Summit Reveals Value of CCX for Mobile Computers

White paper sheds new light on Cisco program for wireless interoperability

Akron, Ohio, October 23, 2007 – Summit Data Communications, Inc., a leading provider of Wi-Fi® radio modules and cards for business-critical mobile devices, has released a white paper entitled "The Value of Cisco Compatible Extensions (CCX) for Mobile Computers". CCX is a program that tests how well client devices with wireless LAN, or Wi-Fi, radios interoperate with a Wi-Fi infrastructure from Cisco Systems, Inc. Products that pass all CCX tests earn the Cisco Compatible seal. The Summit white paper explains why that seal, which is common on notebook computers, has significant value for mobile computers such as portable data terminals and vehicle-mounted terminals.

"Mobile computers are the unsung heroes of the business world," said Chris Bolinger, Summit's head of product marketing and the paper's primary author. "These devices run business-critical applications in factories, retail stores, warehouses, ports, hospitals, and many other types of environments. Organizations large and small rely on mobile computers to transmit and receive critical information, usually over a Wi-Fi connection."

Wi-Fi is booming. The foundation of the Wi-Fi boom is interoperability, which ensures that the Wi-Fi radio in a client device will interoperate with the Wi-Fi radio in infrastructure products such as access points and routers, regardless of who makes the radios, the client device, or the infrastructure products. The vast majority of Wi-Fi devices carry the Wi-Fi CERTIFIED™ seal of interoperability from the Wi-Fi Alliance®, a non-profit industry association.

With Cisco supplying about 65% of business Wi-Fi infrastructure products, most organizations want to ensure that their mobile devices are not just Wi-Fi CERTIFIED but also certified specifically for a Cisco Wi-Fi infrastructure, supporting Cisco Wi-Fi innovations for enhanced security, mobility, quality of service, and network management. The CCX program, which has many similarities to the Wi-Fi Alliance program, enables Wi-Fi radios and the mobile devices to earn the Cisco Compatible seal, which signifies interoperability and support for Cisco innovations.

"Businesses are experiencing an exponential growth in the array of devices requiring simple, secure wireless connectivity," said Chris Kozup, Senior Manager for Mobility Solutions Marketing at Cisco. "The Cisco Compatible Extensions program solves customer challenges today while continually driving innovation for the Wi-Fi standards of tomorrow." As the white paper explains, even if you don't use a Cisco Wi-Fi infrastructure, there is no downside and plenty of upside to using Cisco Compatible Wi-Fi devices.

The top five vendors of laptop and notebook computers participate in the CCX program, and a broad range of those computers are certified at Version 4 of the CCX specification, which Cisco introduced nearly two years ago. In contrast, no mobile computer is certified for Version 4. Why do mobile computers trail laptops in support for CCX?

"It's not because CCX features offer more value on laptops than on mobile computers," said Bolinger. "In fact, some CCX features offer <u>more</u> value on mobile computers than on laptops. The issue is that, while CCX-certified Wi-Fi radios for laptops are in plentiful supply, only one firm supplies CCX-certified Wi-Fi radios for mobile computers."

The white paper is available free of charge from the Summit Web site, www.summitdatacom.com.

About Summit
Summit Data Communications, Inc. is dedicated to providing high-performance wireless LAN radio modules and cards for today's business-critical mobile devices, such as mobile computers, portable printers, medical devices, and industrial automation equipment. Summit radios are optimized for the challenging radio environments in which business-critical mobile devices operate, including factories, warehouses, ports, hospitals, and retail stores.

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