

Meru Networks confronts the crush of BYOD and sets new standard for WLAN capacity and performance with two new products

AP332 access point with innovative 802.11ac Investment Protection Plan and MC6000 controller deliver choice and control to IT managers and protect wireless infrastructure investments

October 11, 2012 – [Meru Networks, Inc.](#) (NASDAQ:MERU), a leader in 802.11n wireless networking, has announced the availability of the industry's highest capacity wireless controller, the [MC6000](#); a BYOD-ready high performance access point the [AP332](#); and an innovative [802.11ac](#) Investment Protection Plan that protects wireless infrastructure investments as the current standard moves to 802.11ac.

The new, ultra-capacity wireless products are the latest advancements in Meru wireless innovation and engineered to address the crushing network requirements of BYOD while maintaining choice and control of both wireless and wired network infrastructure for resource stretched IT departments. The innovative 802.11ac Investment Protection Plan allows users purchasing AP332 and other qualifying three stream 802.11n access points to trade them in for 802.11ac access points in the future for only an additional US\$499 investment*.

"The rapidly-increasing numbers of mobile users, devices, and applications on campuses and in enterprises are correspondingly driving demand for bandwidth expansion on wireless LAN networks," said Craig Mathias, a Principal with the wireless and mobile advisory firm Farpoint Group. "Meru's announcement is a powerful indication that capacity must be increased across the board – user productivity and organisational mission now depend upon reliable, secure, and high-performance wireless connectivity."

Meru vice president of product and solutions marketing, Manish Rai added: "Users are now dictating what technology they will bring and use at work or on campus. To manage the crush of BYOD, IT departments need a flexible solution that can help them quickly respond to changing wireless network demands. Meru with its RF virtualisation technology, virtualised controllers and market leading BYOD on-boarding solution – Identity Manager – delivers flexibility at access, control and policy layers needed to put the control and choice back in the hands of the IT department."

BYOD-optimised MC6000

The Meru MC6000 ultra-high capacity 802.11ac ready controller is designed to effectively serve 5,000+ access points and 50,000+ users with 200 Gbps wireless capacity. Powered by System Director – the industry's only virtualised wireless LAN operating system – the new controller



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delivers capacity and performance for very high-density network environments. The new controller is designed to give IT executives the ability to choose network components and control network operations without compromising capacity, performance, scalability or security.

Next generation AP332 delivers fifty per cent more capacity

The Meru AP332 access point, an innovative, three-stream 802.11n access point, delivers up to fifty per cent higher capacity than two stream dual-radio access points. It is designed to meet the capacity needs of dense Wi-Fi and high multimedia usage environments.

Rai added, "Meru's AP332 with its unique RF virtualisation technology can deliver nearly twice the capacity of traditional multi-channel installations with same number of access points in dense environments such as lecture halls, conference rooms, stadiums and enterprise campuses. When coupled with Identity Manager, Meru's market leading solution for automating BYOD on-boarding, we believe Meru offers the best end-to-end solution to manage the BYOD capacity crunch today."

"Many IT managers are assuming that the upcoming 802.11ac standard will be the solution to their capacity challenges," continued Mathias. "But 802.11ac doesn't address the huge installed base of devices using only the 2.4 GHz. band as it only performs in the 5 GHz. band, so we expect that 802.11n will continue to be the Wi-Fi technology of choice for a number of years yet."

Innovative 802.11ac Investment Protection Plan

The AP332 access point, available now, comes with Meru's innovative 802.11ac Investment Protection Plan. Through the plan, customers that purchase Meru's AP332s, AP320s or AP433s between November 1, 2012 and June 28, 2013, will have an option to pay an additional US\$499 per access point and trade them in for qualifying Meru 802.11ac access points when they become available*.

The 802.11ac trade-in plan allows enterprises to migrate their WLANs to the new 802.11 Wi-Fi standard with limited investment. Investments made in qualifying Meru AP products today can be upgraded to 802.11ac in the future for a nominal price. Through the program, Meru customers have access to robust wireless solutions today without compromising their ability to take advantage of 802.11ac.

*Restrictions apply – please see: <http://www.merunetworks.com/investment-protection>

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About Meru Networks

Meru Networks (NASDAQ: MERU) designs, develops, and distributes virtualised wireless LAN solutions that provide enterprises with the performance, reliability, predictability and operational simplicity of a wired network with the advantages of mobility. Meru Networks eliminates the deficiencies of multichannel, client-controlled architectures with its innovative, single-channel, virtualised network architecture that easily handles device density and diversity. Meru wireless LAN solutions are deployed in major vertical industries including Fortune 500 businesses, education, hospitality, healthcare and retail supply chain. Founded in 2002, Meru is headquartered in Sunnyvale, Calif., with operations in North America, Europe, the Middle East and Asia Pacific. Visit www.merunetworks.com or call (408) 215-5300 for more information.

This news release contains forward-looking statements about Meru Networks expectations, hopes, plans, intentions, or strategies, including, but not limited to statements regarding Meru's ability provide new products, the ability to deliver nearly twice the capacity of traditional multi-channel installations with the same number of access points in dense environments, the timing of the adoption of the 802.11ac wif-fi standard, and the ability for customers to have access to robust wireless solutions today without compromising their ability to take advantage of future technology advancements. These forward-looking statements involve risks and uncertainties, as well as assumptions, which, if they do not fully materialise or prove incorrect, could cause our results to differ materially from those expressed or implied by such forward-looking statements. The risks and uncertainties include those described in Meru Networks' documents filed with or furnished to the Securities and Exchange Commission. All forward-looking statements in this news release are based on information available to Meru Networks as of the date hereof. Meru Networks assumes no obligation to update these forward-looking statements.

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