



AIRBRIJ TECHNOLOGY, INC

# Secure, high-performance networking solutions







ABOUT US

# Networking is complicated and complex

Reliable, safe networks are out of reach for many businesses and communities worldwide...

Until now

# The Networking Problem

Networking is complex and costly and current solutions are unobtainable or fail meet the needs of many small businesses and communities

Key quality drivers

- ROI  
Network availability is directly tied to the ROI of implementing new cell sites and radios
- Design  
Urban networks are not designed to handle the levels of data traffic required by today's users

	Business Networking	Community Connectivity	Airbrij-powered Networks
Pain Point Solved	Security and manageability	Internet access and quality	Complexity & affordability
Upfront CAPEX	\$\$	\$\$\$\$	\$
Implementation Cost	\$\$	\$\$\$\$	\$
Setup Difficulty	Low	High	Low
Maintenance Cost	\$	\$\$\$	None



# What is Airbrij?

We enable the delivery of best-in-class, fault-tolerant, software-defined networking services at a fraction of the price

Our platform is  
built with a  
focus on  
delivering four  
core principles

- **Hardware flexibility**

Designed to utilize low-cost OEM hardware and can operate with any ISP to provide the ultimate flexibility

- **Deployment speed**

Ability to deploy a community network in days, unlocking the ability generate revenue faster

- **Business-class security and control**

Providing Zero-trust security and end control for customers through app based settings designed for the Consumer, SoHo and SME markets

- **Fault-tolerant performance**

Innovative data management capabilities to ensure network speed and quality over wired and wireless connections







THE SOLUTION

# SDN without the headache

# Whats the Difference?

Airbrij's proprietary software transforms best-in-breed cellular data modems into powerful edge servers; all monitored and managed by a reliable and scalable cloud service and easy-to-use mobile apps

	Cellular Data Modem	Cellular Data Modem w/Airbrij
Management Method	Web or mobile device management	Cloud-managed with mobile and web apps
Implementation and configuration	Manual	Automated
Automated optimization	No	Yes
Business-class Security	No	Yes
Cellular bandwidth management	No	Yes
Automated multi-path connectivity	No	Yes
Implementation & support effort	High	Low



# A New Approach to Networking

Airbrij delivers the key functionality that makes deploying and managing new network product offerings fast, easy and affordable

## Key Features

- Light-touch implementation
- Hardware agnostic
- Fault-tolerant internet
- Zero-trust and endpoint security
- Mobile app management



### Airbrij Cloud

Managed Cloud Service on AWS simplifying the complexity of SDN



### Airbrij Mobile

Enhanced management, monitoring, and security on a mobile device designed for the end-user



### Airbrij OS

OS that turns low-cost modems into edge servers



### Airbrij Admin

Advanced monitoring, analysis, and policy management for ISPs, IT departments, and those that require more network customization



## The Solution

# Broad Selection of Hardware

Airbrij is integrated with several low-cost, best-in-class cellular data modems solutions from several different manufacturers with the ability quickly adapt to new, compatible devices

We are integrated with:



Shenzen Ex-Link



We Support:



Indoor Cat 6/12 LTE  
WiFi 6



Indoor 5G – WiFi 6



Outdoor Cat 6/12  
LTE & 5G – WiFi 6



Outdoor Cat 12 LTE





# Built to Deliver Rapid Value

Airbrij is purpose-built to enable rapid product creation and deployment within a telecommunication or service provider's infrastructure as a stand-alone product or managed service

- **Generate revenue faster**  
Network deployments can occur in days rather than months generating revenue faster
- **Access government funding**  
Airbrij-enabled hardware is eligible for RDOF and BEAD funding
- **Expand customer offerings**  
Expanding offerings to include premium multi-path connectivity and other cloud-managed services
- **Low CAC; Predictable ARPU**  
Solution that removes the barrier to entry and implementation costs of current offerings

