



NEWSLETTER

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INTRODUCTION

February has been another busy month at WiMAX Forum.

Our 2011 renewal campaign has continued throughout February at a steady rate, and we are excited about the services and programs planned for our members in 2011. There are currently 270 members of the WiMAX Forum in good standing, and our renewal effort will continue to bring members on board until the end of March. Many of you, our members, have expressed interest and excitement in WiMAX Forum's plans for this year. The development of the WiMAX Marketplace is ongoing, and we look forward to a strong launch soon. The leaders of the Buyer's Co-op are working hard to get that effort organized as well. If you wish to participate in these programs and have questions about your company's membership please contact: membershiprenewal@wimaxforum.org.

This February WiMAX Forum attended Mobile World Congress. At the show we released some great news: **WiMAX service providers around the globe today have networks covering more than 823 million people (or POPs) in approximately 149 countries and are on track to reach one billion POPs by the end of 2011.** This estimate is a growth of 215 million POPs since December 2009 and surpasses the forecasted growth during that time period. For more information on this research, please visit the [WiMAX Forum Newsroom](#).

Also at Mobile World Congress, WiMAX Forum worked to promote its ecosystem through the Walk of WiMAX. Nine WiMAX Forum member companies participated as sponsors of this second WiMAX Forum sponsored, self-guided exhibit tour. The tour highlighted these sponsors, and also promoted all 60+ WiMAX Forum member companies exhibiting at the event.

WiMAX Forum was proud to demonstrate the strength of our ecosystem at this event, and we would like to extend special thanks to our supporting members:

Airspan	Motorola Solutions
Fujitsu	Samsung Electronics
Greenpacket	Sequans Communications
Intel Corporation	Tata Elxsi
Mformation Technologies	

In our last newsletter we discussed the success of WiMAX Forum's first Global Operator Summit. Conducted January 10 -12, 2011 at the Grand Hotel in Taipei, Taiwan, the Summit focused on strategies for operators to generate high-margin revenue through post- and pre-paid Global Roaming. The event was open to all operators and a select list of vendors and included representatives from Sprint Nextel, Packet One Networks, UQ Communications, wi-tribe, and ITRI of Taiwan. As part of the incredible feedback that we received for this event, Indian operator BSNL asked the WiMAX Forum to help them conduct a similar summit in Delhi aimed at helping BSNL's WiMAX franchisees learn best practices to deploy their greenfield WiMAX networks. This event, the WiMAX Network Deployment Workshop, is taking place in New Delhi from February 22-23. More details are available inside this issue.

March will be another busy month for WiMAX Forum. March 7-11 WiMAX Forum is hosting its first Member Conference of 2011. Working Group Meetings will begin on Monday, March 7, and continue through Thursday, March 10. The WiMAX Forum Technical Plenary will take place on Friday, March 11. WiMAX Forum will also send representatives to the CTIA Wireless event March 22-24. We look forward to continuing our work for you in March, and throughout the rest of 2011.

WiMAX FORUM NEWS

WiMAX™ on Track to Cover One Billion by EOY 2011

BARCELONA – February 15, 2011 – The WiMAX Forum announced that WiMAX service providers around the globe today have networks covering more than 823 million people (or POPs) in approximately 149 countries and are on track to reach one billion POPs by the end of 2011. This estimate is a growth of 215 million POPs since December 2009 and surpasses the forecasted growth during that time period.

“WiMAX networks continued to grow at a steady pace, despite a slow global economic recovery and competitive technologies starting to enter the market,” said Ron Resnick, president and chairman of the WiMAX Forum. “In 2010, the WiMAX Forum and the worldwide ecosystem continued its diligent work to deliver an evolutionary path from WiMAX Release 1 to WiMAX Release 2, based upon IEEE 802.16m, to help safeguard operators’ network investment for future upgrades.”

Regional growth varied based on several factors including the local economy, existing mobile infrastructure and spectrum availability. The strongest growth occurred in the United States through Clearwire’s network expansion and in the Asia-Pacific region, specifically Japan, Korea, Malaysia and the Philippines.

In 2010 the WiMAX Forum continued to see stable growth in Eastern Europe. Some CIS countries doubled their population coverage, and operators across the region are expected to expand WiMAX coverage to new population centers over the next year. The Latin America market saw slow growth due to ongoing spectrum auction delays.

