

## Cambium Networks PTP 800 Software Promotion

January 23, 2012 – March 31, 2012

### Introduction

This document outlines the partner discounts being offered by Cambium Networks through March 31, 2012, on Point-to-Point 800 Series links.

Cambium Networks is offering a great incentive to our Partners on the popular PTP 800 series of wireless Ethernet bridges.

### Cambium Networks PTP 800 Promotion

To help you help your customers deliver an industry-leading solution at an even more cost effective price, Cambium Networks is offering a discount on the PTP 800 product when sold through a Cambium Partner (“VAR”). Through March 31, 2012, Distributors will be eligible to receive a discount in the amount of \$2,520 (US \$)/ €1,780 (EURO €) when providing to a VAR; (2) two no charge software upgrade keys WB3546 and (3) three PTP 800 links purchased. A PTP 800 Link includes; 2 ODUs, 2 CMUs, and 2 WB3546 Software Keys.

To receive the 2 free Software Upgrade Keys, a Distributor must order a PTP 800 Link in MOL only.

Steps to order in MOL:

- 1) Place the order for 3 PTP 800 Links. (A link is noted above).
- 2) A configuration screen will pop up click on the software key.
- 3) Enter Email address for the software key.
- 4) Complete the order.

The following products are eligible for this offer:

Part Number	Description
<b>WB3546</b>	PTP800 Modem Capacity CAP - Full Capacity (per Unit)

This promotion applies to sales made between January 23 2012, and March 31, 2012, inclusive.

## PTP 800

Operating in the 6 to 38 GHz RF bands\* at up to 368 Mbps throughput (full duplex) and with user-configured channel bandwidths from 7 to 56 MHz, the Cambium PTP 800 Series of Licensed Ethernet Microwave solutions offers operators a highly reliable licensed band solution. With upgradeable capacity from 10 Mbps to full capacity via a software key, the systems offer exceptional cost efficiency and scalability. In addition, Cambium offers comprehensive FCC licensing coordination services through our partnership with Comsearch.

## Resources

Visit these links for more information about the Series: <http://www.cambiumnetworks.com/>

## Terms of Offer

1. Promotion period is January 23 2012 through March 31, 2012.
2. The discount applies only to (3) three PTP 800 links. A link includes; 2 ODUs, 2 CMUs, and 2 WB3546 Software Keys. Standard discounts apply.
3. All discounts will be in upfront upon order.
4. To qualify for the additional \$2,520 (US \$)/€1,780 (EURO €) discount, the Distributor is required to give the VAR (2) two no charge software keys; WB35456. These no charge software keys are given when the three (3) PTP 800 links are purchased.
5. This promotional offer is available only to those channel partners who participate in the Cambium Channel Program ( the “Program”). Where the partner contract requires, distributors must submit monthly POS reports detailing sale prices to VARs. Failure to submit POS may result in a claw back of the promotional discount.
6. Eligible purchases must be shipped by the Distributor no later than March 31, 2012.
7. Standard delivery and payment terms apply. No extended delivery dates allowed under this promotion.
8. All sales transactions are subject to validation. Cambium Networks reserves the right to audit and disqualify any sales it deems invalid.
9. Cambium Networks is not responsible for late, lost, misdirected, incomplete, or ineligible orders or reports, and shall not be responsible for any shipping or invoice delays.

10. In addition to any other remedy Cambium Networks may have, invalid or fraudulent reporting of sales transactions, as determined by Cambium Networks in its sole discretion, may jeopardize your participation in the Program and other Cambium Network's marketing programs and may be grounds for termination of your contract.
11. If required by law, Cambium Networks or its agents shall require payment of taxes to be remitted to the appropriate taxing authorities.
12. VARs who receive a price exception or LOU for the product offered under this promotion WILL NOT BE ELIGIBLE to receive the (2) two no charge software keys.
13. This promotion cannot be combined with any other offer.
14. Cambium Networks will have no liability due to lack of eligible product supply.
15. Cambium Networks reserves the right to withdraw, amend or modify this promotion at any time during the promotional period. Cambium Networks disclaims any responsibility or liability for lost sales or profits resulting from the cancellation or modification of the promotion, or Cambium Network's failure to provide advance notice of cancellation or modification.
16. Eligible products purchased under the promotion are not eligible for return or stock rotation.
17. All documentation submitted for this promotion becomes the property of Cambium Networks and will not be returned.
18. This offer is not transferable.
19. It is a condition of entering into the promotion that you consent and authorize Cambium Networks to collect and use the information provided for the purposes of the promotion.
20. The Promotion and these Terms and Conditions shall be governed by, performed under and construed in accordance with the substantive law of the State of Illinois without reference to its conflict of law provisions and Cambium Networks Distributor agrees to be bound by the exclusive jurisdiction of the courts of the State of Illinois.