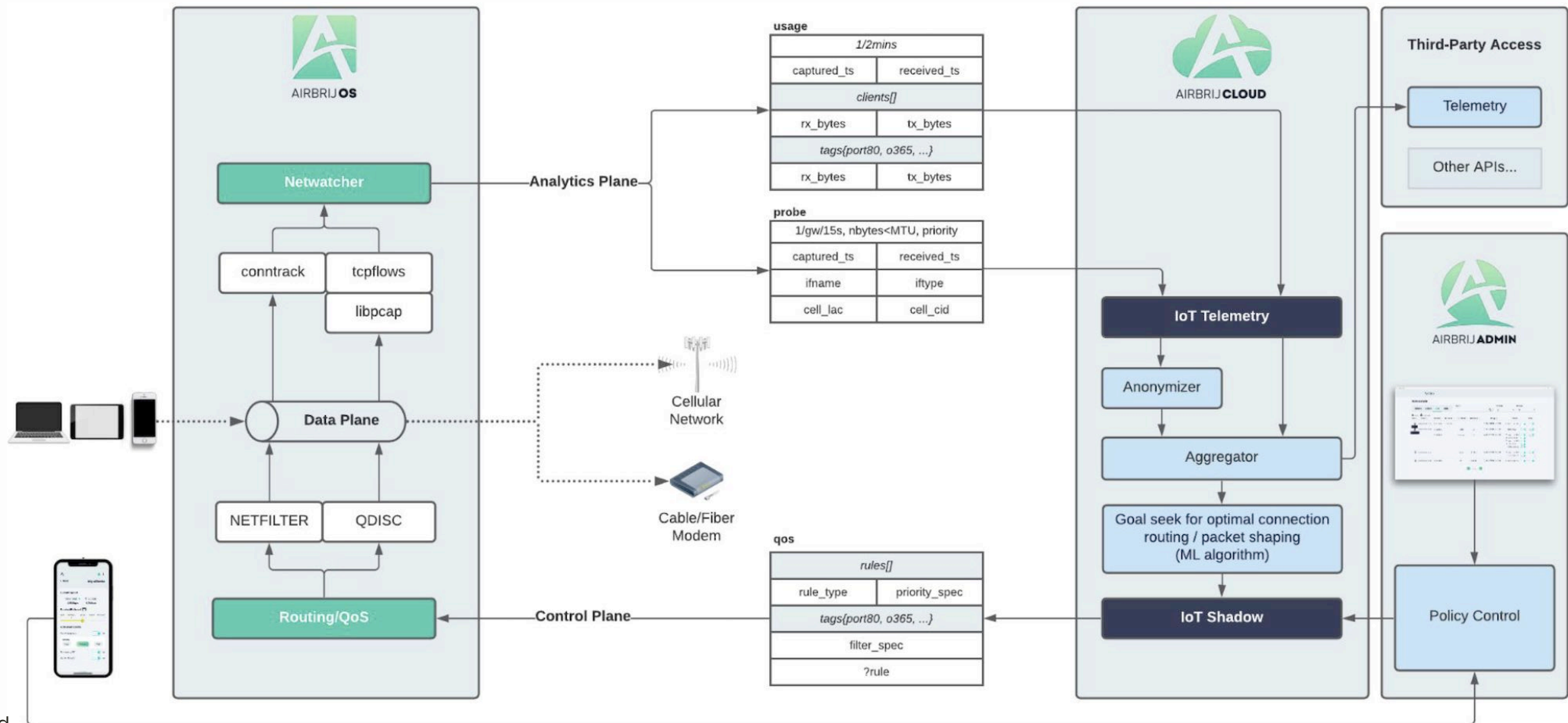
Capability	Description
Scalable cloud platform	Ability to manage locality and scale across multiple markets
Mobile app private branding & I18N	Airbrij Mobile is designed from the ground up to support white label and multi-lingual adaptation in weeks
Multiple hardware choices	Select from multiple hardware configurations spanning 4G/5G cellular and WiFi 5/6/6E based on market requirements
Pre-certified cellular modems	All hardware vendors use pre-certified Quectel chipsets to speed the acceptance process in individual markets
Comprehensive API	Ability to integrate to existing network quality, billing, support, operations and security management systems
Integrated support bot	Integrated multi-lingual support bot to cover 80% of inquiries with the ability to route support cases to Vodafone support
GDPR/SoC 2 Compliant	Meets data privacy and SaaS platform integrity requirements in the EU, US and other parts of the world
Configurable featured sets	Ability to easily create tiered product offerings and pricing based on varying feature sets



## The Solution

# Advanced and Innovative

Airbrij is designed for high quality of service, scalability and making complex things easy



