Cognitive WiFi™. Brilliant.

Radek Černý, SE for DACH & CEE & MEA

June 2018

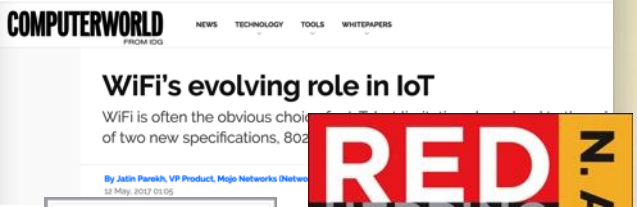
Established in 2003

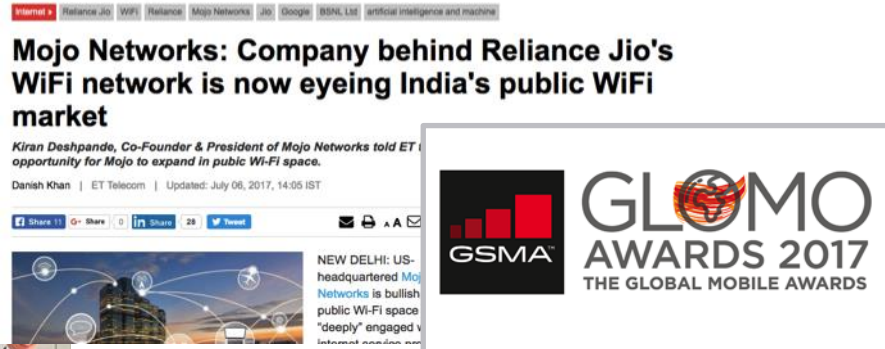
Renamed in November 2015

Why We Exist?	To increase the pace of innovation in networking by breaking the proprietary business model
What We Deliver?	The next generation of Enterprise WiFi
Target Markets	Service Provider (Telco, MSO), Education, Enterprise, Retail
Customers	2000+ Customers, 500,000+ WiFi MOJO Access Points shipped
Competitions	Cisco/Meraki, HPE/Aruba, Arris/Ruckus
Employees	350 brilliant people in Mountain View, CA (HQ) and Pune, India
Mojo Investors	Presidio, Trident, Granite, Walden, Morgan Stanley

Large Enterprise	Retail & Hospitality	Education	Service Providers & OEM	Federal
ZURICH	BlueBay Hotels	UAX Universidad Alfonso X El Sabio	COMCAST BUSINESS	
Robert Half	kate spade NEW YORK	esc6 Dedicated to Serve	Jio	
TEXTRON	amc	WALSH UNIVERSITY A Catholic University of Distinction	epb Fiber Optics	
CITRIX	TGI FRIDAYS	Knob Noster Public Schools	NEC	
Time Warner Cable	COSTCO WHOLESALE	Ohio Hi-Point Career Center	WatchGuard	
Outcome HEALTH	GNC LIVE WELL	Santa Rosa County District Schools		
	NOODLES & COMPANY World Kitchen			

Industry Recognition





Renowned Best WiFi Security

#1 Gartner®

Marketscope for Wireless LAN
Intrusion Prevention Systems

37+ Patents

2000+ Customers

IDC Marketscape

Recognized as the best Wi-Fi security for 10+ years

The Market: Cloud for Enterprise WiFi

$ 2.5B

CLOUD WiFi REVENUES BY 2018

45% CAGR OF CLOUD WiFi

IDC Analyze the Future

Source: IDC

Enterprise Wireless LAN market will expand over

60% by 2020.

2x Cloud-managed Enterprise Wireless LAN revenue growth

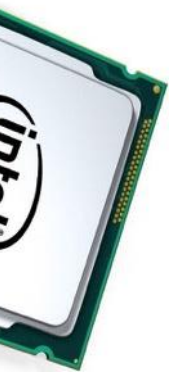
> Controller Wireless LAN market revenue growth

