



Aviat Networks Wins \$10 Million in U.S. Utility Business

November 1, 2018

Represents Orders Received in the Fiscal Second Quarter from U.S.-based Gas, Water and Electric Utilities

MILPITAS, Calif., Nov. 1, 2018 /PRNewswire/ -- Aviat Networks, Inc. (NASDAQ: AVNW), the leading expert in wireless transport solutions, today announced new orders received in the Company's fiscal 2019 second quarter worth approximately \$10 million from customers in the U.S. utility segment. Orders received were for Aviat's hybrid microwave radio solutions which ease the migration to IP/MPLS while preserving teleprotection and other critical utility traffic. In this fiscal year to date, Aviat has received orders worth approximately \$19 million in this segment.

Some of the key highlights include:

- *\$5 million with a sustainable energy company with operations in 24 states.* As a leading electric and gas utility on the east coast, this customer is deploying Aviat's Eclipse hybrid microwave platform, ODU 600 and IRU 600 microwave radio. This project is a combination of upgrade of legacy Aviat radios and new network buildouts.
- *\$3.5 million with a leading west-coast water utility.* Another mix of legacy upgrade and new network build, this customer required gigabit transport capability across their infrastructure footprint. The Utility will deploy Aviat's Eclipse hybrid microwave platform and IRU 600 microwave radio along with its ProVision management platform.
- *25 other utility accounts.* Beyond the larger wins, Aviat received orders from more than 25 different U.S.-based, utility accounts in the quarter to date. So far, this fiscal year, Aviat has received orders from over 65 different utility customers in the United States, both from existing and new accounts, further demonstrating its strength in this important market segment. Aviat currently serves over 50% of the largest utility companies in the United States.

"These awards are an example of Aviat's strength in the utility segment," states Michael Pangia, president and CEO, Aviat Networks. "We are well positioned to increase share in this market in the coming years, due to our strong customer relationships and overall value proposition."

About Aviat Networks

Aviat Networks, Inc. is the leading expert in wireless transport solutions and works to provide dependable products, services and support to its customers. With more than one million systems sold into 170 countries worldwide, communications service providers and private network operators including state/local government, utility, federal government and defense organizations trust Aviat with their critical applications. Coupled with a long history of microwave innovations, Aviat provides a comprehensive suite of localized professional and support services enabling customers to drastically simplify both their networks and their lives. For more than 70 years, the experts at Aviat have delivered high performance products, simplified operations, and the best overall customer experience. Aviat Networks is headquartered in Milpitas, California. For more information, visit www.aviatnetworks.com or connect with Aviat Networks on [Twitter](#), [Facebook](#) and [LinkedIn](#).

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