HOME & BUSINESS

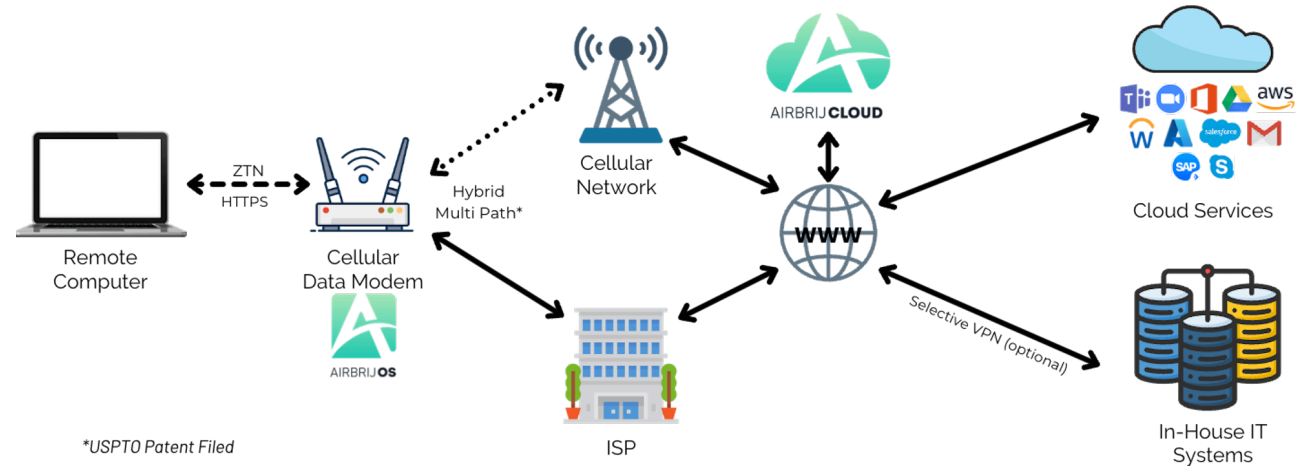
# Overcoming the complexities and cost of home and business networking



# Use Case: Better Business Networking

Airbij-enabled solutions secure and manage high-performance, fault-tolerant business networks without the cost and complexity of VPN or network management systems

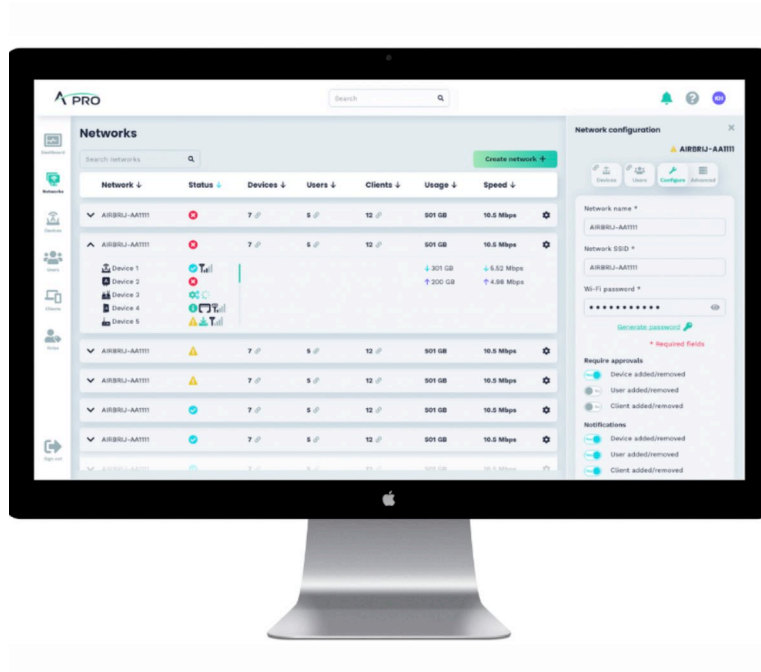
- Hybrid/remote working
- Enterprise networking
- Small-business networking
- Home office
- Temporary site
- Critical infrastructure