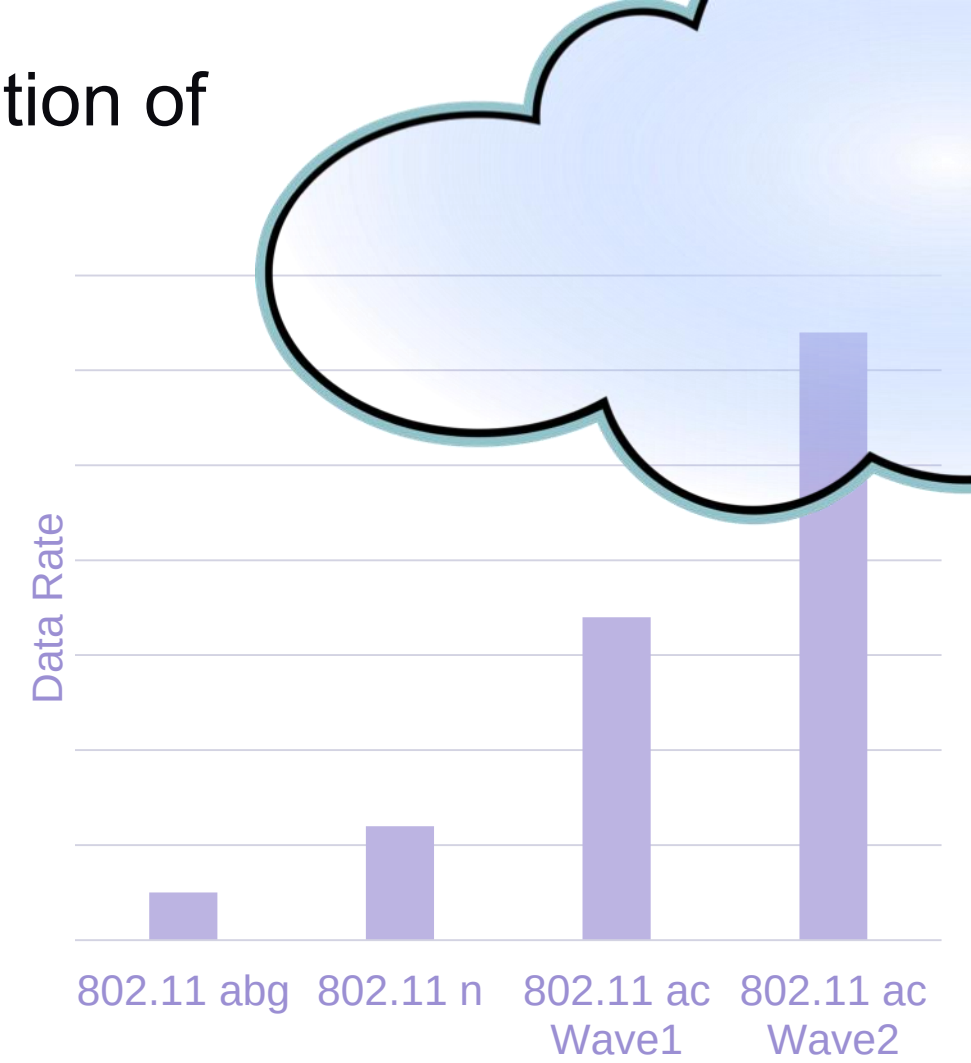
DELL'ORO GROUP

Source: Dell'Oro, July 2016

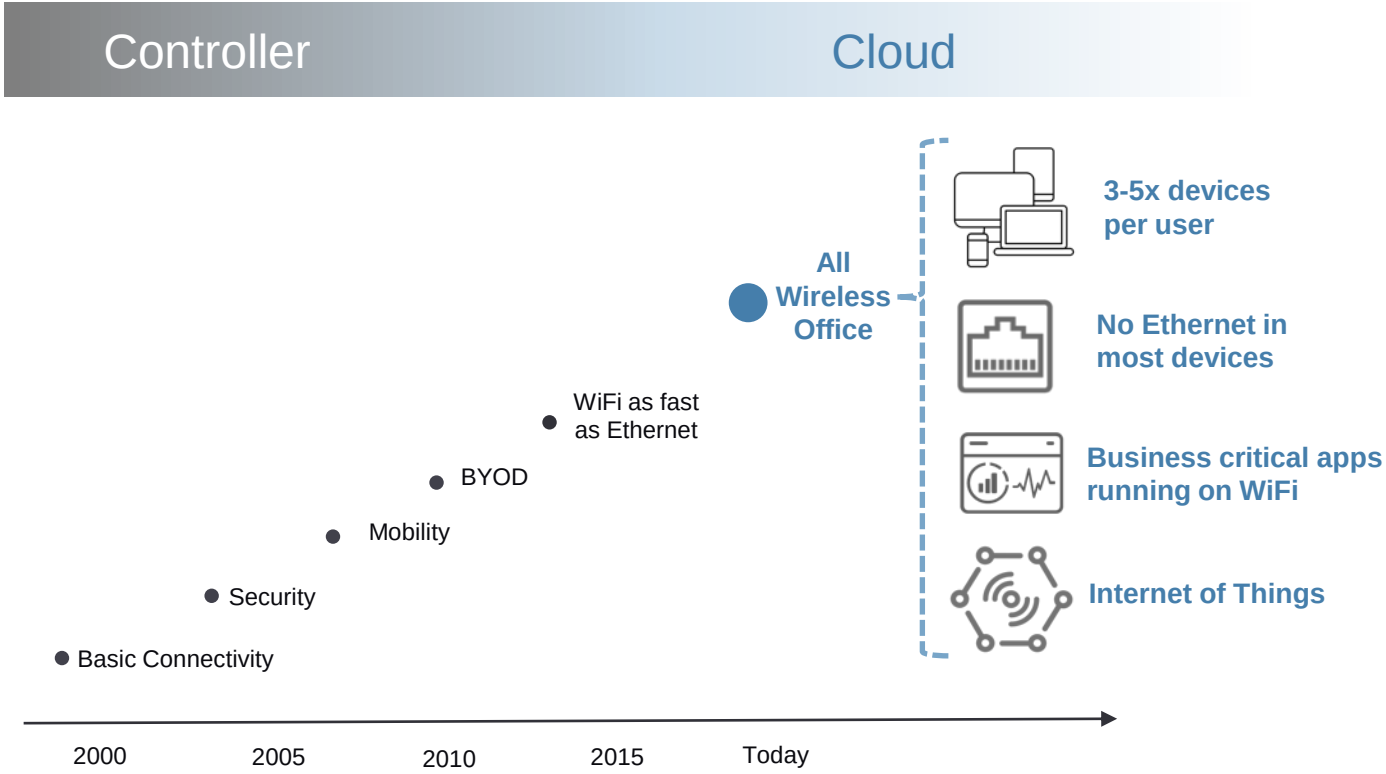
We’re Exploiting the Evolution of Core Technologies

- CLOUD
- WiFi is as fast as Ethernet
- More powerful µprocessors
  - In the data center AND at the edge





Enterprise WiFi Evolution: Stakes are Higher than Ever Before!



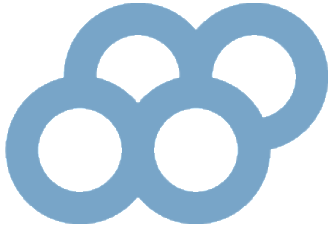
Required

- Analytics
- Automation
- Scale
- As reliable as Ethernet

To Realize Our Vision for Enterprise WiFi

100% Cloud based
NO MORE controllers

Reliable enough to be the EXCLUSIVE connection to the network



Radically less expensive

High Performing

Secure

Ensure the Security of your Applications **IN** the Cloud

AWS manages data center security **OF** the cloud

Only Mojo Networks has received SOC Type 1 & Type 2 attestation for application management security **IN** the cloud

From Amazon Web Services Shared Responsibility Model:

Customers retain control of what security they choose to implement to protect their own content, platform, applications, systems and networks, no differently than they would for applications in an on-site datacenter.

Mojo AirTight

- Launched in 2004
- NIAP EAL 2+ Certified
- FIPS 140-2 Certified
- First dedicated WIPS listed on the DISA UC APL
- Market Leadership
  - Seminal patent for WIPS, + 30 additional patents
  - 20+ additional patents pending
  - Top rated in all 6 Gartner WIPS Market Scopes (2006-2012)
- Worldwide customers, distribution, and support

The Leader in Wireless Intrusion Prevention

Mojo 802.11ac AP Family

C-65	W-68	C-75	O-90	C-100	C-110	C-120	C-130
2x2:2 MIMO 802.11ac Wave 1	2x2:2 MIMO 802.11ac Wave 1	3x3:3 MIMO 802.11ac Wave 1	3x3:3 MIMO 802.11ac Wave 1	2x2:2 MU-MIMO 802.11ac Wave 2	2x2:2 MU-MIMO 802.11ac Wave 2 Tri-Radio	4x4:4 MU-MIMO 802.11ac Wave 2	4x4:4 MU-MIMO 802.11ac Wave 2 Tri-radio
1x Gigabit Ethernet Port	5x Ethernet Ports 2x Gigabit pass through	2x Gigabit Ethernet Ports USB 2.0	1x Gigabit Ethernet Port	1 x Gigabit Ethernet Ports	1 x Gigabit Ethernet Ports	2x Gigabit Ethernet Ports	2x Gigabit Ethernet Ports
• Horizontal or vertical mounting support • Best for branch offices, stores and small classrooms • 802.3af	• Wall mount, 4x switch ports • Best for dormitories, hotels, apartment building • 802.3af	• Internal or external antenna options • 802.3af or DC power options • perfect for busy environments with diverse client ecosystem and WiFi requirements. • 802.3af	• Internal & external antenna options • Best for stadiums, outdoor spaces, weather-affected environments • 802.3at	• Low cost Wave-2 • Best for medium density, SMB, Retail, K-12 • 802.3af	• Low cost Wave-2 • Best for medium density SMB, Retail, K12 Schools, Enterprise • 802.3af	• Latest QCA chipset • Best for high density, enterprise, classroom and auditoriums • 802.3at	• 2x2 ac 3rd radio for dedicated WIPS/RF monitoring • Best for high density, enterprise, classroom and auditoriums • 802.3at
• AP + 1-year $595 • AP + 3-year $775 • AP + 5-year $955	• AP + 1-year $595 • AP + 3-year $775 • AP + 5-year $955	• AP + 1-year $675 • AP + 3-year. $855 • AP + 5-year. $1,035	• AP + 1-year $775 • AP + 3-year. $955 • AP + 5-year. $1,135	• AP + 1-year $615 • AP + 3-year. $795 • AP + 5-year. $975	• AP + 1-year $745 • AP + 3-year. $970 • AP + 5-year. $1,195	• AP + 1-year $785 • AP + 3-year. $965 • AP + 5-year. $1,145	• AP + 1-year $860 • AP + 3-year. $1,085 • AP + 5-year. $1,310

Incomming …

Mojo S-2000 series PoE+ Gigabit Ethernet switches

Available April/May 2018

- Cloud-managed PoE+ Gigabit Ethernet Switches
- Full-featured Layer 2
- S-2008P 8-port
- S-2024P 24-port
- S-2048P 48-port
- 130W PoE budget for S-2008P
- 370W PoE budget for S-2024P
- 740W PoE budget for S-2048P
- 19″ Rackmount, 1U form factor.

