

Cambium/Xirrus Acquisition Customer FAQ

Q: Who is Cambium Networks?

A: [Cambium Networks](#) (NASDAQ: CMBM) is a global wireless infrastructure company formed in 2011 as a spin out from Motorola Solutions. We deliver a comprehensive wireless fabric of connectivity solutions, including point-to-point (PTP) for broadband backhaul infrastructure, point-to-multipoint (PMP) for wide area distribution, and Wi-Fi + switching for indoor and outdoor access. We sell to enterprises, industrial operators and service providers, connecting business and users across a myriad use cases. We have shipped over 5 million radios to customers in over 145 countries via a network of channel partners.

Q: Why is this a positive deal for Xirrus?

A: Xirrus has a long history of producing best-in-class enterprise wireless solutions while Cambium Networks is a best-in-class provider of wireless broadband solutions. With this acquisition, Xirrus is more closely aligned with an organization focused on delivering quality wireless connectivity solutions.

Q: Why is this a positive deal for Cambium Networks?

A: Cambium Networks solutions today provide a wireless fabric that ranges from long distance broadband backhaul to indoor Wi-Fi access. Xirrus extends this portfolio and the market reach for Cambium Networks with a proven set of enterprise Wi-Fi solutions that complement what we have today.

Q: Why did Riverbed sell Xirrus?

A: Riverbed strategy is focused on ensuring digital performance for its customers via its digital experience management and digital networking infrastructure solutions. Wireless was positioned as a part of the infrastructure play, however the sales motion for wireless did not synergize well Riverbed's other solutions. The Cambium Networks focus more closely aligns to Xirrus' strategy from a solution and market perspective.

Q: What are the primary markets Cambium Networks sells into?

A: Cambium Networks sells into a broad range of customers, including enterprises, service providers, education, hospitality, defense agencies, and more.

Q: Will Xirrus continue to sell into its primary markets?

A: Yes, Xirrus solutions will continue to be sold into vertical markets where we have been successful in the past – including education, enterprise, retail, and public venues – while expanding its reach to new markets where Cambium Networks has an established presence.

Q: Will Xirrus keep its name?

A: Yes, the Xirrus name will be retained as part of the Cambium Networks solution offering given its recognition and history in the market. The final form for this branding has yet to be finalized.

Q: How do Cambium Networks' and Xirrus' Wi-Fi solutions complement and/or overlap each other?

A: They are very complimentary. While both Cambium Networks and Xirrus provide Wi-Fi access solutions, their positioning and primary markets are fundamentally different, making this integration particularly valuable for both companies. Cambium Networks provides affordable, quality solutions with zero cost cloud management that are well suited for residential, small-to-medium business, and outdoor use cases. Xirrus provides enterprise solutions that are well suited for mid-market, large enterprise, education, and high-density use cases. There is little overlap between the solutions from a pricing and positioning perspective.

Q: Will my existing Riverbed partner transfer over to Cambium Networks?

A: All existing Xirrus partners will be invited to join Cambium Networks' ConnectedPartner program to continue to sell Xirrus solutions.

Q: How will Customer Support change as part of the acquisition?

A: For now, continue to use Riverbed Support in the same way you have in the past. You will be appropriately alerted as Support services transition to Cambium Networks. Xirrus Support and information will be integrated into the Cambium Networks community, which has 27,000 members and provides an online presence for customers to interact. We will be sending you information on how to join this free online community.

Q: Whom can I contact if I have any additional questions on existing orders, sales contacts, or the transition process?

A: Email questions to xirrus@cambiumnetworks.com.