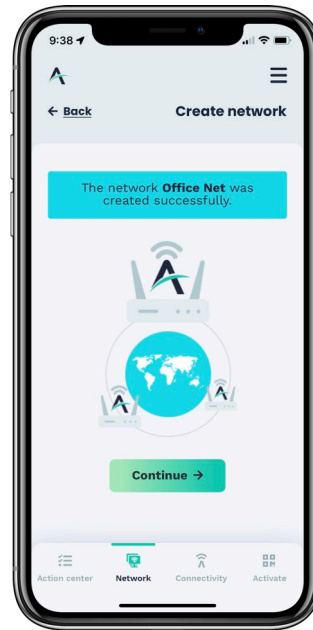


# Powerful Applications

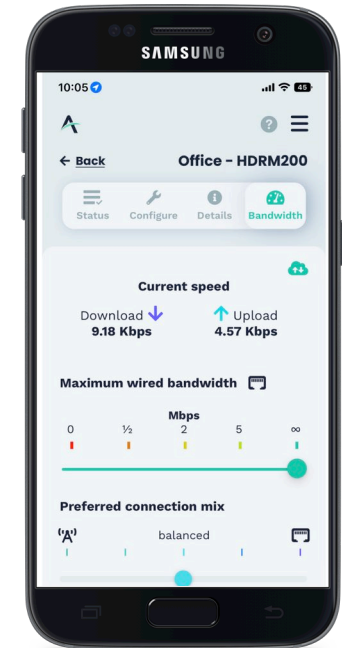
Management, monitoring, and security for administrators and end-users on desktop and mobile devices



Airbrij Admin Console



Airbrij Mobile Admin

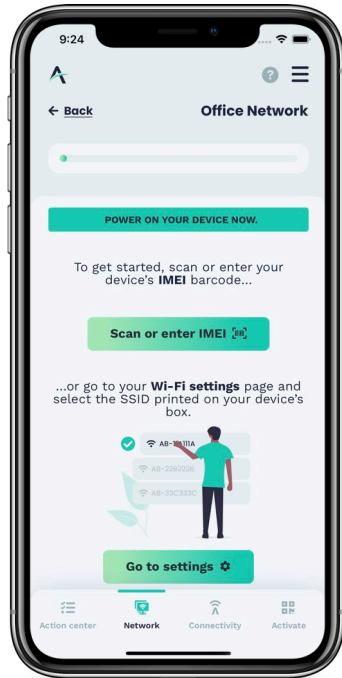


Airbrij Mobile User

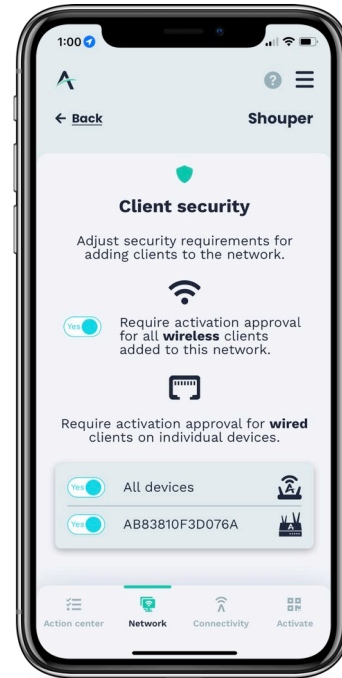


# Tools for the End User

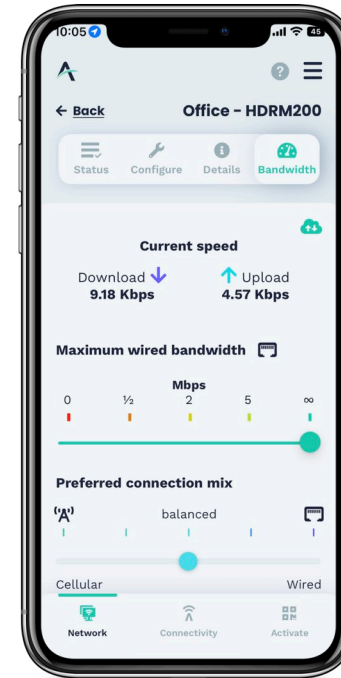
Airbrij puts powerful security, management and monitoring tools in the hands of the end user



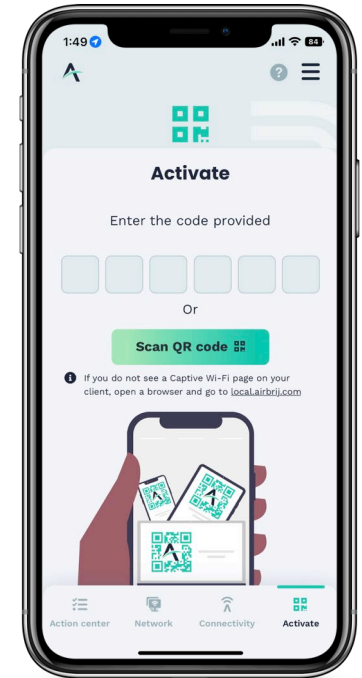
Zero-touch Setup



MFA Management



QoS Controls



MFA Add Clients



A man wearing a straw hat and a plaid shirt is standing in a field of low-lying plants. He is looking down at a tablet computer he is holding in his hands. The background is a vast field of similar plants, slightly out of focus.

