

# Corporate Overview

Tropos Networks provides the most reliable and flexible private wireless communications networks for utilities to build and control their Smart Grid. Our systems are used by utilities to aggregate communications for multiple high-value applications across their service territory, increasing operational efficiencies and reducing costs. Tropos solutions are standards-based and deliver the high levels of reliability, security, performance, and control needed to build Smart Grids. Founded in 2000, Tropos is headquartered in Sunnyvale, California and has an installed base of more than 800 customers in 30 countries around the world.

## Customers

Utilities deploying Smart Grids use Tropos for building large-scale private distribution area communications networks covering hundreds to thousands of square miles. Tropos fulfills a key component needed for building Smart Grids -- an IP broadband network that creates a reliable and secure base upon which multiple demanding smart grid applications such as distribution automation, substation automation, video security and automated metering infrastructure (AMI) backhaul can be deployed. Tropos Smart Grid customers include: Avista, DTE Energy, Burbank Water & Power, Glendale Water & Power, and Silicon Valley Power.

## GridCom

Tropos' GridCom network architecture is standards-based and incorporates a blend of high performance network technologies with unified network management that delivers the most economical and complete communications for Smart Grids. The GridCom approach is an architectural synthesis of mesh and directional radio system approaches that combines the high-capacity and resilience aspects of mesh networks with the favorable wide-area coverage economics of directional radio systems to create an overall network architecture that is highly resilient, high-performance and economical for broad coverage across a wide variety of utility environments – urban, suburban, and rural.

## Products

### Mesh Routers

Tropos Mesh Routers combine the industry's most advanced mesh networking intelligence with purpose-built hardware. Each router includes open-standards-based 802.11 a/b/g/n radios optimized for outdoor usage. The router enclosures are ruggedized and weatherized to withstand extreme conditions. Fixed and mobile Tropos mesh routers can be used in any combination on a single network. Each Tropos mesh router makes coordinated intelligent routing and airtime management decisions in real-time, maximizing bandwidth and system performance by eliminating the latency and overhead associated with a centralized architecture. It eliminates single points of failure by automatically rerouting traffic around problems, minimizing downtime. Tropos has been granted 30 patents and has an additional 30 pending related to its unique mesh technologies.



## Directional Radio Systems

Tropos Directional Radio systems are economical long range, point-to-multipoint high capacity wireless network solutions for sparse suburban/rural areas or as backhaul for Tropos Mesh networks.

## Network Management

Tropos Network Management provides unified management and visibility across wireless networks, aggregating and simplifying configuration-, performance-, and network fault management. It is designed to deliver complete visibility and manageability of wireless Smart Grid networks, minimizing costs and complexity in all aspects of deployment, provisioning, operations, and network optimization. It is a powerful control and analysis tool that enables network administrators to perform a range of critical functions.

## Professional Services

Tropos Professional Services are a complete set of offerings that ensure deployment of reliable, secure and efficient end-to-end wireless networks for customer, including: network planning, design, project management, deployment, training, and integration.

## Investors

Benchmark Capital  
Boston Millennia Partners  
Cipio Partners  
Duff Ackerman & Goodrich  
Hanna Ventures  
Integral Capital Partners  
Voyager Capital

## Board of Directors

David Hanna, Hanna Ventures, Chairman  
Curtis Feeny, Voyager Capital  
Bill Gurley, Benchmark Capital  
Tom Ayers, Tropos Networks

## Management

Tom Ayers – President and CEO  
Narasimha Chari – Co-founder and CTO  
John Eichhorn – CFO  
Mike Bailey – Vice President Engineering and Operations  
Rob Pilgrim – Vice President Business and Corporate Development  
Roman Arutyunov – Vice President Product Development  
Cyrus Behroozi – Chief Scientist

## Advisory Board

Reed Hundt, Former Chairman, FCC



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