
From: Sanch Datta [<mailto:sanch@fatpipeinc.com>]

Sent: Friday, December 04, 2015 9:55 AM

To: 'Chandrodaya Prasad (chprasad)'

Subject: Thank you from FatPipe

Hi Chandro

Thank you for taking the time for the call yesterday. It was very nice to connect with you.

As per our discussion, I have attached a slide deck for you. To recap our discussion:

- We are an established company with stable and mature products designed by experienced engineers and support teams. (Our core management and engineers have been with the company for over 14 years.)
- We have an excellent track record – products installed in very demanding environments like the DoD, 36,000 employee call centers (for VoIP continuity), and school districts with BYOD (115,000 students and millions of sessions). Thousands of installations over the last several years.
- We offer the only SD-WAN products that support multi-Gigabit bandwidth.
- FatPipe provides low touch installation, centralized control/management and traffic visibility.
- We have proven products that enable customers to achieve 99.999988% WAN reliability.
- We are trusted by over 600 reseller partners who like our mature and stable products, excellent customer support, minimal returns and good margins.
- FatPipe's has 11 Patents with more than 180 related-technology innovation claims, including several key patents such as multi line data transmission, multiple VPN tunnels starting and ending at the same two points, hybrid networking with selective encryption, and several other patents that makes Fatpipe valuable to keep the competition out.

- FatPipe technology is agnostic to the WAN connections. FatPipe Products work with any combination of MPLS, broadband, 4G/LTE and satellite links.
- FatPipe's products can be deployed *On-Premise*, in the *Cloud*, or as a *Service* allowing for maximum flexibility in deployment and cost models.
- FatPipe products support stand-alone, hub-and-spoke and fully meshed topologies.
- FatPipe products have several load balancing options including packet based, session based, policy based intelligent load balancing. FatPipe also supports major routing protocols.
- FatPipe products have been deployed in green-field as well as brown-field networks.

Thanks again and I look forward to working with you and your team towards next steps.

Sanch Datta

CTO

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