

Meru Networks appoints industry veteran Gary Abad vice president of channel sales

Meru achieves strong sales and growth in 2011 for global VAR channel; recognises top VARs across 56 countries and vertical markets

February 16, 2012 - Meru Networks, Inc. (NASDAQ: MERU), the leader in virtualised 802.11 enterprise wireless networking, has announced the appointment of channel sales and WLAN veteran, Gary Abad, as vice president of channel sales. Meru also announced that in 2011 channel revenues grew by 20 per cent, and in the past year, channel partners delivered ninety three per cent of Meru's overall shipments. Meru closed 2011 with close to 1,000 partners worldwide.

Additionally, Meru recognised top valued-added reseller partners who demonstrate technical expertise and vertical market acumen as part of its yearly Partner of the Year awards program.

Recognised were: Capita, the UK's leading business process outsourcing company, partnering with Meru for success in the UK education sector; Frontrunner Network Systems, a comprehensive business communication solutions provider for voice, video and data in the US; Integra, a telecommunication solution and custom-design service provider for the K-12 market in Canada; and Wavelink, a distributor of IP, wireless, communication, network security and access solutions in Australia.

Abad joins Meru as an accomplished channel sales leader with 20 years experience building strategic alliances and strong partnerships with leading value added resellers and systems integrators around the globe. Abad is responsible for growing Meru's channel partner program, increasing channel penetration and providing Meru channel partners with best-in-class support as they address increasing customer demand for WLAN technology that helps enterprise customers provide uncompromised mobility as thousands of devices enter the enterprise.

"We look at all of our partnerships in terms of value—value to our enterprise customers and expertise in advanced mobility solutions," said Gary Abad, vice president of worldwide sales channels. "We have seen a proliferation of devices hit our customers' networks, regardless of geography or vertical market. These top performing channel partners were the backbone of our growth in 2011 because they bring more than technological knowledge to our customers. They bring deep vertical expertise that enables customers to implement Meru wireless solutions in a secure, scalable, cost effective manner. I look forward to working with these leaders as we bring new products and services to market."

Partner support for Meru:

"Since Wavelink commenced sales of Meru around two and a half years ago, the partnership with Meru has rapidly blossomed. As this partnership continues to evolve, Wavelink is on track to grow



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Meru sales by over 50 per cent year on year in our current financial year. Receiving the APAC Partner of the Year award is recognition of the efforts made by both the Wavelink and Meru teams to establish and grow our mutual business," said Ilan Rubin, CEO, Wavelink.

"This acknowledgment is a true testament to the strides Frontrunner Network Systems has taken to become a premier Wireless LAN solutions provider. Our partnership with Meru has proven to be a successful one, as Wireless LAN sales continue to represent one of our core business drivers.

Meru's virtualisation technology is the differentiator we need to obtain new business in today's highly competitive climate. As market trends continue towards the all – wireless enterprise, we are excited to grow our relationship with Meru Networks and look forward to continued success," offered Jim Keegan, Vice President/General Manager.

"Integra Data Systems Corp. is honoured to receive Meru Networks 2011 Worldwide Partner of the Year Award. Integra has been providing leading edge technology solutions and services for over 16 years. We are constantly improving our product and services offerings for our clients. When looking for a Wi-Fi solution our requirement was an industry-leading product offering that would make a

difference for our customers. After extensive research Meru was chosen as the industry leader. Our customers' acceptance of the Meru solution demonstrates that we made the right decision. Integra's team focus on the Education market in Ontario has resulted in Meru being implemented in universities, and in the majority of school districts throughout Ontario. We look forward to many more years of continued success with Meru," commented Joel Gates, Director of Sales, Integra Data Systems Corporation.

"We have been working with Meru Networks for over three years and have successfully implemented their virtual cell technology to over 60 schools in the UK. We chose Meru as our wireless partner in education due to their unique and innovative solution that has enabled Capita to differentiate in this sector. They are the only wireless vendor that directly addresses the wireless challenges and density requirements that are found within an education environment. We have found Meru to be very professional and flexible with a keen focus on customer satisfaction and personalisation. Above all else – their technology simply works!" said Chris Bignell, Business Development, Capita IT Services.

Enterprise demand for Meru wireless products is on the rise. Meru plans to aggressively build its worldwide channel partner team during 2012 to address the demand for Meru's leading virtualised wireless solutions. Meru seeks technically astute reseller partners with a commitment customer service excellence and enabling the all-wireless enterprise. More information on joining Meru's channel or technology partner programs can be found on the [Meru website](#). Meru works with its partners to develop the innovative solutions to today's enterprise's IT challenges – from BYOD to guest access and unified communications. Additional resources can be found at [Access Point](#), the



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Meru blog, and [Twitter](#).

About Meru Networks

Founded in 2002, Meru Networks provides a virtualised wireless LAN architecture that cost-effectively delivers the performance, reliability, predictability and operational simplicity of a wired network, with the advantages of mobility. Meru's solution represents an innovative, yet standards-based approach to wireless networking that utilises virtualisation technology to create an intelligent and self-monitoring wireless network, enabling enterprises to migrate their business-critical applications from wired networks to wireless networks, to become all-wireless enterprises. Meru's solutions have been adopted in all major industry vertical markets, including Fortune 500 enterprises, healthcare, education, retail, manufacturing, hospitality and government. Meru is headquartered in Sunnyvale, Calif., and has operations in the Americas, Europe, the Middle East and Asia Pacific. For more information, visit Meru Investor Information or call (408) 215-5300.

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