By region, WiMAX Forum research uncovered the following growth:

Asia Pacific leads with more than 322 million POPs, an increase of nearly 100 million in the past year.

Europe had modest growth to 135 million people covered by WiMAX.

North American coverage increased to 127 million from 47 million POPs.

Africa/Middle East covers more than 121 million POPs.

Central/Latin America reached nearly 118 million POPs.

India saw slow WiMAX growth throughout 2010 due to delays in network rollouts. However, over the next year, the WiMAX Forum expects to see strong network growth in India. BSNL has committed to deploy 20,000 base stations over the next 36 months through the use of regional franchisees. BSNL has established multiple contracted revenue sharing franchisees for urban roll out and service delivery across India. On February 22-23 of 2011, WiMAX Forum and BSNL are jointly hosting the WiMAX Network Deployment Workshop in New Delhi, an interactive event for BSNL’s

Franchisees to gain a concrete understanding of the necessary steps involved in deploying a Greenfield WiMAX network.

For more information on WiMAX deployments, please visit <http://www.WiMAXMaps.org>.

WiMAX Forum® and BSNL Host Network Deployment Workshop

Two-day workshop to provide BSNL Franchisees with insights on successfully deploying WiMAX™ networks in India

NEW DELHI – February 16, 2011 – WiMAX franchisees from across India will gather in New Delhi next week to learn best practices for deploying greenfield WiMAX networks. In the past two years, BSNL has installed around 1600 WiMAX base stations, and plans to install an additional 20,000 base stations over the next 36 months. BSNL has established multiple contracted revenue sharing franchisees for urban roll out and service delivery across India. The WiMAX Network Deployment Workshop in New Delhi will be an interactive event for BSNL's Franchisees to gain a concrete understanding of the necessary steps involved in performing a new site survey and analysis, planning and provisioning a network, deploying and maintaining a network and learning about the best practices required for ensuring a successful and profitable network deployment.

"Providing BSNL Franchisees with the tools to succeed will help deliver on WiMAX's potential to fully address today's broadband needs throughout the country," said Ron Resnick, president and chairman of the WiMAX Forum. "This workshop is one of many ways the WiMAX Forum is supporting our partners in India and around the world."

The WiMAX Forum and BSNL have invited more than 10 international WiMAX service providers, and more than 20 WiMAX vendors and ecosystem members to help share key lessons learned from successful greenfield WiMAX deployments and educate BSNL's franchisees. The program will include sessions from deployment to marketing, including:

- Backhaul Considerations
- Device and CPE Selection
- Network Management Systems and Network Operations Center Considerations
- Operational Considerations for Greenfield WiMAX Networks
- WiMAX Operator Case Studies
- Revenue Generating Applications - Voice and Video

For more information on WiMAX Forum initiatives, please visit <http://www.WiMAXForum.org>.

MEMBERSHIP SERVICES UPDATE:

Our 2011 renewal campaign is going strong. There are currently 270 members of the WiMAX Forum in good standing, and in addition to our renewal efforts, which will continue until the end of March, we are bringing on new members as well. WiMAX Forum would like to extend a special welcome to the newest members of our organization:

- Air Data Holdings
- CMAX Wireless
- IGI Mobile
- Intercellular
- Spectranet

There has never been a better time to be a WiMAX Forum Member. We are committed to delivering the value necessary for our members to get the most of their association with the WiMAX Forum and we are always happy to engage with individual members to discuss how WiMAX Forum can better serve its membership. If you have questions regarding your membership, please contact membershiprenewal@wimaxforum.org. The WiMAX Forum is the best place for our members to access, leverage and influence the growth and development of the WiMAX industry. So be a leader in WiMAX and step up to get involved today!

WiMAX Forum Member Conference

This is a reminder to register for the upcoming WiMAX Forum Member Conference in beautiful Xiamen, China at the Crowne Plaza Hotel Paragon Xiamen.

Working Group Meetings will begin on Monday, March 7, and continue through Thursday, March 10. The WiMAX Forum Technical Plenary will take place on Friday, March 11. All members registered for the Member Conference are encouraged to attend the Technical Plenary. The WiMAX Forum Board Meetings will be held Wednesday and Thursday, March 9-10, 2011.