Mojo W-118 – Tri-Radio Wallplate Access Point

Available April/May 2018

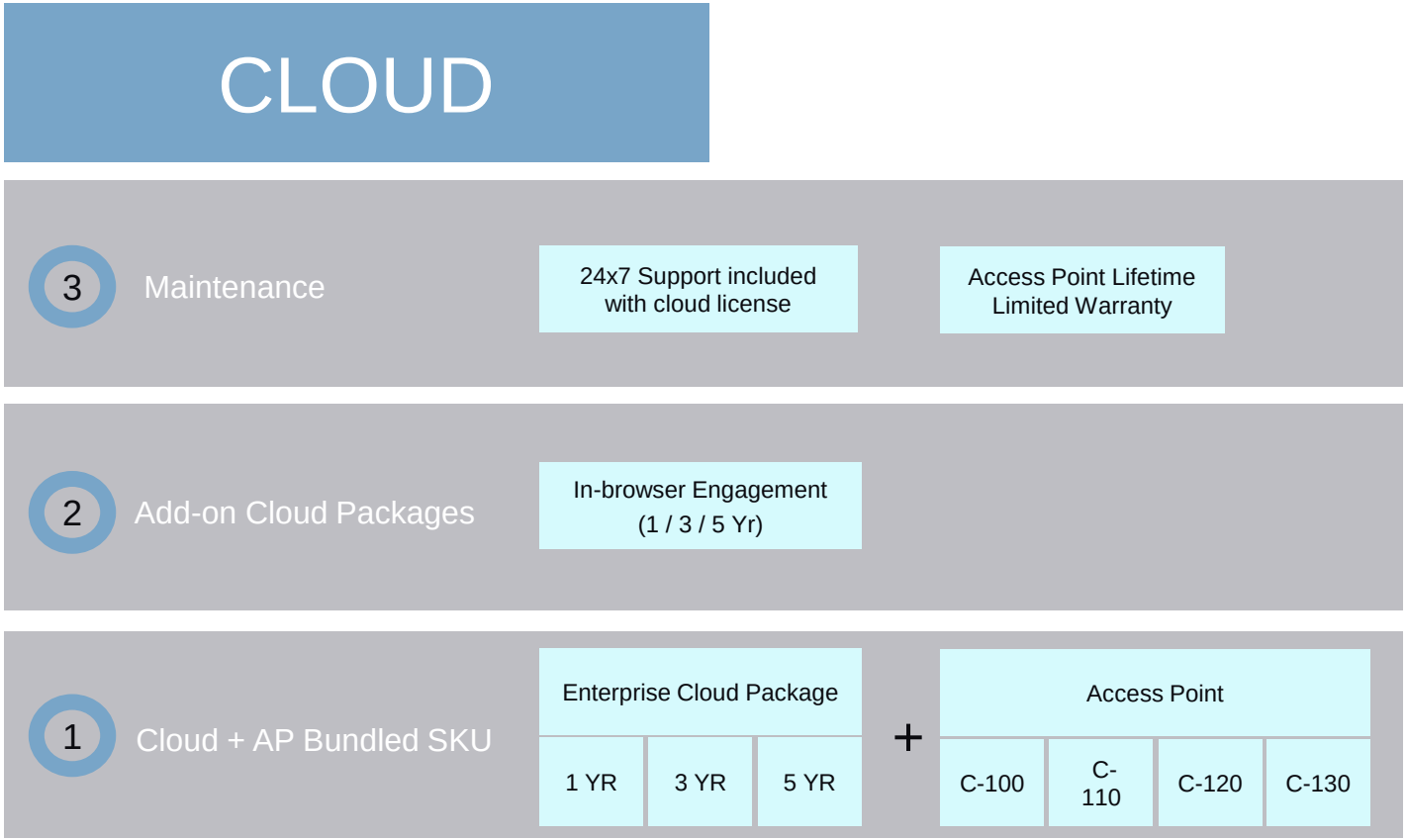
- 2x2:2ss 802.11ac Wave 2 Client Radios
- 2x2:2ss Third Radio
- Integrated BLE beacon
- Three Wired Ports
- One 802.3af PoE PD output
- Supports Client Simulation Testing, Full-time WIPS Scanning,

Mojo O-105 – Dual-Radio Outdoor Wave 2 Access Point

Available TBD

- O-105 – Internal Antennas, O-105E – External Antennas
  - Other additions possible
- 2x2:2ss 802.11ac Wave 2
- Integrated BLE beacon
- IP67 grade
- Temp: -40C to +65C

Cloud Product Offering – All-in-One



Cloud Makes Cognitive WiFi Possible: harnessing the power of the cloud to apply AI to massive amounts of network data

Result: A self-aware, self-correcting network that makes user experiences great; regardless of client device, location, and application

Cognitive WiFi: AI at work in Real Time

Know WiFi clients that fail to connect or experience poor performance

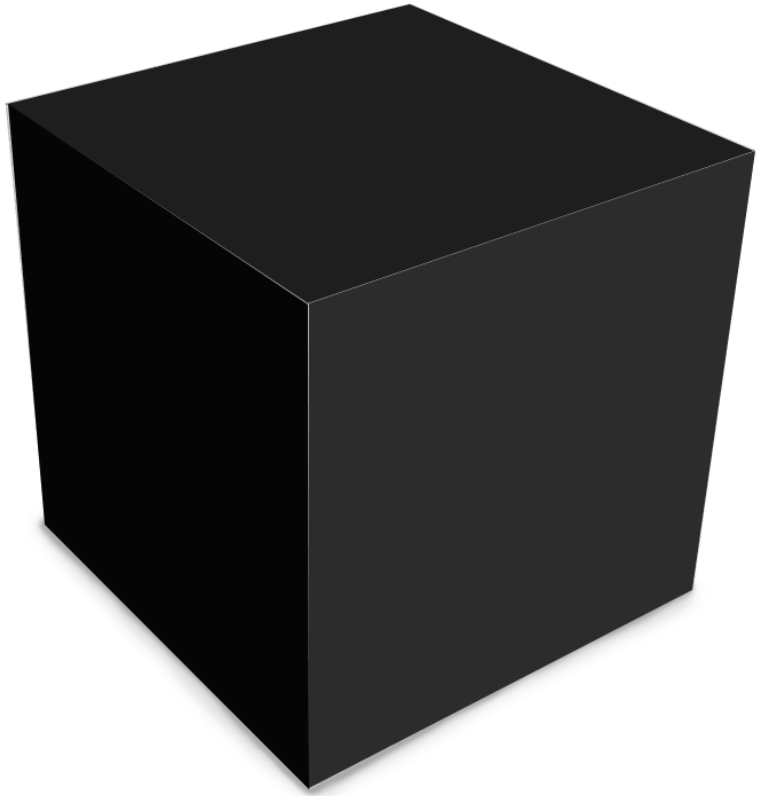
Know the exact reason, WiFi or wired, for every WiFi client failure, automatically remediate WiFi problems

