IEEE802.3at and Midspans

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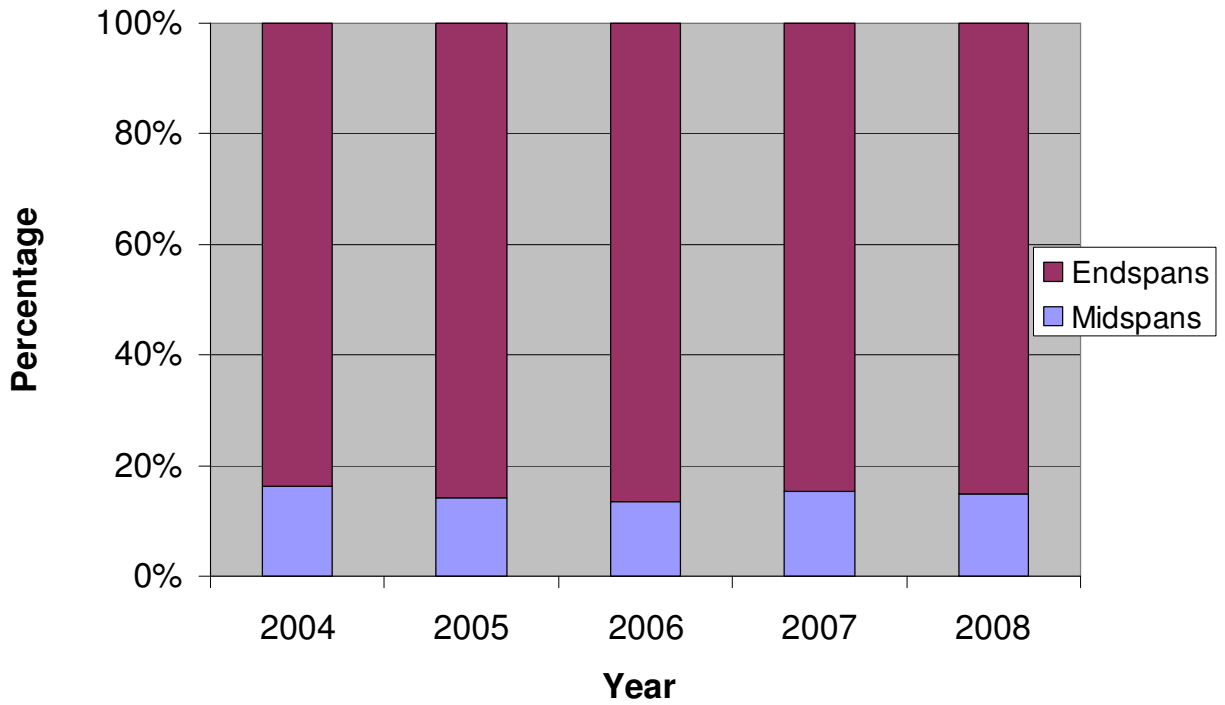
Endspans vs. Midspans Forecast (IEEE802.3af)



Source: VDC September 2005

Effects of IEEE802.3at on Midspan sales

- IEEE802.3at should increase the market share of Midspans
  - Initial driver of IEEE802.3at is IEEE802.11n
    - Today, around 50% of WLAN AP's are driven by Midspans
  - More efficient to have power injection in separate box
    - Specially true for 4-pairs applications
  - In the case of 4-pairs applications, PD's may be powered by combination of Midspan and Endspan

Midspan port counts

- The market has today Midspans ranging from 1-port to 48-ports in a 1U format
  - AC powered
  - DC powered
  - AC+DC powered
- Typical port ranges per application
  - WLAN: 1 to 12 ports
  - VoIP: 12 to 48 ports
  - Network Cameras: 1 to 48 ports
  - Laptops (expected): 12 to 48 ports
  - WiMAX Subscriber Station: 1 port

Summary

- Midspans 15% of the ports shipped from 2004 to 2008
  - Source: VDC September 2005
- With the approval of the IEEE802.3at standard, Midspans market share expected to raise
- Port range of Midspans expected to continue to be from 1 to 48 ports in a 1U format