InscapeData

THE INSCAPE DATA CORPORATION NEWSLETTER

Empowering

. . . Your Wireless and Security Networks

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NEWS & PRESS

Inscape Data's President Has High Hopes for the Future

All of us at Inscape Data Corporation would like to extend our holiday greetings and best wishes to our customers, VARs, and distributors. The past few months have been exciting and eventful, and we continue to be grateful for the wonderful feedback we have been receiving from our patrons. In this newsletter, I will share some new product information and upcoming events for 2005.

In 2004, we have seen a strong demand for wireless and video security products. To maintain the momentum of the market, Inscape Data plans to deliver more powerful products and features, such as the new AirEther™ CB54g Subscriber Wireless Bridge, to be released in February 2005 (see p.3). Following the CB54g, other new wireless systems will be introduced in Q2, 2005.

For the AirGoggle™ video security systems, Inscape Data plans to introduce a new website, www.AirGoggle.com, in January 2005 to handle the dynamic DNS service. In addition to the dynamic DNS service, this new website will offer live streaming video for customers interested in evaluating and experiencing live video from the Silicon Valley.

We believe 2005 will be another successful year, as we will continue to roll out the best value for our wireless and network security products, working closely with our channel partners. Thanks for your continued interest and support, and best wishes to you for the new year.

-David D. Lin, President
Inscape Data Corporation

The AirEther™ AP11 Wireless Access Point is IP68 all-weather certified

Inscape Data Products Featured at PART-15 WISP Boot Camp

The PART-15.ORG in cooperation with various manufacturers, offer both entry level and advanced certification courses for WISP professionals.

PART-15.ORG certifications continue to be the benchmarks of professionalism in the WISP industry, and Inscape Data is proud to have had its products featured at the December 2004 WISP 101 Boot Camp, in Miami Florida.

Inscape Data provided an AirEther™ AP11 Wireless Access Point and two AirEther™ CB11 CPEs for attendees to use during training.

In addition, Inscape Data's Sr. Systems Engineer, Richard Ho, gave a product demonstration and hands-on configuration workshop, where one lucky attendee won a free CB11.

For information on how to attend the PART-15 WISP Boot Camp, please visit www.part-15.org.

SUCCESS STOREIS

Dustin Todd, President of Incipient Technologies

We recently purchased five AirEther™ AP11 wireless access points for outdoor use. We are very pleased with these products, as they are well packaged and offered at a terrific price point.

The radios are far superior to those of other brands we have used. There are many aspects of the AP11s that have exceeded our expectations. The performance of the product is superb and they have excellent compatibility with our backend systems.

We are particularly impressed with the weatherproofing and construction, which is important here in coastal Santa Barbara, California. These are terrific all-in-one units, including Power over Ethernet, all the necessary cables and mounting components, easy configuration and everything required for quick deployment.

We are very satisfied with Inscape Data's products and look forward to purchasing and working with them in the future.

-Dustin Todd, President
Incipient Technologies, Inc.
www.incipient.net

UPCOMING EVENTS

Trade Shows & Product Certifications

2005 TRADE SHOWS

It looks like 2005 is going to be a busy year! Inscape Data has tentative plans to be present at six trade shows next year: WISPCON VII in March, ISC West in April, ISPCON in May, ASIS in September, WISPCON VIII in October, and ISPCON in October.

More details on the exact dates and locations will be posted in following *Empowering* issues. Be sure to visit our website at www.inscapedata.com for up-to-date information on news and upcoming events.

PRODUCT CERTIFICATIONS

Because Inscape Data so values its end-users, they have monthly product training certifications.

Designed not only to educate distributors and resellers about Inscape Data's products, these professional certifications also educate on many fronts, including general wireless internet and network video information.

For more information on how to sign up yourself or an employee for Inscape Data's professional product training certification, please call toll free at 1-888-267-4507.