Monitor network latencies (AAA, DHCP, DNS, WAN) that affect client experience

Troubleshoot in no time user-reported “WiFi issues”

mojo Networks

Legacy Networks Lack Visibility



Mojo Networks Offers Complete Visibility In an Instant

WiFi user experience depends on more than just WiFi

Association

- Association limit
- Capability mismatch
- Unauthorized client
- …

Authentication

- Incorrect PSK
- RADIUS auth failure
- RADIUS server not responding
- EAPOL failure
- Fast roaming failure
- …

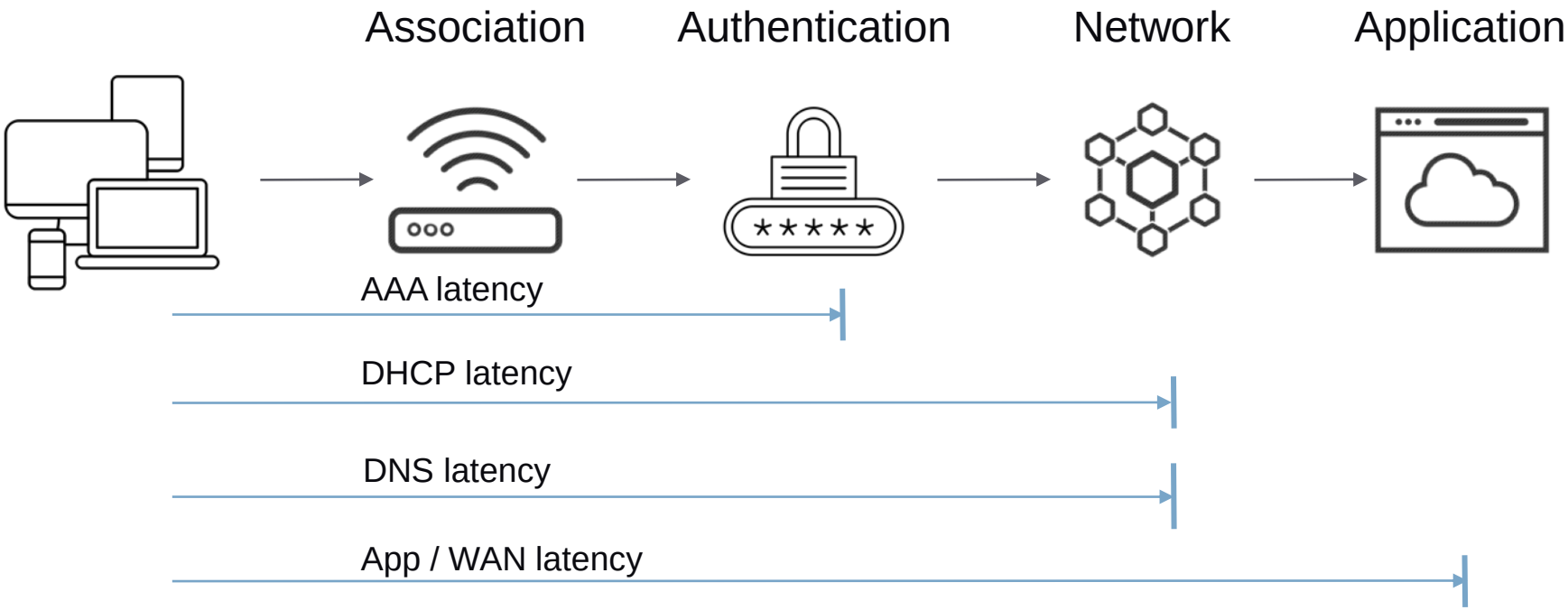
Network

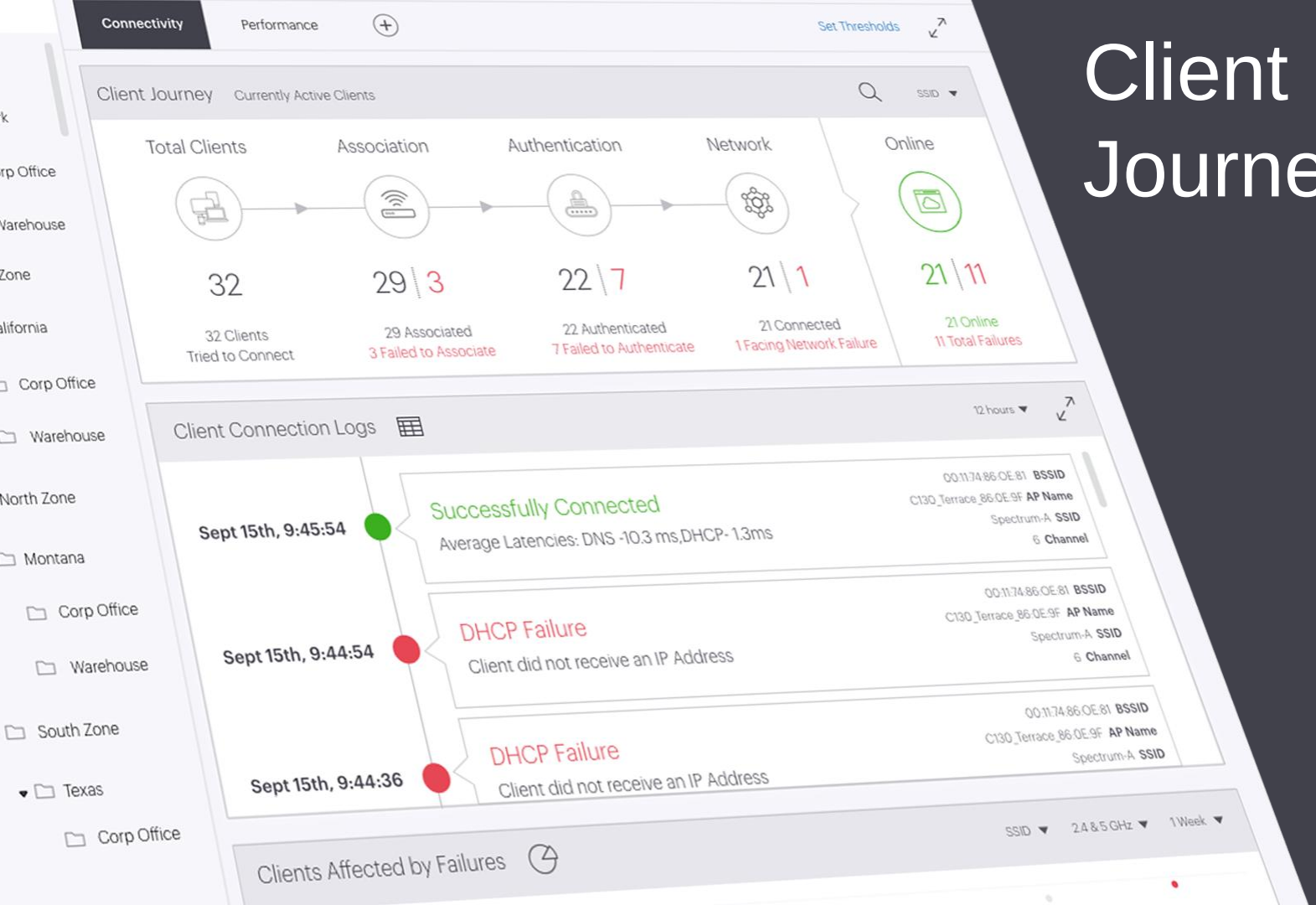
- DHCP failure
- DNS failure
- Portal failure
- …