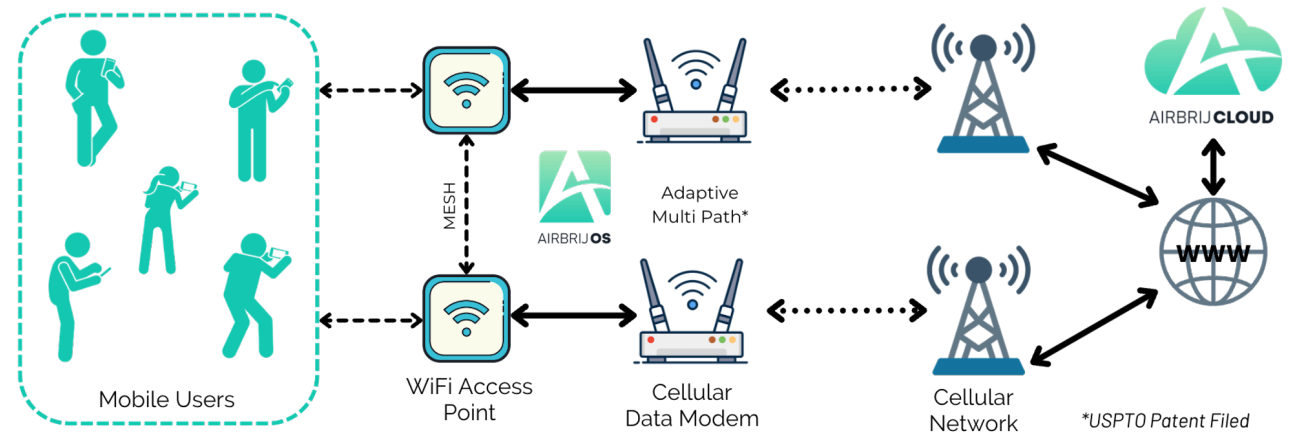
FOR COMMUNITIES

Delivering reliable  
connectivity,  
everywhere

# Use Case: Expanding Affordable Internet

Airbrij brings the power of SDN and multi-path mesh networking to expand connectivity and capacity to new locales through fault-tolerant and high-performance networks

- Rural communities
- Unconnected areas globally
- Business parks/corporate campus
- University campus
- Shared residential
- Remote hospitals
- Native American reservations





# The Best of Both Worlds

Airbrij-powered solutions provide the low cost and rapid speed to the market experienced by fixed wireless with performance and reliability matching that of fiber

	Fiber	Fixed Wireless	Airbrij
Costs	\$\$\$\$	\$	\$
Deployment time	Months	Days	Days
Speeds	Up to Gigabit	Megabit	Megabit to Gigabit
Fault tolerant	Yes	No	Yes



A grayscale photograph of a person sitting in a folding chair in front of a large, conical tent in a field. The person is holding a laptop. In the background, there are other smaller tents and a line of trees under a cloudy sky. The image has a dark, muted tone.

THE MARKET OPPORTUNITY

Filling a need with  
a low-cost, high-  
impact solution

## The Market Opportunity

# Business Segment Fit

Airbrij white-labeled products bridge the gap between current solutions, fostering innovation and stimulating SOHO and SME market growth without compromising scalability in other market segments