DISTRIBUTOR NEWS

Connectronics: Inscape Data Products Thrive in Harsh Wisconsin Weather

Connectronics, a national distributor of wireless & connectivity products, is pleased to announce the successful wireless deployment of Customer Premise Equipment from Inscape Data Corporation by Phoenix PC Service. Located in the northern region of Wisconsin, the AirEther™ CB11 has been subjected to very harsh weather conditions, with no operating problems or failures.

"After setting up over fifty of the CB11's, I just wanted to let you know that these units were extremely impressive in both quality and ease of use, as well as being very stable in our infrastructure," said Bill Grube, President of Phoenix PC Service. "We have the internal antenna units installed in ranges up to 5 miles and the external antenna units over 8 miles."

The AirEther™ CB11 (CPE) has been a natural choice for deployment in many of Connectronics' WISP's wireless networks, due to its outstanding performance and very competitive price point.

Combined with Connectronics' wireless accessories and antenna options, the CB11 has achieved reliable links at distances greater than 9 miles!

Connectronics has been a value-added distributor since 1982, servicing VARs, WISPs, and Systems Integrators. They feature a factory-certified sales staff, a large inventory, and the personalized customer service that you deserve. Please contact Connectronics for assistance in the design of your next wireless project.
(888) 245-8363
www.connectronics.com

New Distribution Partnership Between Streakwave and Inscape Data

Inscape Data Corporation is pleased to announce that it is in partnership with Streakwave for the distribution of its wireless and video surveillance product lines. With this distribution agreement, Streakwave will gain an innovative, cost-effective and high-quality source of supplies for its outdoor IEEE 802.11 wireless and network video surveillance products from Inscape Data. Inscape Data will provide Streakwave with essential product training, engineering support, technology updates,

"After setting up over fifty of the [AirEther ä] CB11's, I just wanted to let you know that these units were extremely impressive in both quality and ease of use, as well as being very stable in our infrastructure."

-Bill Grube, President of Phoenix PC Service

FEATURED PRODUCTS

Inscape Data Announces Release of the New AirEther™ CB54g and CB54a

Specifically designed for the WiFi industry, the AirEther™ CB54g and CB54a are to be used for a wide variety of services, such as subscriber units, as well as for location installations like recreational parks, marinas, etc.

The AirEther™ CB54g and CB54a are developed based on IEEE 802.11a/b/g standards, with rich software features and the most advanced wireless security WPA.

Major software features include multiple operation modes, site survey tools, SNMP network management and software upgrade capabilities for future field upgrades on new features, such as IEEE 802.11e QoS and IEEE 802.11i WPA2.

The WPA wireless security supports WPA TKIP key distribution algorithms and AES encryption algorithms. In addition, the radio system of the CB54g and CB54a supports up to 19 dBm for the IEEE 802.11a/g and up to 23 dBm for the IEEE 802.11b. Both products support a 9 dBi-embedded antenna.

The Web-based management and site survey tool offers great convenience to WISPs for user and network management, with on-site diagnostic assistance.

Inscape Data also offers an external antenna version of the CB54g and CB54a, providing flexibility when a longer distance of coverage is required.

With all the radio, security, software and outdoor IP67 all-weather enclosure features provided, the AirEther™ CB54g and CB54a are great subscriber systems ideally suited for high-speed WiFi services.

In response to the fast growing WiFi market, the release of the CB54g and CB54a will empower WISPs to grow their wireless customer base more effectively.

Keep an eye out for the new CB54g and CB54a

new product samples, and joint marketing campaigns.

Carl Moberg, CEO of Streakwave says, "We are very excited with Inscape Data's products. Having researched the market, our competitive analysis informs us that Inscape Data's wireless and network video products will certainly occupy a major part of our sales numbers for this coming year. The products are amazingly feature-rich and price-competitive!"

"[Inscape Data's] products are amazingly feature-rich and price-competetive!"

