversity

Maximal sector coverage (MIMO A) & Capacity (MIMO-B)

Built-in Mobility Support



- Subscriber Device portfolio of Outdoor CPE for non line of sight coverage
- High powered Self install CPE to reduce deployment costs



Proprietary Information.

River Falls, Wisconsin Test site results



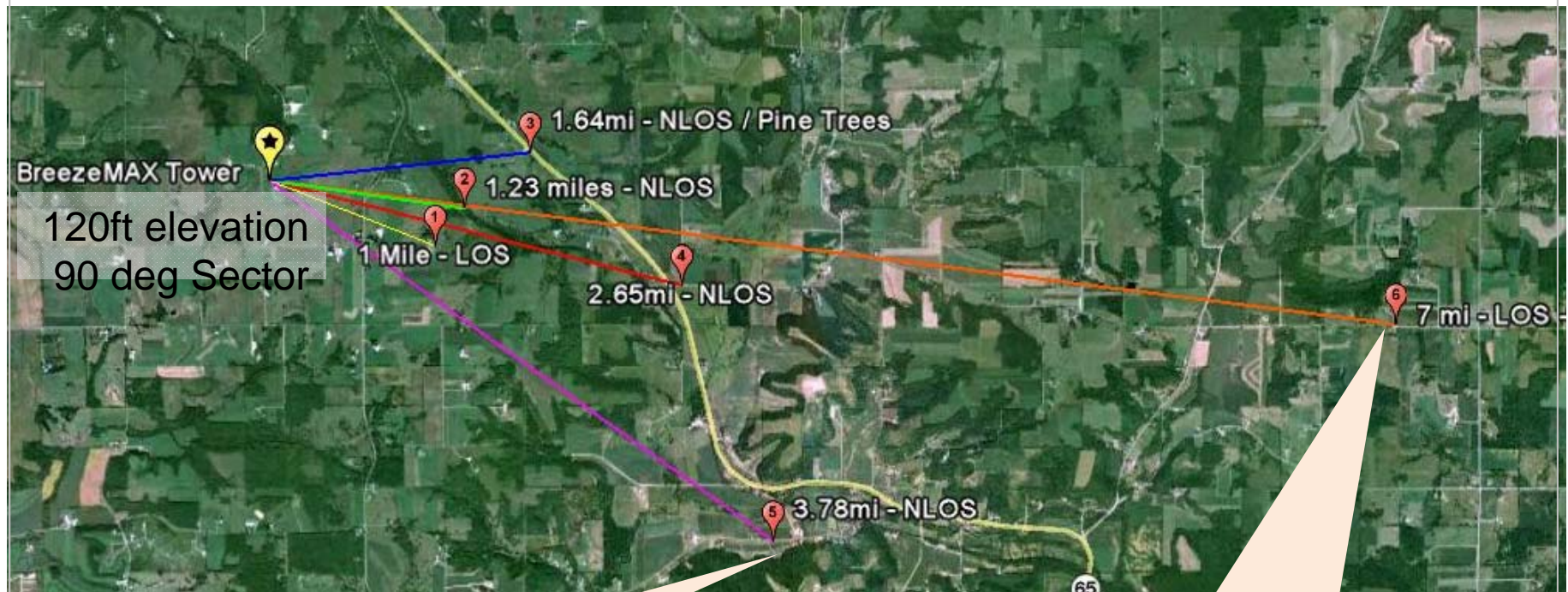
Key Requirement



Alvarion's Solution



Results



3.78 mile NLOS Link

DL = 5.26 Mbps

Modulation: QPSK-ctc-1/2

UL = 1.2 Mbps

Modulation: QPSK- CTC- 1/2

7 mile LOS Link

DL = 12.5 Mbps

Modulation: QAM 64-ctc-5/6

UL = 4.98 Mbps

Modulation: QAM 16-ctc-3/4

Product Portfolio - NMS



Carrier WiFi

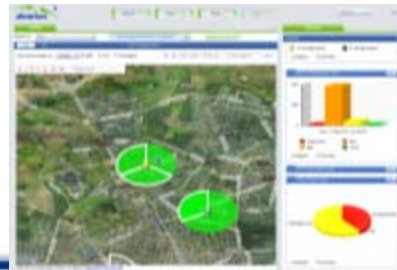
DAS

Private Networks

4G Wireless
Access

NMS

- Star Management Suite, a comprehensive management NMS system
- Unified View and control over the entire Alvarion portfolio



 **Portal**
Single-point web access
to Star Suite applications

 **AlvariStar**
Network manager for
fast deployment and
operation



 **StarQuality**
Network performance
and traffic monitoring for
network optimization



 **StarACS**
CPE management (TR69)
for simple activation &
service introduction



 **StarReport**
Network Reports for
improved visibility and
decision support



Winning with Alvarion



Ultra PtP

- High capacity is the key growing opportunity for PTP
- Competitive price, performance, and functionality

Wavion WBS WiFi

- High Capacity & coverage with 3x3 Beamforming

Win with Extreme 3650 and 5000

- Best NLOS performance
- Upper band 3.65GHz support
- 4.9GHz video surveillance & smart city solution

Grow with Alvarion 4G

- High-end Ultra PtMP platform
- Compact 3.6x with 4x4 and dual 2x2 sectors

Proprietary Information.