Application

- Application failure
- WAN failure
- …

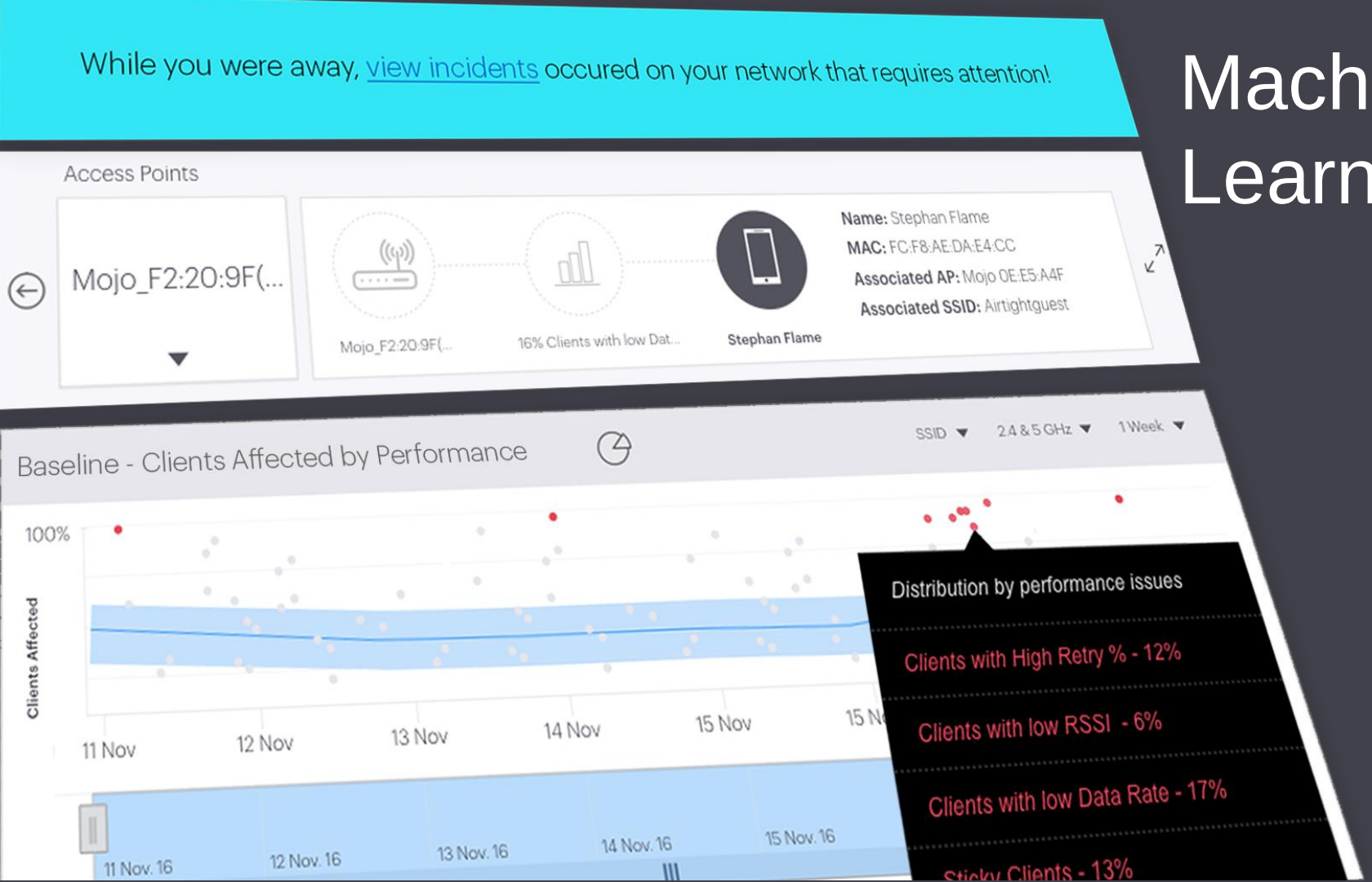
WiFi user experience depends on more than just WiFi



