

XRoads Networks, Inc.



Hospitality Solutions



Hospitality Solutions

- XRoads Networks, Inc. has been a leader in providing unified bandwidth management solutions since 2001.
- We have thousands of EdgeXOS deployments in businesses and government institutions around the world.
- Companies like Boeing, ETrade Financial, Coldwell Banker, and Cox Communications trust our products to deliver improved network performance and reliability.



Hospitality Solutions

- In late 2007 XRoads Networks entered the Hospitality vertical with initial deployments for:
 - Wyndham Worldwide
 - Radisson Hotels
 - Holiday Inn Express
 - Best Western
 - and The Jonathan Club
- Our ability to deliver multiple bandwidth management capabilities in a single easy to manage platform is the key to these successful implementations in the hospitality vertical.



Hospitality Solutions

Core EdgeXOS Capabilities

Network Reporting & Alerting

Internet
Balancing

ISP
Failover

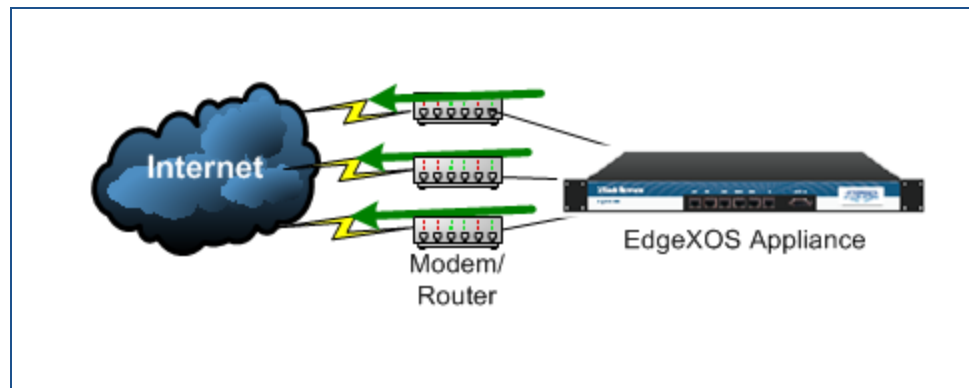
Traffic
Shaping

Guest
Access
Control



Hospitality Solutions

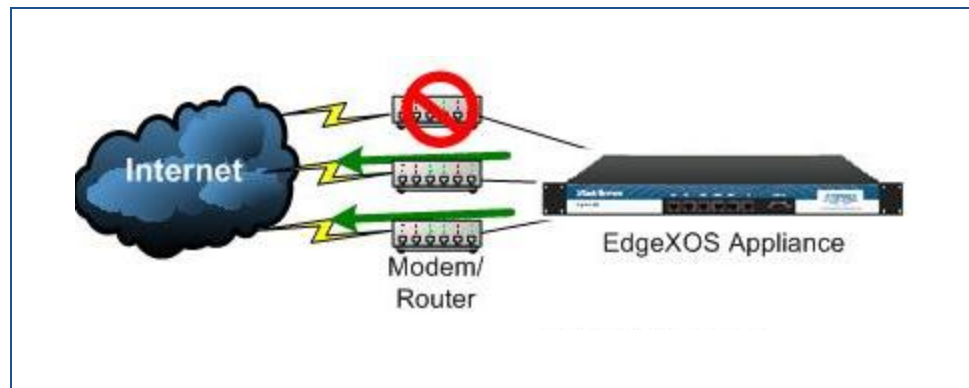
- Key Benefits
 - Internet Balancing: The ability to improve download speeds for guests by combining multiple ISP connections in order to increase overall Internet bandwidth.





Hospitality Solutions

- Key Benefits
 - ISP Failover: Internet access is a critical guest service. Our Internet Service Provider Failover capability ensures 24/7 (99.999%) uptime in the event of an ISP link failure.