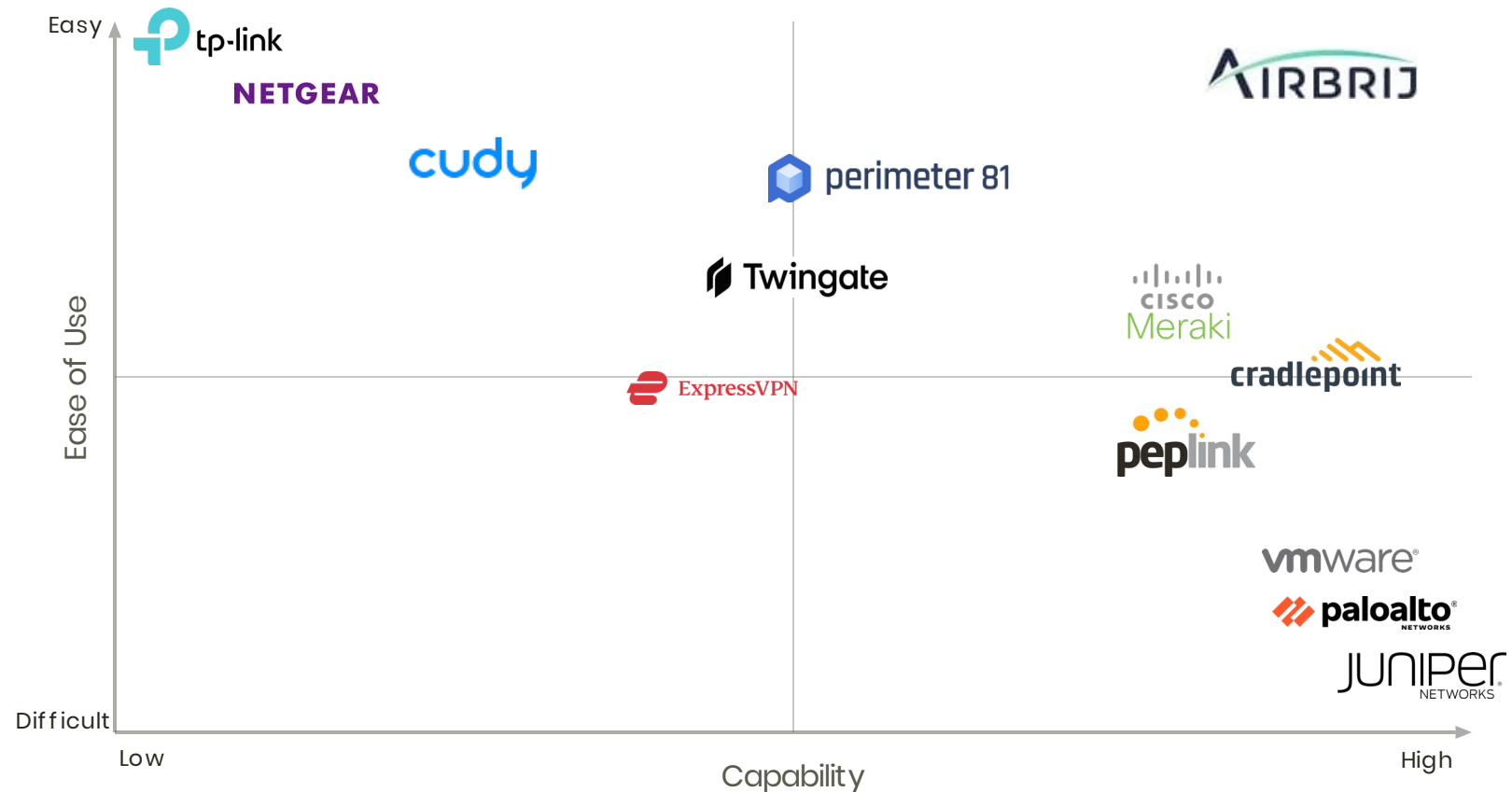
MARKET SEGMENT	CONSUMER	SOHO	SMALL BUSINESS	MEDIUM BUSINESS	ENTERPRISE
PRODUCT	Consumer Modems/VPN/ZTN	Airbrij	SD-WAN	NMS	
Price point	\$	\$\$	\$\$\$	\$\$\$\$\$	
Delivery type	Self-provision	Self-provision	Managed service	Managed service	
Delivery method	Online/retail	Online/retail	Central provisioning	IT services	
Delivery timeframe	Real-time	Real-time	Days/weeks	Weeks/months	
SDN	No	Yes	Yes	Yes	
ZTN	Some	Yes	No	Yes	
Wired connectivity	Yes	Yes	Yes	Hardware dependent	
Wireless connectivity	Some LTE backup	LTE/5G primary	LTE Backup	Hardware dependent	
Active/active multi-path	No	Yes	No	No	
Fixed wireless	No	Yes	No	Hardware dependent	
Mesh networking	Yes	Yes	No	Hardware dependent	
Bandwidth management	No	Yes	No	No	
Business-class security	No	Yes	Yes	Yes	
Any wired broadband	No	Yes	No	Yes	
Choice of hardware	No	Yes	No	Yes	

# Competitive Landscape

Airbrij delivers world-class capabilities without the complexity, at an unmatched price point

## Competitor Types

- SD-WAN
- Network management services
- Virtual private networks
- Zero-trust networks
- Consumer cellular modems





# Inflection Point

- Using established networking technology to deliver innovative and more efficient solutions
- Perfectly fits the market needs presented across all customer segments to drive network growth
- Pushing the curve by using hybrid connectivity capabilities to fit into today's Internet connectivity challenges





# For More Info

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