-Carl Moberg, CEO of Streakwave

PROMOTIONAL OFFERS

WISP Starter Kit and CB11 6-Pack Promotion for a Limited Time Only

Inscape Data is pleased to announce two special promotions:

- **WISP Starter Kit ($300 savings)**

- **CB11/CB11E 6-Pack ($72 savings)**

These promotions come into effect immediately, and are offered based on the following rules:

Duration
For a limited-time only, while supplies last

Qualification
Reseller (e.g., WISP)

Purchase Limit
  -WISP Starter Kit - one kit
  per reseller
  -6-Pack (CB11/CB11E)-
  based on availability

Distributor Discount
  For each sale of the promotional items, the distributor is to fill out a promotion form provided by Inscape Data and submit it by the end of the month.
  Inscape Data will mail the discount and/or the sales spiff within the following month.

Special Holiday Treat!

$50 Dollars Off
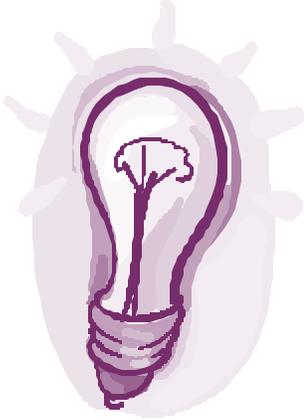
On all purchases over $500 dollars.

*NOT AN ACTUAL COUPON. **For information on how to obtain this coupon, please call our sales department toll-free at 1-888-267-4507.** Discount applies to reseller prices only and does not apply to samples. One coupon per purchase for qualified resellers.

Weekly Sales Report
Distributor must provide a weekly sales report on the promotions, to be submitted to Inscape Data by fax or e-mail by Friday each week.
Please call us toll-free at 1-888-267-4507 to find out more about this promotional offer.

HELP DESK & WIRELESS/NETWORK VIDEO EDUCATION

ARP-d Can Save the Day: Troubleshooting Tips

Sr. System Engineer Richard Ho educates us on wireless and network video products

Symptoms:
Your wireless gear can pass IP traffic but does not allow you access into the web administration GUI. Is the product defective? The answer is no.

Many times when configuring multiple wireless gears set at factory default setting, one has to be careful to reset the ARP table of the PC used to configure the wireless gears.

The reason is very transparent if you're a network protocol, but is very puzzling and could be frustrating for the rest of us. An ARP table's refresh time varies across hardware vendors and could take as long as 5 minutes before it attempts to refresh the ARP table. PCs with long ARP table refresh time can run into problems when the MAC address of the device it is connected to changes frequently while the device's IP address stays the same.

For example, configuring multiple wireless gears one at a time with the same factory default IP address. If the ARP table doesn't refresh in time, the second device you connect to the PC will have an invalid MAC address associated with its factory default IP address. As a result, the IP address in the ARP table is still associated with the previous wireless gear's MAC address.

Solution:
A very easy fix to immediately refresh the ARP table is to use the DOS command ARP-d. The command deletes the current ARP table and rebuilds a new table. By issuing an ARP-d command prior to connecting the next wireless gear for configuration will save you many hours of headache and allow for smooth access to the web administration GUI.

-Richard Ho,
Sr. System Engineer
Inscape Data Corporation

Inscape Data Corporation

Inscape Data is an industry leader in wireless communication and network video surveillance systems. We offer a full suite of product lines, including our AirEther™ IEEE 802.11a/b/g Wireless Systems with IP67 and IP68 certified all-weather enclosures, a broad selection of 2.4GHz and 5.8GHz antennas, and our AirGoggle™ Network Video Security Systems based on MPEG-4 video compression standards.

With strong, dependable, and proven manufacturing capabilities in Taiwan, Inscape Data is committed to delivering products that provide differentiated value to its customers and partners worldwide. Inscape Data looks forward to developing and introducing cutting-edge and unique technology solutions to the marketplace in the future.

InscapeData

"**Empowering** Your Wireless and Security Networks"