

Meru and Wavelink team up to bring virtualised WLAN solutions to Australian enterprises

Wavelink and Meru expand strategic sales partnership to jointly design and implement BYOD-ready WLANs

March 9, 2012 – Meru Networks (NASDAQ: MERU) and its Australian distributor Wavelink have announced expansion plans in the Australian region with the addition of a dedicated team of Meru technical sales professionals comprising territory account managers and sales engineers. Meru and Wavelink will bring Meru's advanced wireless solutions, easy to deploy and manage, to enterprises that are attempting to support the thousands of devices that are flooding their enterprises. The team will focus on target markets including education, healthcare, enterprise, government and hospitality.

The team will work with end-customers in the design and implementation of Meru virtualised wireless WLANs that give IT managers an important degree of choice in deploying their mobility infrastructure. Wavelink's existing resellers located in Melbourne and Sydney will co-sell Meru WLAN solutions and lead network implementations in the K-12, healthcare, hospitality and enterprise markets. In addition, Wavelink will extend engineering and inside sales support out of the Sydney office.

These sales and engineering support capabilities are being added in the Australian market during a period of high growth for wireless network technology in the region. Since forming the initial partnership with Meru in 2009, Wavelink's sales of Meru's products have grown dramatically and the company is on track to increase its sales of Meru solutions by more than 50 per cent year-over-year.

David Kelly, vice president of international sales for Meru Networks, said, "Meru and Wavelink have achieved fantastic results over the last two years as they have helped customers address the challenge of accommodating of the influx of Wi-Fi devices entering their environment daily. Working together we will jointly deliver solutions across the key vertical industries in Australia."

Meru's industry-leading integrated WLAN solutions are designed to deliver the scale, capacity, security and manageability necessitated by the BYOD phenomenon. Meru solutions are engineered from the ground up to be simple to use, easy to manage and provide a rapid return on investment as enterprises build out their wireless networks.

Secure BYOD access with minimal IT overhead

In addition to other products, Meru and Wavelink will bring Meru's guest management solutions to Australian companies, greatly simplifying network access and management for wired and wireless environments. Meru Smart Connect, an optional feature for Identity Manager, is designed for the most dense and diverse environments where guest access is stressing the capacity of IT departments. Smart Connect enables automatic detection of devices as they connect to the wireless LAN and



MEDIA RELEASE

provides simple configuration for secure guest access across all operating systems including Windows, iOS, Android and Mac OS. It features one-click self-provisioning of devices in accordance with IT security policies. Identity Manager provides common functionality across wired and wireless environments, and supports multi-vendor wireless LAN environments.

“Our products provide best-in-class wireless connectivity for large-scale environments where BYOD is the norm,” continued Kelly. “Our solutions are designed specifically for the rigors of BYOD, simplifying WLAN management and minimising IT overhead. We’re thrilled to be working with such a great partner as we bring these solutions to this market.”

To learn more, take a tour of our WLAN solutions at [Meru](#). Additional resources can be found at [Access Point](#), the Meru blog, and [Twitter](#).

###

About Meru Networks

Meru Networks (NASDAQ: MERU) sells 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's innovative network-in-control architecture virtualises wireless access and produces an intelligent, self-monitoring WLAN. Moving to Meru lets enterprises migrate business-critical applications from wired networks to an all-wireless network able to handle the diversity and density of mobile communication devices. Meru's unique “network-in-control” wireless architecture is used by all major vertical industries including Fortune 500 businesses, health care, education, retail, manufacturing, hospitality, and government. Founded in 2002, Meru is headquartered in Sunnyvale, Calif., and operates worldwide. Visit www.merunetworks.com or call (408) 215-5300 for more information.

About Wavelink

Wavelink (www.wavelink.com.au) specialises in the supply, marketing and support of a range of leading edge business IP, wireless, communication and network security and access solutions. Wavelink distributes a range of products from Meru Networks, Polycom, Digium, Cisco, AirTight, Nomadix and Bradford Networks. For more information please contact Wavelink on 1300 147 000.



MEDIA RELEASE

Cautionary statement regarding forward looking statements

This press release contains forward-looking statements and information. All statements other than statements of historical facts that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward- looking statements. Such statements include, but are not limited to those statements regarding Meru's ability to bring advanced wireless solutions to Australian enterprises, the ability to design and implement wireless LANs to give IT managers a degree of choice in deploying their mobility infrastructure, and the ability to jointly deliver solutions across key vertical industries in Australia. We have identified some of these forward-looking statements with words like "believe," "may," "will," "should," "expect," "intend," "plan," "predict," "anticipate," "estimate" or "continue" and other words and terms of similar meaning. These forward-looking statements involve risks and uncertainties, including the risk that the market for Meru's solutions may not grow as the company expects; risks related to a lengthening customer approval processes, including lengthening of budget approval processes and funding uncertainty for domestic education customers; the risk that continuing investment in sales and marketing coverage and capacity will fail to diversify the company's customer mix or mitigate against the uncertainty of governmental funding; and the other risks and uncertainties described under the caption "Risk Factors" in Meru Networks' quarterly report on Form 10-Q filed with the Securities and Exchange Commission, or the SEC, on November 8, 2011, as well as additional reports filed with the SEC. These forward-looking statements also involve assumptions that, 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. We have based these forward-looking statements largely on our current expectations and projections about future events and financial trends that we believe may affect our financial conditions, results of operations, business strategy and financial needs. All forward-looking statements in this press release are based on information available to us as of the date hereof, and we assume no obligation to update or revise these forward-looking statements, whether as a result of new information, new developments or otherwise.