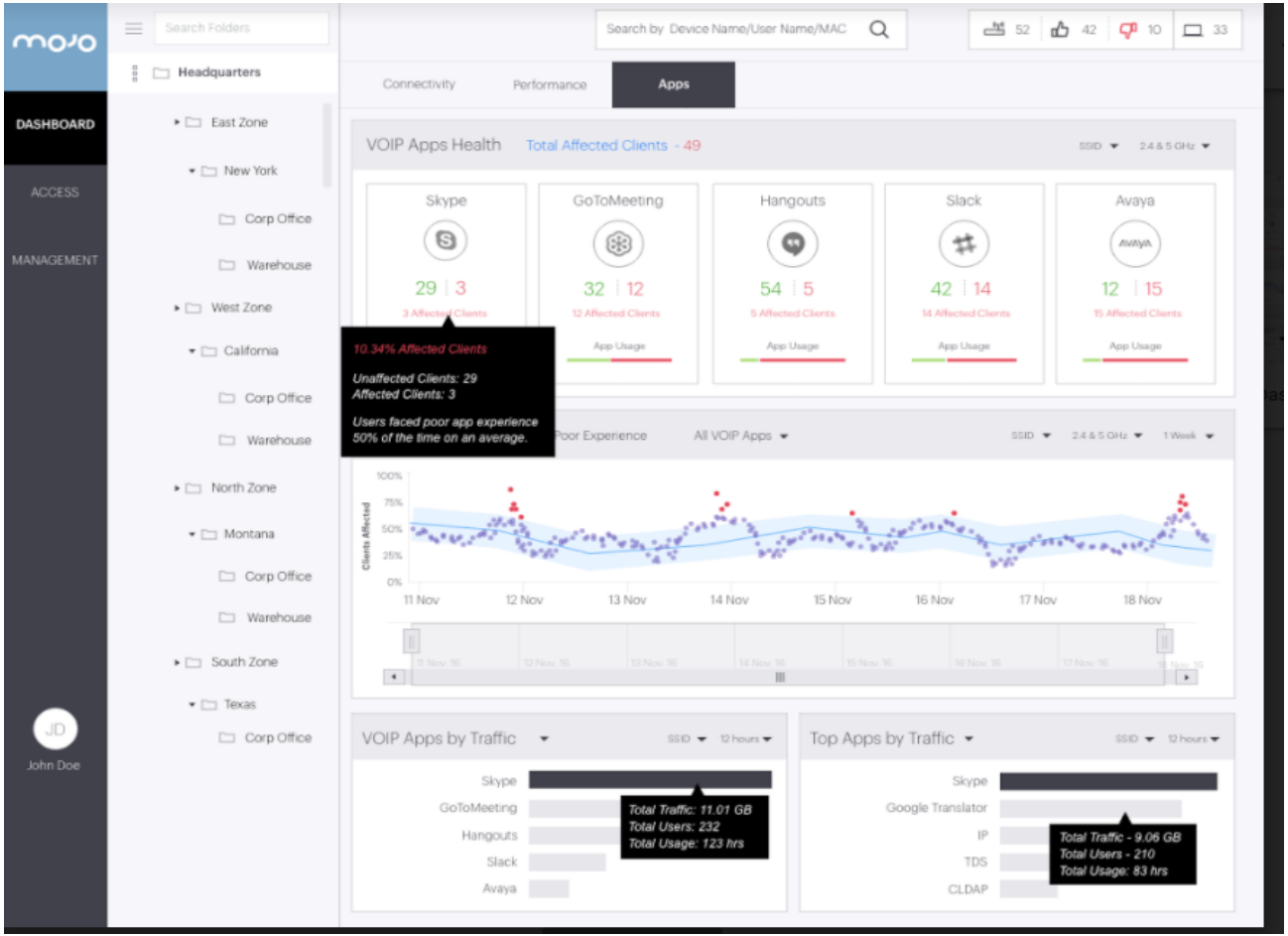


Client Journey™

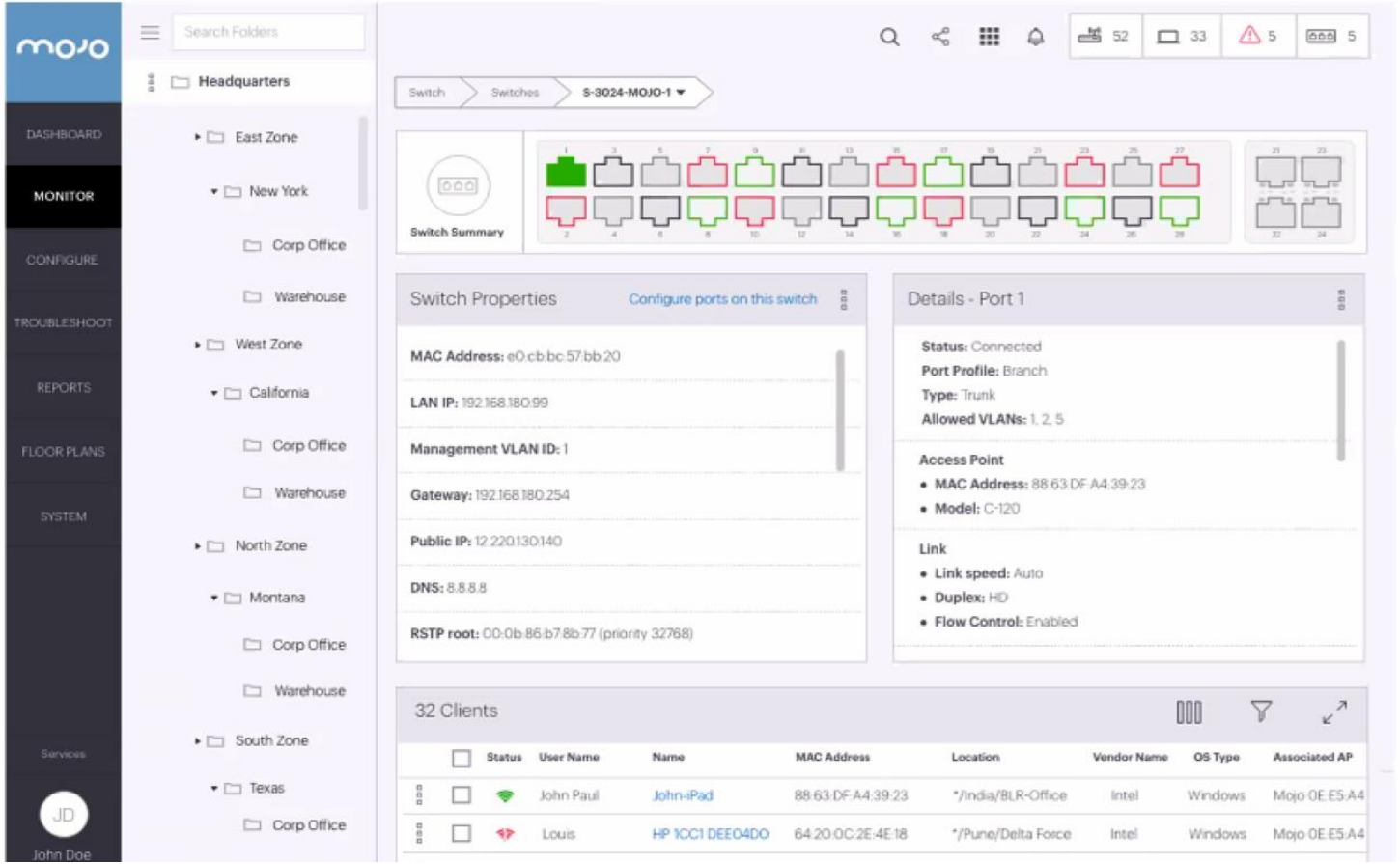
Machine Learning



Application View

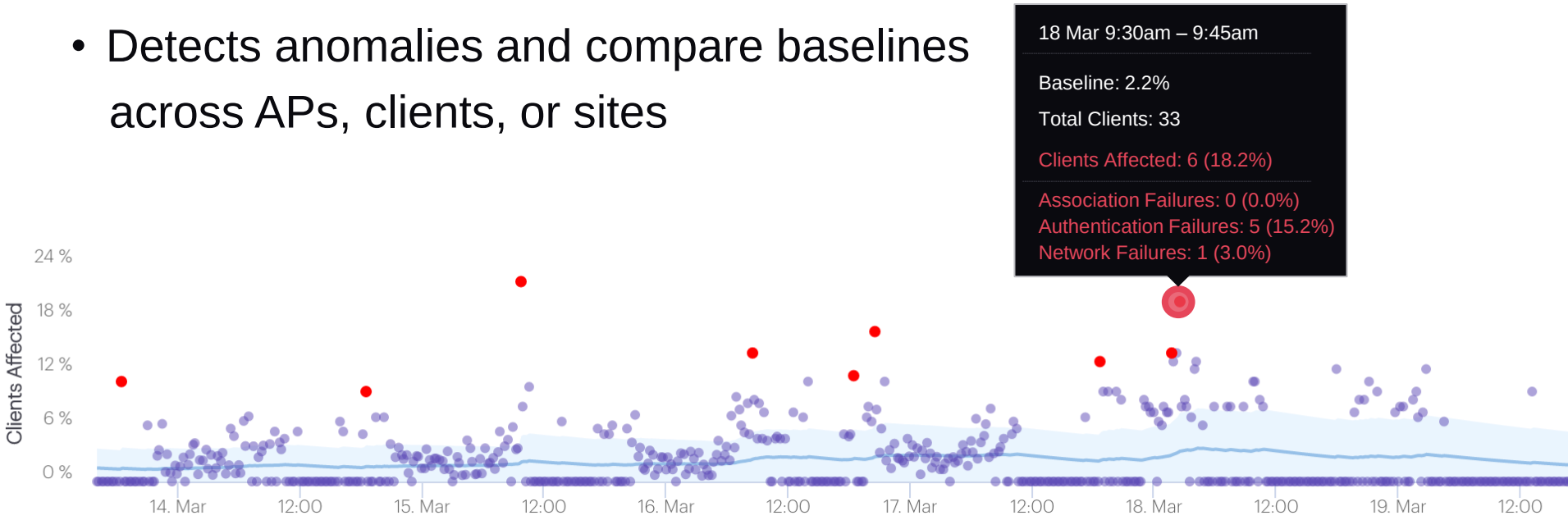


Mojo S-2000 series Gigabit PoE+ switches



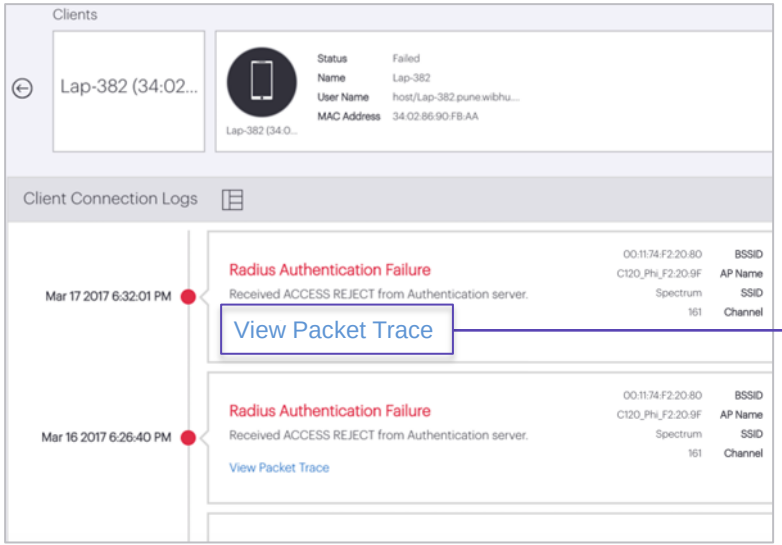
Network Baselining & Anomaly Detection

- Benchmarks “normal” behavior: KPIs such as retry rate, data rate, latency, etc.
