



EXECUTIVE SUMMARY

Democratizing Next-generation Wide-area Services

About Makani Networks

Makani Networks offers high performance, easy-to-use and technically innovative solutions for next-generation wide-area services. Makani Mobilizer™ appliances are deployed in the customer's network for blazing-speed data access over a wide-range of access networks. Makani Enhancer™ appliances are symmetrically deployed for wide-area data acceleration and optimization. Makani MakDNS™ is a technically-advanced next-generation Distributed DNS service. Makani MakCDN™ is one the world's smartest, multimedia- and mobile- optimized, next-generation global content distribution network (CDN). Founded in 2006, Makani Networks is headquartered in San Francisco, USA.

What is the problem being solved?

Makani Networks proposes new solutions aimed at optimizing online content, reducing digital footprint, and accelerating and securing real-time and business critical data.

What makes Makani Networks unique?

Makani's state-of-the-art technology and the revolutionary **Makani Latency Buster™** architecture makes core IP services through optimized protocol handling, application-aware acceleration, and smart management services available through a single platform. Makani's **Adaptive-Learning®** bandwidth optimization identifies the application and the network, understands the inherent properties and data model of the application, and then applies application and network-specific techniques to optimize link bandwidth.

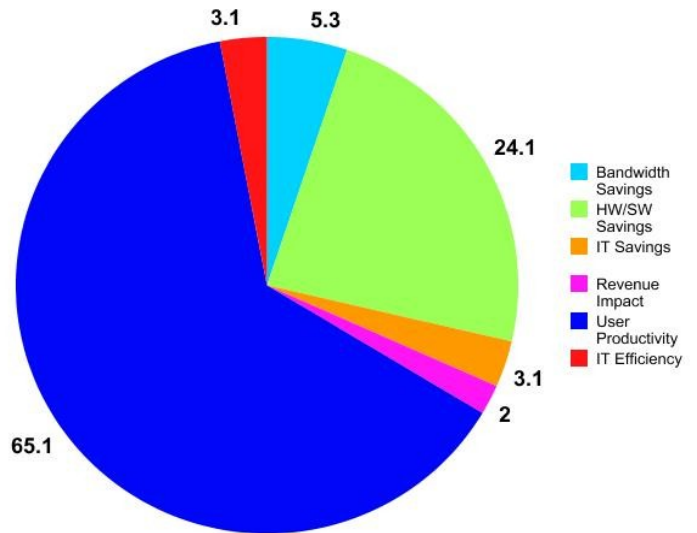
The Makani Latency Buster™ architecture offers several key enhancements: split control-plane®; File Transformers and Protocol Transducers; Virtual Channels® technology plus object and byte caching. Collectively, these innovations not only help deliver 5X-100X data acceleration for business-critical data, but also drastically reduce CAPEX and OPEX for customers where data delivery is a major challenge.

Makani appliances also harness the power of **Makani's Global IntelliUpdates™** Network, the world's first online traffic and diagnostic tracking database. The IntelliUpdates Network is a global network of data centers that continually captures data from each Makani appliances deployed worldwide,

KEY TECHNOLOGY DIFFERENTIATORS

- * Adaptive-Learning® Bandwidth Optimization
- * Makani Latency Buster™ Architecture
- * Transformers, Transducers, and Virtual Channels
- * Makani Global IntelliUpdates™ Network
- * Smart Appliance Management™ Technology
- * MakOS MakDNS MakMON MakHEAL MakRADIUS

providing a large information base of customers traffic patterns and appliance diagnostic information. Using IntelliUpdates Network and **Smart Appliance Management™ (SAM)** technology, reconfiguration data and updates/upgrades or patches can be remotely provisioned to fine-tune the Makani appliance to deliver the maximum performance on the network. Indeed, Makani's SAM technology in conjunction with the IntelliUpdates™ Network helps eliminate tremendous amounts of IT management.



Savings from enterprise WAN solutions (3-year period)

Makani benefits are more than financial

Makani solutions benefit end-users as well as a wide-range of industries: enterprises across numerous verticals, datacenters, network operators, content providers, governments, and other institutions. While many key business metrics benefit from Makani's solutions, the most significant benefit comes from dramatically improved user productivity due to faster response times and aggressive data savings for end-users. Makani helps reduce spending on hardware and software, bandwidth, maintenance, and IT support. Any cost benefits are then continually passed on to the users.

KEY BUSINESS DIFFERENTIATORS

- * Deliver 5X-100X "WWAN" optimization & acceleration
- * Drive business productivity and results
- * Reduce CAPEX and OPEX
- * Quickly recover Return-On-Investment (ROI)
- * Reduce bandwidth and storage costs
- * Scalable, flexible and fault-tolerant deployment
- * Max network/datacenter efficiency & visibility