



wireless everywhere 

For business, productivity, communication and play – no matter where you are or how you travel.

Wireless Solutions for Business Everywhere

Everyone should be able to work, communicate and be entertained – no matter where they are or how they travel. That's why PointShot Wireless™ provides complete wireless solutions for locations that were previously unreachable. The PointShot Wireless SolutionPoint™ Platform extends wireless networks to deliver high-value applications to businesses and people in transit, en route and at special events.

The Market's Needs

Today's workforce is increasingly mobile and wireless-enabled. 802.11 technology is prevalent and its costs are low. Business travelers and mobile professionals are eager to increase their productivity, accessibility and improve their leisure time by remaining connected to work, communication and entertainment applications while away from the office.

Simply put, both the demand and the technology are in place for *Wireless Everywhere*. The opportunity for businesses that can provide these high-value applications is significant, and PointShot Wireless helps them harvest that opportunity.

The PointShot Wireless Solution

PointShot Wireless provides the most complete wireless solutions that enable wireless service providers and businesses to deliver high-value applications everywhere. Our products include:

- **RailPoint™** – a mobile wireless solution that connects rail operators to ticketing, security and operations applications and passengers to work, communication and entertainment
- **WayPoint™** – a remote wireless solution that connects remote businesses and their clientele to work, communication and entertainment applications
- **InstaPoint™** – an instant wireless solution that connects special event organizers and attendees to impromptu wireless applications such as ticketing, payment point-of-sale, and on-demand Internet applications

At the core of these products is the SolutionPoint Platform™, a unique architecture that bridges 802.11 networks to next-generation wireless, cellular and satellite networks, delivering a host of business and user applications. With nothing to install on the end-user's system, SolutionPoint is a rapid new and incremental revenue generation vehicle.

By 2007, 5.6 million people will regularly use public wireless LANs. 86% of those will be business users.

–Yankee Group





At a Glance

Incorporated:
October 2002

Market space:
Complete wireless solutions for previously unreachable locations

Solutions & products:
SolutionPoint Platform, including:
·RailPoint
·InstaPoint

Differentiation:
SolutionPoint Platform: a unique architecture that bridges 802.11 networks to next-generation wireless, cellular and satellite networks.

Management team:
Shawn Griffin,
President, CEO & Co-Founder

Warren Gallagher,
CTO, VP Product Development & Co-Founder

Eliot Burdet,
VP Business Development

The PointShot Wireless Advantage

By extending wireless services to mobile, remote and instant hotspot markets, PointShot Wireless makes businesses more profitable, travelers more productive and wireless Internet service providers (WISP) more competitive:

- Rail operators, travel mall owners, hotels and festival organizers generate revenue and increase yield by delivering high-value applications to their clientele while taking advantage of payment, ticketing, security and point-of-sale applications for their business operations.
- WISPs leverage a single architecture to reach multiple new markets and better meet their customers' needs, generating additional revenue from their installed base by creating wireless hotspots in previously unreachable locations, and new revenue streams through differentiated applications for mobile, remote or temporary venue operators.
- Business travelers and mobile professionals enjoy increased accessibility, more productive travel time and better quality leisure time by working, communicating and being entertained no matter where they go or how they travel.

PointShot Wireless solutions are the most complete wireless solutions, unique for their ability to meet the business, marketing, sales and operational needs of businesses in locations that wireless has never reached before. Working closely with partners that include WISPs, device manufacturers and system integrators, we offer our customers a single wireless solution from a single source.

We also believe that a high-value application is a usable one, and our solutions deliver a simple, seamless user experience. With no-fuss, "always-on" wireless Internet access, SolutionPoint users enjoy high-speed Internet access, networking, email, instant messaging and digital entertainment applications – no matter where they are located or how they travel.

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