- Detects anomalies and compare baselines across APs, clients, or sites

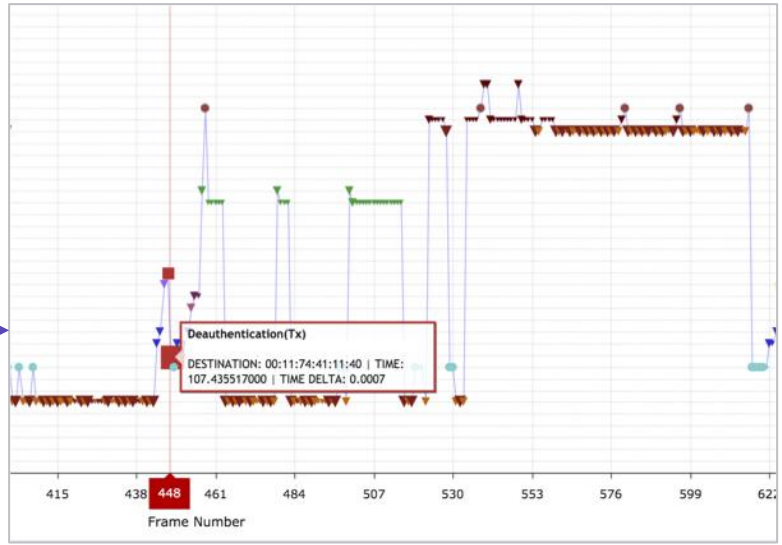


Automated Smart Packet Capture

Auto packet captures inline and in real time, stored in the context of specific client failures



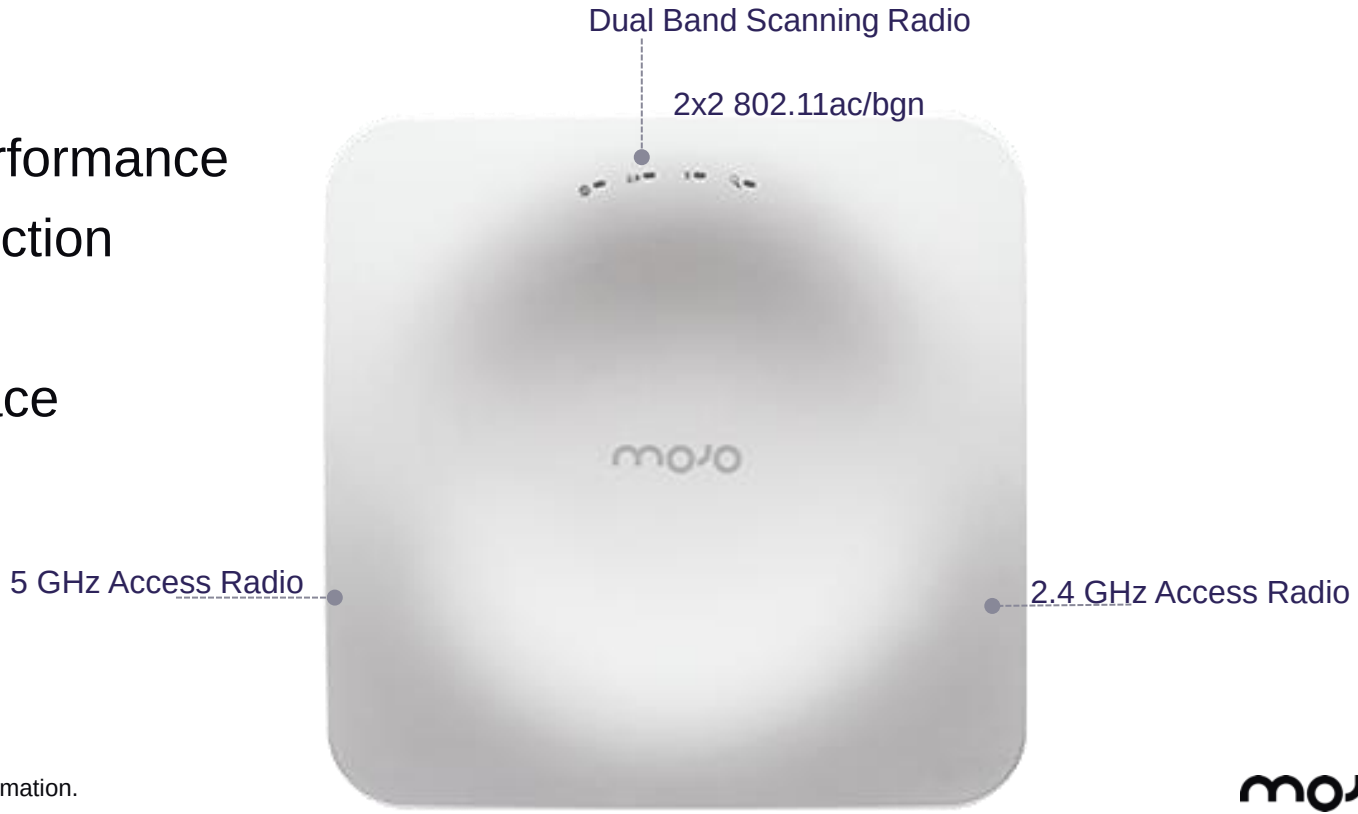
Visual packet trace analysis and auto diagnosis simplifies debugging.



