



Devicescape Software Fact Sheet

Market Overview

- Over one billion Wi-Fi connected devices will be in use by the end of 2009, with the majority being new types of devices such as dual-mode handsets, Skype Wi-Fi phones, and wireless media players. (Merrill Lynch)
- The number of public Wi-Fi hotspots will exceed 250,000 by 2009, with an annual growth rate of 24.5%. (IDC)
- There were over 300 municipal Wi-Fi projects underway in the US alone during 2006. (Yankee Group)

Devicescape Software is poised to capitalize on the intersection of two important market trends. First, Wi-Fi networks are very inexpensive to deploy and operate, and as a result have become ubiquitous – in homes and workplaces, and widely deployed in hotspots and municipal networks around the world. Secondly, given Wi-Fi's massive proliferation and the resulting economies of scale, the cost of incorporating Wi-Fi in a new device design has dropped to only a couple of dollars per unit. This is enabling device manufacturers to embed Wi-Fi in a host of exciting new devices, such as wireless voice over IP phones and portable game systems. These devices use Wi-Fi to connect to the Internet, and in turn, offer a rich array of content and services to the consumer.

With these market dynamics as backdrop, Devicescape's strategy is to enable this new wave of wireless devices to easily and securely connect to any Wi-Fi network, be it in the home, enterprise or a public space.

About Devicescape Software

Devicescape Software, Inc. provides software products and services that enable wireless devices to easily access wireless networks and the Internet. Founded in 2001, the company is headquartered in San Bruno, California. To learn more, please visit <http://www.devicescape.com>.

About Devicescape Services & Products

Devicescape offers a free, consumer service called **Devicescape Connect** that allows any Wi-Fi enabled device to automatically connect to hotspots and municipal wireless networks. Whenever a device comes within range of a hotspot, it will automatically log itself onto the network – without the user even being aware. With Devicescape Connect, users avoid the hassles of wireless technology. There's no need to configure wireless settings, bring up a browser, or endure the tedium of entering usernames and passwords with a stylus or scroll wheel. Users experience simple and fast wireless connectivity wherever they go. Skype phones can make calls, portable games systems can engage in online play, wireless media players can download the latest podcasts, and digital cameras can upload pictures to photo sharing websites.

Devicescape Connect is based on a small software agent that runs on devices and a Devicescape-hosted web service. Devicescape offers its software agent as both a free download for consumers and under license to device manufacturers. Consumers can download the Devicescape software for Windows laptops, smartphones, Nokia Internet tablets, and certain wireless VoIP phones. Devicescape is also working with major device vendors to incorporate its software directly into their new wireless product designs. Volume shipments of Devicescape Connect-enabled products are expected by the end of 2007.

Customers and Partners

Devicescape has been delivering leading-edge wireless software technology to device manufacturers since 2001. The company's customer base includes blue-chip clients such as Cisco, Epson, Hewlett-Packard, Intel, Motorola, Palm, Samsung and Sharp. These firms are using Devicescape technology in products ranging from dual-mode smartphones to wireless televisions to enterprise wireless data cards.

Devicescape has also assembled an ecosystem of technology partners in order to meet the full suite of requirements of its device manufacturer customers. The company maintains partnerships with the leading Wi-Fi semiconductor vendors, including Atheros, Broadcom, Conexant, Intel, Marvell, NXP Semiconductors and Texas Instruments, as well as relationships with the major ODM manufacturing companies of the Far East. Devicescape has also forged partnerships with Cisco around enterprise wireless networking, Intel for wireless multimedia support, and Tropos Networks in the area of metro mesh networking.

Executive Team

- Glenn Flinchbaugh, Vice President of Products
- David Fraser, Chief Executive Officer
- Betty Kayton, Chief Financial Officer
- Miguel Nhuch, Vice President of Worldwide Sales and Business Development
- Simon Wynn, Vice President of Engineering

Investors

Devicescape was founded in 2001 and is privately held. Investors include: Kleiner Perkins Caufield & Byers, Enterprise Partners Venture Capital, JAFCO Ventures, August Capital and Applied Materials Ventures.

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January 2007