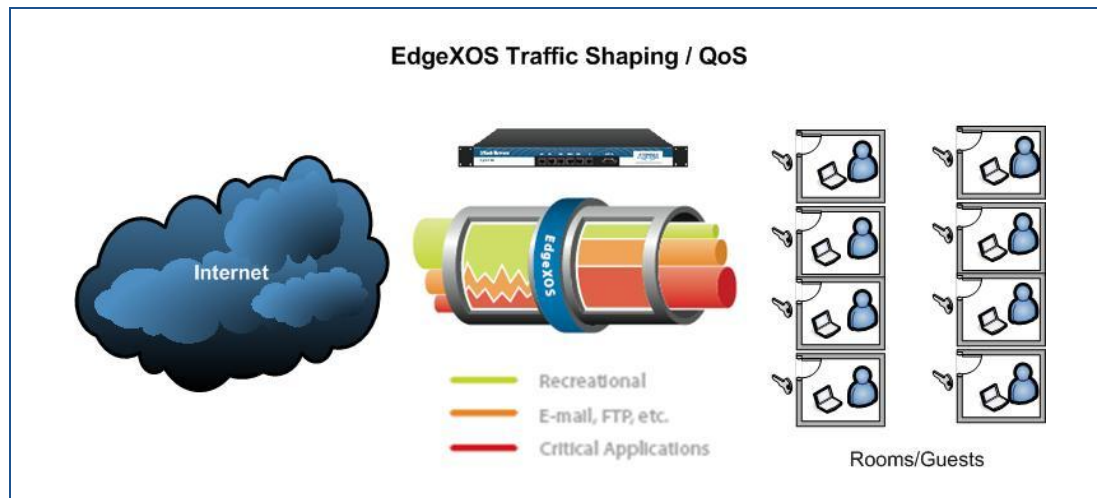




Hospitality Solutions

- Key Benefits

- Traffic Shaping: The ability to generate additional revenue by creating various levels of guest access to bandwidth resources. The guest pays more for faster responsiveness.





Hospitality Solutions

- Key Benefits

- Guest Access Control: The ability to grant access only to those guests which have either accepted the usage policy and/or have agreed to pay for the Internet services.

A screenshot of a web form for guest access control. The form is enclosed in a thin black border and contains the following elements: a text input field labeled "Guest Name", a text input field labeled "Room Number", a checkbox labeled "Check To Accept", and a "Submit" button.



Hospitality Solutions

- Key Benefits

- Network Reporting & Alerting: The ability to proactively monitor bandwidth and generate automated email alerts when peak usage is met or outages occur.

The screenshot displays a configuration page for network alerts. On the left, a dark blue sidebar contains the following sections:

- Edge Tools:** A dropdown menu set to "Email Alerts".
- Contact Name:** Two empty text input fields with "(Cont)" and "(Enter)" labels.
- SMS/Email Address:** A dropdown menu with "Select a provider below if this is" and "--- Select ---".
- Subject:** An empty text input field with the instruction "(Enter the standard message subject for this alert, for easy email filtering)".
- (Optional) Server:** An empty text input field with the instruction "(To route directly to a specific mail server, enter its IP address)".

Below the sidebar, a "NOTE" states: "You must configure your mail server to accept mail from the Edge appliance when using this option." A row of checkboxes includes: "Outage Alerts", "Security Alerts", "SLA/Server Alerts", "Content Report", "VTech Report", "Executive Summary", "Shaping Stats", "Shaping Alerts", "WAN Report", and "AppUsage Report". At the bottom are three buttons: "Reset", "Add / Update", and "View Alerts >>".