C-130: Multi-functional 3 Radio AP

Pushes the control plane into the Access Point

- Best-in-class performance
- 24/7 WIPS protection
- Client emulation
- Visual packet trace
- Smarter RRM



Without Background Scanning

-No spectrum visibility

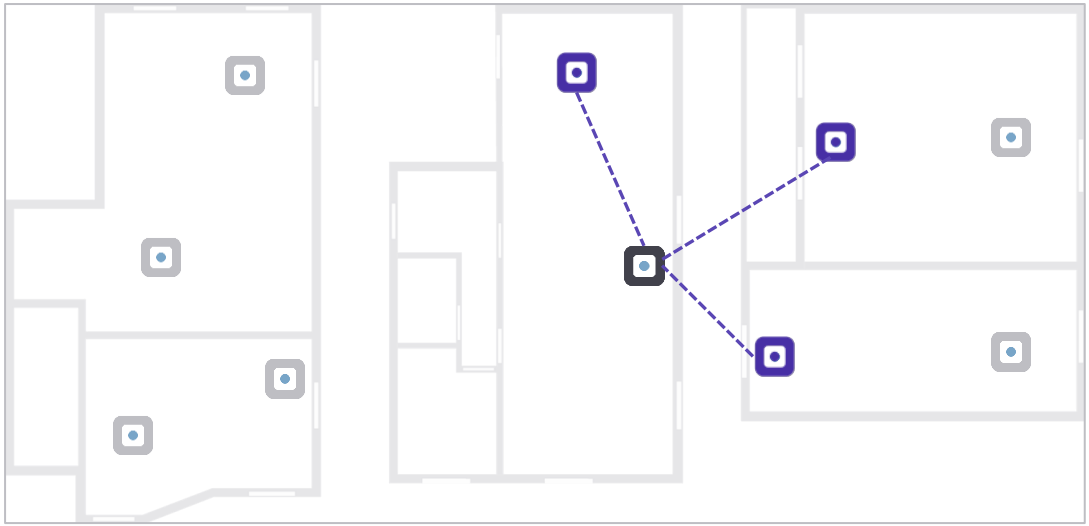
With Background Scanning

1 x1 Third radio

Mojo C-130 / C-110

Experience your network before your users do

- Turn multi-function tri-radio APs into WiFi clients
- Proactively test your network’s readiness
- Validate user-reported WiFi issues



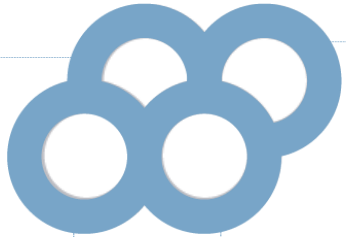
Test Report

Association Status	●
Authentication Status	●
DHCP Status and Latency	●
Gateway Reachability and Latency	●
DNS Status and Latency	●
WAN Reachability and Latency	●
Ping Tests	●

Finally, a Cloud Architected for Large Scale WiFi

Fits like a glove with the underlying network design

- Easy to migrate even from a controller-based WLAN
- Data path flexibility
- Integration with local systems, e.g., NMS, SIEM, Syslog



Solid reliability

- High availability and automatic disaster recovery in the cloud
- Fault-tolerant, standalone AP mode

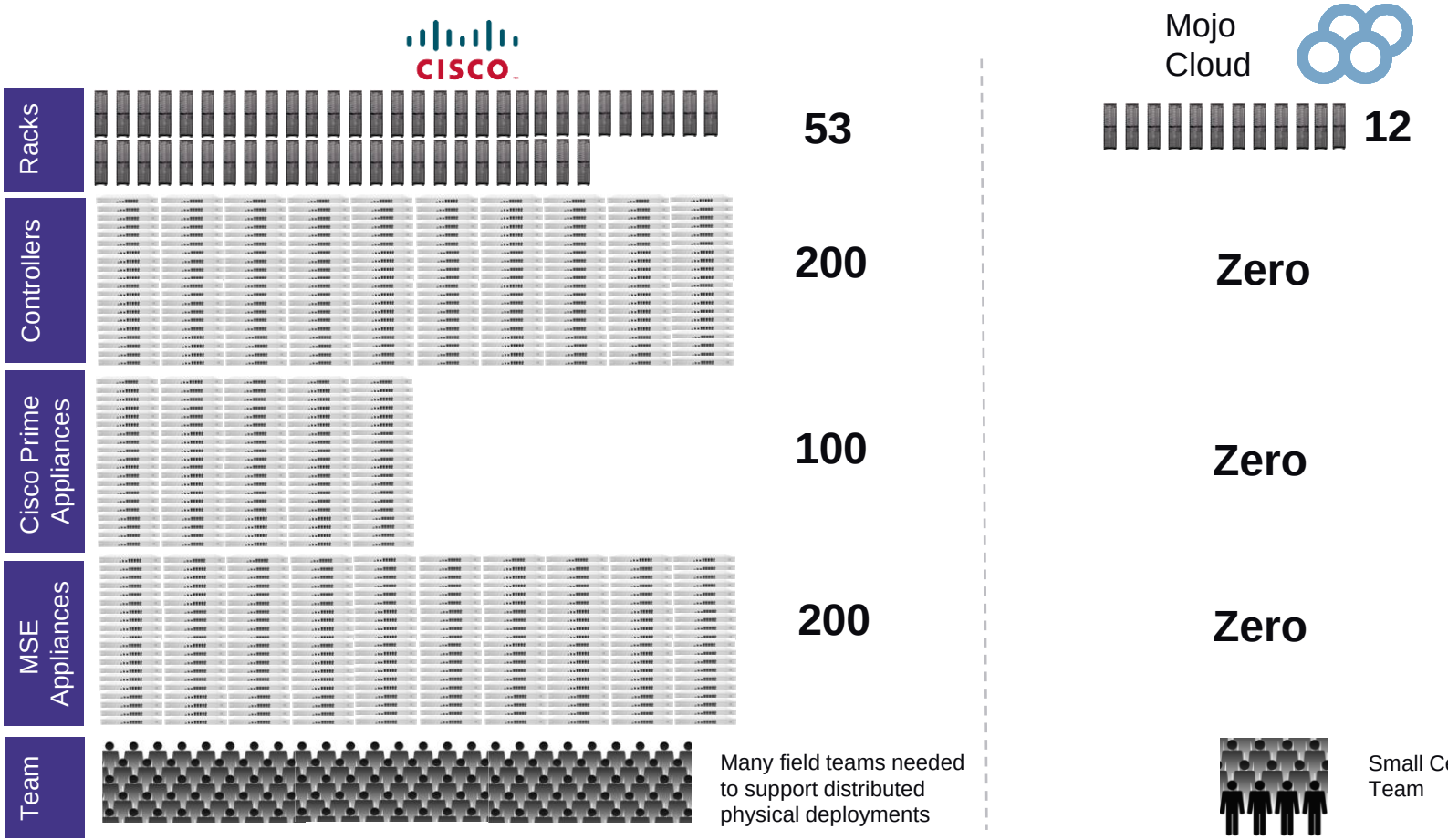
Federal-grade security

- SSAE-16 SOC 2, FIPS 140-2, Common Criteria, ISO27001 certified
- AES-encrypted data at rest and in flight

Extensible with powerful APIs

- Web APIs available both in the cloud and from WiFi APs
- Push and pull support
- Periodic and real-time integration with third-party systems

Cisco Controllers versus Mojo Cloud for 1M AP Deployment: REAL data



Be a hero for your customers

Leading the Cognitive WiFi revolution

www.mojonetworks.com