WORKING GROUP UPDATE: TWG

Below is a list of the Technical Working Group's (TWG) recent activities:

- Successfully completed all Open Retail 1a work (feature selection and test specs)
- Started and completed Open Retail 1b work
- Began work on Open Retail 1c specification with the target date set to the end of Q2 2011
- Successfully completed the first draft of Release 2 Mobile System Profile (MSP) in Jan 2011; targets to publish the document in Q1 2011
- Has helped IEEE 802.16m to be adopted by ITU-R as an IMT-Advanced technology by providing relevant radio specifications



WiMAX MARKETPLACE

Creating Value for WiMAX Forum Operator Members by Saving Time & Money
to Acquire Products and Services!

The WiMAX Marketplace is a match making web-portal connecting operators with vendors to easily identify and source products and services with special incentives for WiMAX Forum Members.

Enhancing the value of WiMAX Forum Membership by providing a Marketplace that Benefits all member Participants ...

- Operator Members Can Save Money on Products and Services they use everyday
- Vendor Members Can Increase Their Business by focusing their Sales efforts and offers

The offers available are specially selected and presented for the WiMAX Forum Member Community in support of the WiMAX business.

WiMAX Marketplace Leverages the Power of Membership to Enable Operators to...

Reduce Expenses:

Special offers for products, services and content from vendors to help reduce both Capital and Operating Expenses.

Save Time and Effort:

Convenient and quicker time to source products, services and content as compared to each operator seeking to identify vendors on their own.

Simplify and Consolidate Sourcing:

Provides access to a comprehensive list of vendors outside of the normal everyday contacts. Categorized products, services and content make it easy to search and find vendors.

WiMAX Marketplace Benefits Vendors With...

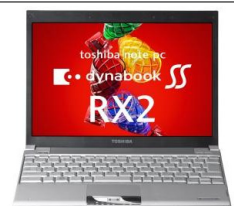
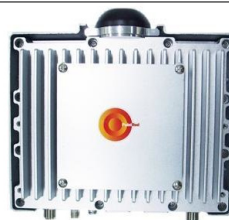
Low cost targeted online marketing opportunity

- WiMAX Forum will market and promote the WiMAX Marketplace to the hundreds of operators who have or plan to deploy WiMAX
- Vendors reach out and engage with those targeted operator customers
- Vendors create web-based marketing or advertising efforts on the specific WiMAX opportunities

WiMAX Marketplace portal drives operators to vendor's site

- Vendors showcase product, service, and content offerings on their own web sites
 - All transactions are handled according to the vendor's site preferences

To join the Marketplace contact: George Wu at george.wu@wimaxforum.org



EVENTS UPDATE

On January 10-12, WiMAX Forum launched its Operator Summit Series with an extremely successful Global Operator Summit that was held in Taipei, Taiwan, and proudly welcomed 17 Operators. The following week, on January 17-21, WiMAX Forum held a CWG/NWG/TWG Face-to-Face meeting in Taipei, with 90 members in participation.

We are looking forward to seeing all of our members at our upcoming Member Conference in Xiamen, China, sponsored by Huawei. The Conference will take place on March 7-11, 2011.

The WiMAX Forum Marketing Team held a call with Marketing Working Group to discuss proposed 2011 industry events participation plan that was sent out in 4Q of 2010. Here is a summary of the updates made to the plan:

- 5th WiMAX Brazil Conference and Expo – currently WiMAX Forum does not have enough vendor support to hold the event
- CTIA Wireless, March 22-24, Orlando, FL – WiMAX Forum will participate in the program, but will not have a Pavilion
- Convergence India, March 24-26, New Delhi, India – WiMAX Forum invites member company to participate in member booth on the expo floor
- UTC Telecom, May 10-13, 2011, Long Beach, CA – WiMAX Forum is still planning to host a member pavilion and invites its member companies to participate. In addition, WiMAX Forum is pursuing a possibility to have a 1-day WiMAX event co-located with WiMAX Forum Working Group Face-to-Face in San Diego, May 9-13.
- WiMAX Forum Global Conference and Expo - a possibility of co-locating WiMAX Forum Global Conference with WiMAX India Event in 3Q of 2011 was discussed and is being pursued. In addition, WiMAX Forum is planning a series of regional events as part of its Operator Summit Series.

If you have any questions regarding any of these events, please contact WiMAX Forum Event Manager Julia Rueb: Julia.Rueb@wimaxforum.org.