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USA

PPC-1000-E Gigabit Ethernet Radio Link for 71-86GHz

Gilland Electronics is the Americas importer and master distributor for ELVA-1's 71-86GHz, 1.25Gbps, point-to-point radio link, model PPC-1000-E. The PPC-1000-E has been available to US customers since October 2006, when we received FCC authorization to sell.

One of our advantages is that PPC-1000-E's quadrature phase shift keying (QPSK) modulation uses less frequency bandwidth than any competitive gigabit Ethernet radio link, and therefore provides higher power density and greater link power margin (the excess carrier power that will keep a link fully operational under adverse weather conditions). Some of our competitors build forward error correction (FEC) into their system to make up for inadequate link margin, but this also slows data transfer, increases the complexity of the link, and continuously uses a portion of valuable data capacity. Since the PPC-1000-E system is transparent to the data stream, it is also transparent to any FEC feature that is already built into the customer's data network. In a radio link, there is no substitute for a respectable link margin to maintain maximum data capacity; however, this modulation scheme also allows a user to co-locate up to 8 links in one place, and bond them together to produce a scalable link capacity up to 10Gbps.

MSRP for the PPC-1000-E is \$39,740 per link, FOB Customs-cleared at the nearest airport POE to a customer's destination location. All PPC-1000-E links carry a 30-day purchase guarantee, under which the customer can return the system (in good cosmetic and working condition, in the original containers), if it does not perform as advertised. In this case, we will pay for return shipping. Lead time is currently 4-6 weeks to ship date. Although prices for PPC-1000-E are subject to international exchange rate fluctuation, we will guarantee pricing on any quotation for a minimum of 30 days after our formal quotation date.

If a 1.25Gbps system seems expensive, please remember that, even at our MSRP, it is only about \$3,180 per 100Mbps capacity, and it is doubtful that you could find a complete point-to-point link with 100Mbps capacity for \$3,180. Some of our competitors are offering "upgradable" 71-86GHz links with initial capacity of 100Mbps at around \$13,000, but the upgrade to 1.25Gbps comes at a steep cost, and in most cases the initial price plus the upgrade exceeds their price for a full 1.25Gbps link. The key to cost-effectiveness with a gigabit link is whether or not you need the capacity, or expect to need it in the near future. If your application meets these criteria, you will not find a lower cost per Mb in a system that is this flexible and scalable.

We are currently offering a lease-to-own plan in the US that will enable system operators to lease these links under the following conditions:

1. 12% per year leasing premium.
2. One or two-year lease.
3. Payments designed to fully amortize the cost of the link over the lease term.
4. Penalty for payments not received within 2 weeks after due date.
5. Obligation to return all equipment if payments are not received within 90 days after due date.

The advantage of lease-to-own to system operators is that they will not have to tie up operating funds with a large initial capital outlay, and can pay for the equipment from monthly profits. This arrangement has been used for the installation of over 100 PPC-1000-E links in Europe this year.

We have been importing and distributing ELVA-1 products since 1997, and have never failed to satisfy our customers with this product line. Gilland Electronics has been in business since 1990. ELVA-1 has been in business as a world-renowned millimeter wave equipment manufacturer since after the dissolution of the USSR. They started developing gigabit Ethernet radio links to expand their radio link line in 2000, completing the product in 2006, and they now have about 20 gigabit links installed in Europe. Following are links to a data sheet on the PPC-1000-E, an announcement of our FCC certification in 2006 and a press release about PPC-1000-E's international certifications:

<http://www.gilland.com/PPC-1000-E Data Sheet.pdf>

<http://www.prweb.com/releases/2008/04/prweb831614.htm>

If you have any questions about PPC-1000-E or ELVA-1, please contact John Stover at:

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