

Q4 2011 Cert VAR Promo

Between October 1 and December 31, 2011, BridgeWave is offering the

AdaptRate 5% Discount Promotion

BridgeWave is offering an exclusive offer to our North American Certified Value Added Resellers to save on the purchase of AdaptRate 60 GHz and 80 GHz links. For a limited time, Certified VARs can purchase an AR product from an Authorized BridgeWave Distributor and receive a 5% discount off the list price. This promotion is exclusive for Certified VARs, which can be passed on to the customer in the form of a discount or used to increase your profit. See below for qualifying products and incentives.

AR60/AR80

BridgeWave's AR60 and AR80 links provide excellent connectivity solutions for applications where full-GigE connectivity is required, however during periods of inclement weather, these links throttle the data rate to Fast Ethernet speeds, enabling additional link budget to overcome brief periods of heavy rain. And when the rain subsides, these links automatically restore GigE connectivity. AdaptRate links are an ideal solution when mission-critical, high-reliability transmission solutions are demanded.

PROMOTION

The *AdaptRate 5% Promotion* offers savings on the following products:

Qualifying Products	List Price	Promotional Price
AR60	\$20,500	\$19,475
AR60-AES	\$26,750	\$25,412.50
AR60X	\$23,000	\$21,850
AR60X-AES	\$29,250	\$27,787.50
AR80	\$30,500	\$28,975
AR80-ER	\$33,000	\$31,350
AR80-AES	\$36,750	\$34,912.50
AR80X	\$33,000	\$31,350
AR80X-AES	\$39,250	\$37,287.50

Q4 2011 CERTIFIED VAR AR5% DISCOUNT PROMOTION TERMS AND CONDITIONS

- Offers only apply to BridgeWave North American (U.S. and Canada) Certified VARs purchasing new BridgeWave AdaptRate (AR) products that are not customized or, refurbished.
- This offer does not apply to BridgeWave's FlexPort products that include the ARM (Adaptive Rate and Modulation) option.
- Discount for AR products will be taken at the Point of Sale from the distributor.
- Offer applies to registered deals with BridgeWave only by Certified VAR as outlined in the BridgeWave Channel Promise Program.
- All sales must be validated by BridgeWave's Authorized Distributors' Point-of-Sale (POS) reports with the customer of record name matching the name of the VAR.
- Product returned for credit through a BridgeWave Authorized Distributor does not qualify.
- Offer valid from October 1, 2011 through December 31, 2011. A valid Purchase Order must be received directly by an Authorized BridgeWave Distributor (Alliance, Hutton, Talley, TESCO, Winncom) by December 31, 2011.
- This offer cannot be extended or combined with any other offer.

**For more information, please contact BridgeWave at:
1 (866) 577-6908 sales @bridgewave.com**

BridgeWave products cannot be returned for credit to qualify. This offer is subject to change without notification. Some restrictions apply.

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