



To Whom It May Concern:

The following is SkyPilot Networks' sales policy:

SkyPilot sells through sales channels and directly only to qualified technical installers and operators with expertise in networking, RF and in-field installation experience.

SkyPilot's Channel Program, AirPower (outlined at <http://www.skypilot.com/partners/>) requires that all of our partners must possess the following to qualify for the program:

Wireless Knowledge – Strong RF expertise, network design and installation capabilities.

Support Capabilities – Ability to provide post sales and maintenance support.

Technical Training – Maintain a minimum of one engineer on staff that has completed the SkyPilot Technical Training course.

For direct sales, detailed installation instructions are included in our documentation stipulating that the hardware must be installed by a qualified professional. SkyPilot also offers professional services to those that do not have adequate experience to install the equipment.

Signed:

A handwritten signature in cursive script that reads "Linda Kalcic".

Linda Kalcic
Vice President, Corporate Marketing