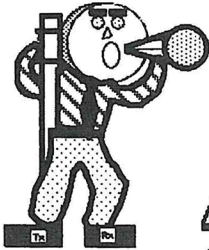


Newsletter to microwave resellers (made on a Mac 128K)



Mr. Microwave

LAN MICROWAVE NEWS RELEASE

As a distributor of microwave equipment we would like to call to your attention to a tremendous opportunity involving the extension of Local Area Networks (LAN). This market is among the fastest growing sectors of the computer industry. By 1990, LAN industry revenues are expected to reach \$6 Billion.

What this means to us as microwave dealers is that wherever a LAN exists there will be a market for us in the extension of these networks to other customer facilities. We believe, due to customer enthusiasm, that the market for LAN Extension will create a surge of new orders.

Microwave Bypass Systems is the first company in the nation to successfully integrate LOCAL AREA NETWORKS of various typologies and architectures over microwave. We have worked with leading manufacturers of LAN Networks to develop, test and manufacture an interface unit that enables us to easily and cost-effectively integrate local area networks between facilities over wideband microwave.

We can provide you with the necessary information (system diagrams, equipment lists, on-site training and consulting) **and LAN Interface Units to help you be the first and only dealer in your area to offer LAN Extension.**

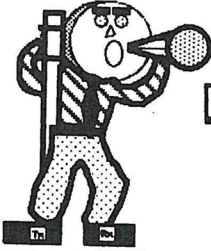
Please contact me at (617)494-8700 if you have any questions or would like to propose Local Area Network Extension to your customers.

Sincerely yours,

A handwritten signature in blue ink that reads "Frank J. Miani".

Frank J. Miani
V.P. Systems Engineering

FJM/kec



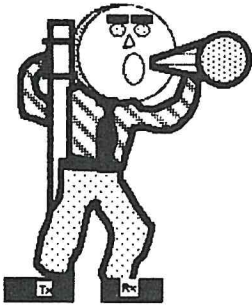
LAN MICROWAVE NEWSLETTER II

CUSTOMER RESPONSE TO LAN EXTENSION IS TREMENDOUS

Newsletter to microwave resellers.

- ▶ **Are** you ready to triple your annual sales this year, despite claims that the market for commercial microwave is slow?
- ▶ **Do** you want to be the only microwave vendor in your region who can offer the largest end-users a service that so many of them require, but yet have not been able to get (until now)?
- ▶ **Would** you like over 5% (documented) of your entire market to come to you eager for more information and proposals?

If you answer yes to these questions, read the enclosed System Configuration Guide to LOCAL AREA NETWORK EXTENSION. This guide will give you what you need to know and ask in order to propose LAN Extension for your customers.



LAN MICROWAVE NEWSLETTER III

- ▶ *New Diagram Enclosed
- ▶ *See our new "Ask Miani" series.

In our first LAN newsletter we emphasized the tremendous opportunity that exists in the LAN Extension business. As microwave distributors we now have a new and exciting product to offer our customers. It is now possible for us to sell without competition and get in the doors of larger companies who may have dealt directly with manufacturers in the past.

For once, we can sell a product that no TELCO or competitor can offer!

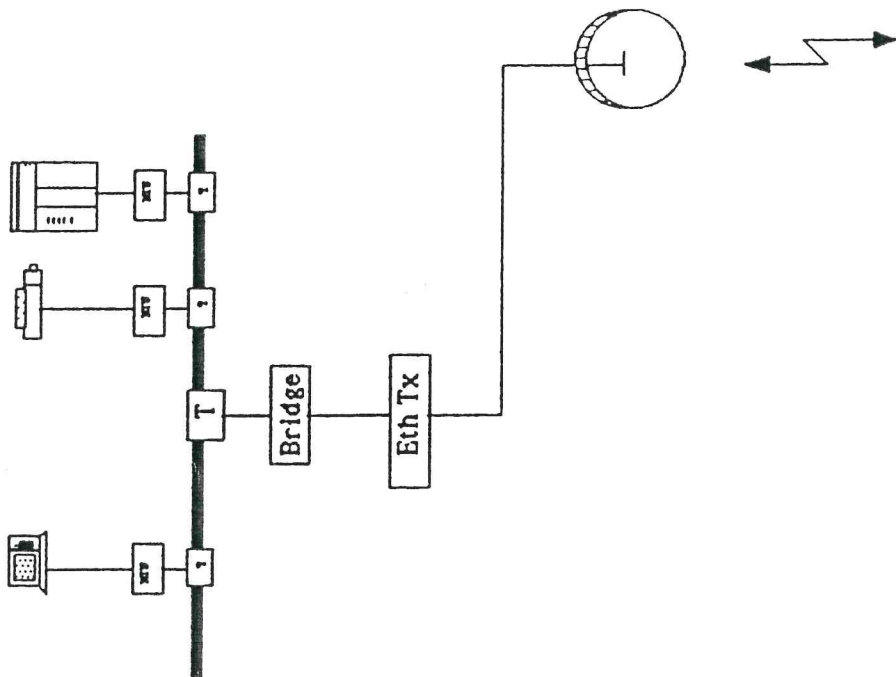
Up until now, full transmission of LAN could only be accomplished by Fiber Optics. When you compare the incredible cost of laying Fiber, the lead time for installation and the right of way problems, microwave comes away as a clear winner!

Microwave Bypass Systems produces the "ETHERWAVE TRANSCEIVER" which when used with a 23GHz Wideband Radio (preferably the M/A COM 23CC) can provide full transmission of LANs over microwave. We can provide you with the necessary information, interface equipment, and knowledge to help you sell LAN extension to your customers.

Enclosed you will find a new diagram (E) to add to the System Configuration Guide that you should have already received. This new diagram shows you what you need to know to configure a system for an end-user with more than one LAN to put over microwave.

**TRANSMISSION OF LANs BETWEEN FACILITIES:
METHODS AND CONSIDERATIONS**

**Written by: David S. Theodore
Frank J. Miani**



November 1986

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