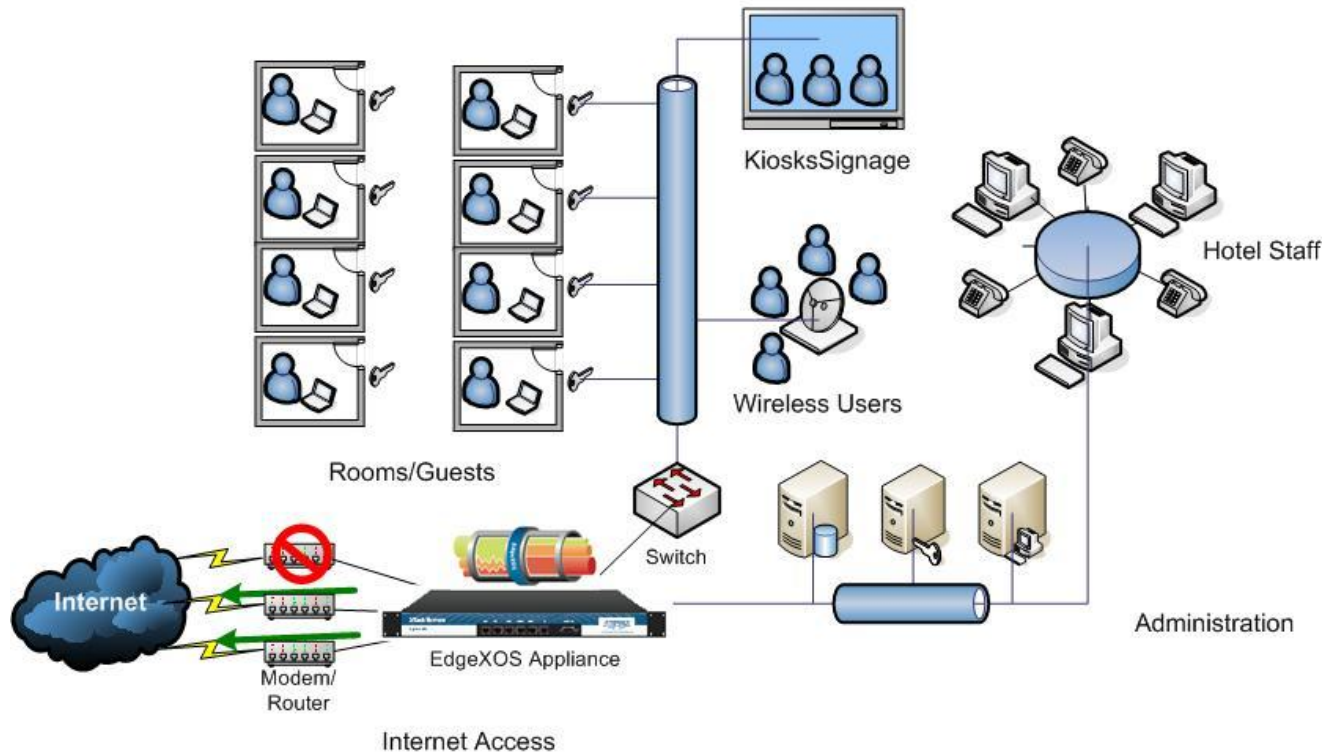
On the right, a line graph titled "WAN1-Daily-Edge" shows bandwidth usage in MBITS/SEC over a 24-hour period. The y-axis ranges from 0.0 to 2.0 MBITS/SEC. The x-axis shows time from 12:00 to 08:00. The graph features two data series: "Incoming" (red) and "Outgoing" (blue). A legend below the graph provides summary statistics: "Max: 2 M Avg: 1 M Current: 1 MBITS/SEC" for Incoming, and "Max: 2 M Avg: 1 M Current: 0 MBITS/SEC" for Outgoing. The last update is noted as "The Jan 19 09:52:02 PST 2006".



Hospitality Solutions

- This diagram demonstrates where the EdgeXOS platform might sit within the hospitality network.

Hospitality Network w/EdgeXOS Overview





Hospitality Solutions

- The following phases are a typical deployment scenario for our appliances into a new hospitality network.

Phase 1

Order an evaluation unit for an initial test site with our design and configuration assistance.

Phase 2

Work with our engineering group to install and fine tune the device, then test failover capabilities.

Phase 3

Upon the success of test deployment, begin deployment to additional sites.



Hospitality Solutions

- In Summary
 - XRoads Networks provides a unified bandwidth management appliance.
 - We have proven hospitality deployments along with thousands of deployments around the world.
 - Our core capabilities include:
 - Internet Balancing
 - Obtain faster speeds through ISP link sharing (load balancing).
 - ISP Failover
 - Ensure guest satisfaction even in the event of a ISP failure.
 - Traffic Shaping
 - Control bandwidth usage to improve end-user experience.
 - Guest Access Control
 - Reduce liability through AUP and add new revenue centers.
 - Network Reporting & Alerting
 - Monitor bandwidth usage and internal devices with automatic outage alerts.



Hospitality Solutions

Contact XRoads Networks
at 888-997-6237 or visit our website
<http://www.xroadsnetworks.com>
for more information or
to obtain an evaluation unit.

XRoads Networks, Inc.



Thank you.