

## RADWIN vs. Canopy Wireless (Motorola)

Company	RADWIN	Motorola
Product Name	WinLink™ 1000	Canopy 20
Frequency Bands [GHz]	2.3, 2.4, 4.9, 5.3, 5.4, 5.8	2.4, 5.3, 5.4, 5.8
Air Interface Rate	48Mbps	20Mbps
Maximum Range	80Km	8Km
Modulation	OFDM QPSK 16/64QAM	MFSK
Channel Bandwidth	20MHz	20MHz
Maximum Tx Power	18 dBm	20dBm
Maximum TDM Interfaces	4	4
E1 Latency	8msec	20msec
Ethernet Interfaces, 10/100BaseT	2	1
Switching Capabilities	+	-
Automatic Channel Selection	+	-
Encryption	AES	+
Redundant Power Supply	+	-
DC Power Support (VDC)	+	+
Power Consumption	8W	8.2W
Operating Temperature	-35°c - +60°c	-40°c - +55°c
List Price - Ethernet link	2,400	3,000
List Price - 1xE1 Link	2,990	4,000

### WinLink™ 1000 vs. Canopy 20:

1. **Price** - WinLink 1000 is **cheaper** than Canopy, especially for TDM.
2. **Throughput** - WinLink 1000 has a much higher air interface rate than Canopy (**48 Mbps vs. 20 Mbps**), which translates into much **higher net throughput**.
3. **Company focus** - WinLink 1000 is a **dedicated** point-to-point solution. Canopy is a strip down of a point-to- multipoint solution.
4. **Range** - Canopy's operating range is 8 km. WinLink 1000's operating range is 80 km (**10 times higher!**).
5. **Product Focus** - WinLink 1000 is a **carrier-class** solution designed to meet the **high-end** performance requirements of service providers. Canopy is **enterpriseoriented** and therefore needs to meet **lower-end** requirements.
6. **Latency** – Canopy has a high latency rate of **20 milliseconds** , making it **unfit** for many telco TDM applications.
7. WinLink delivers TDM services in compliance with the ITU G703 standard. Canopy supplies TDM via an external box.