

FROST & SULLIVAN

GXC, Inc.

2022
ENABLING
TECHNOLOGY
LEADER

NORTH AMERICAN 5G
PRIVATE NETWORKS INDUSTRY

Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. GXC excels in many of the criteria in the 5G private network space.

AWARD CRITERIA	
<i>Technology Leverage</i>	<i>Customer Impact</i>
Commitment to Innovation	Price/Performance Value
Commitment to Creativity	Customer Purchase Experience
Stage Gate Efficiency	Customer Ownership Experience
Commercialization Success	Customer Service Experience
Application Diversity	Brand Equity

Mesh-based Private Network Solutions

As enterprises increase their utilization of wirelessly-enabled devices for business critical connectivity, they require robust and cost-effective network management solutions capable of supporting large device capacities, seamless connectivity, and a simplistic deployment process. To increase spectral efficiency and support the increase of network traffic, the Federal Communications Commission established the Citizens Broadband Radio Services (CBRS). CBRS operates in the 3.5 GigaHertz radio band, enabling nationwide spectrum sharing and providing 150 MegaHertz of untapped capacity expansion, avoiding the complexities and limitations of unlicensed spectrum. The higher power limits and radio frequencies of CBRS enable extended range and reliability, providing ample opportunities for sophisticated enterprise deployments in both indoor and outdoor environments. More importantly, Frost & Sullivan believes CBRS provides an immediate “bridge to fifth-generation wireless (5G)” by enabling the efficient deployment of additional network capacity to support innovative wireless services and use cases at lower fixed costs.

Founded in 2016 and headquartered in Austin, Texas, GXC, Inc. (GXC) is a developer of innovative, mesh-based end-to-end private 5G network solutions. The company utilizes CBRS spectrum to support end-to-end private 5G cellular network connectivity solutions for enterprises. Its cloud-based GXC Onyx platform is quick to deploy and provides a single source for private network management and configuration of all hardware, policies, parameters, and settings, enabling a diverse range of innovative use cases across industry verticals.

Unmatched Scalability, Enhanced Capabilities

GXC leverages CBRS spectrum to provide enterprises with secure access to 5G private cellular connectivity and mitigates reliance on WiFi. Frost & Sullivan believes GXC's unique, cellular mesh architecture is particularly well suited for industries such as defense, industrial and smart manufacturing, education (campuses), entertainment (sporting venues), healthcare (hospitals), agriculture, warehouse and logistics, and transportation (airports and marine terminals). The company's clients leverage the GXC platform to enable a variety of innovative applications, including robotics, point-of-sale terminals, tablets, inventory scanners, and augmented-, virtual-, and mixed-reality. Frost & Sullivan's research recognizes these industries as high-growth opportunities for 5G networking and anticipates GXC's market share to grow significantly in the coming years.

GXC recognizes the complementary nature but also the limitations of WiFi networks, including limited coverage, interference, unsecured access, unpredictable latency, and limited device deployment. Thus, the company ensures its GXC Onyx platform addresses customers' unmet needs as technologies advance and market demands evolve. GXC's approach to deploying private cellular networks is based on its proprietary Simultaneous Self Interference Cancellation technology that enables a cellular mesh architecture that links each device's access point (e.g., routers, laptops) to one another for seamless, enterprise-wide connectivity. The unique mesh architecture allows GXC to deploy private networks in a single frequency band, eliminating the need for costly fiber or cable connections. Moreover, the mesh orchestration software enables "multi-hopping," which enhances cellular coverage and network capacity.

The comprehensive GXC Onyx platform includes a strong service and application stack, including a local core, Onyx services, Onyx edge orchestration, a policy/identity manager, network security suite, local data breakout, edge and cloud computing, and edge application server. Clients also have access to a local and

"The comprehensive GXC Onyx platform includes a strong service and application stack, including a local core, Onyx services, Onyx edge orchestration, a policy/identity manager, network security suite, local data breakout, edge and cloud computing, and edge application server. Clients also have access to a local and cloud-hosted Onyx portal that provides centralized visibility for system administrators on a single pane of glass."

**- Brent Iadarola,
Vice President of Research**

cloud-hosted Onyx portal that provides centralized visibility for system administrators on a single pane of glass. The platform integrates seamlessly and is collocated with existing enterprise infrastructure. Collocations provide local compute, applications, and data access, giving clients complete data ownership. The Onyx Platform's cloud core operates on a hybrid cloud infrastructure, providing access to the Onyx Portal, device manager, data orchestration services, spectrum allocation services, and network-on-chip interconnects. GXC's Onyx platform is Third Generation Partnership Project compatible and connects fourth-generation Long Term Evolution and 5G new radio end-devices.

GXC provides a differentiated experience with its Onyx platform for broader business-critical applications compared to conventional WiFi solutions. The platform provides 16,000 square feet (sq. ft.) per indoor access point, significantly outperforming WiFi coverage of 3,000 to 5,000 sq. ft., and is suitable for indoor and outdoor environments. Additionally, the Onyx platform operates on a managed network and has 15 independent channels for little to no interference and end-to-end encryption, delivering cellular quality of service and security. The mesh architecture also enables consistent and low latency for faster performance than WiFi solutions.

GXC's commitment to innovation and creativity enables it to develop new technologies that meet client needs and market demands. Moreover, its technology development processes allow it to stay ahead of the competition by seamlessly launching the GXC Onyx platform. Deployment of its cellular mesh architecture is quick and cost-effective. Once the simple installation is complete, the platform is ready to go, and adding devices to the network is as easy as scanning its quick response code. The platform is designed for complex environments (indoors and outdoors), with each access point supporting over 200 devices, allowing enterprises to scale quickly. Implementation requires no additional infrastructure or technology for fast, economical installation.

Positioned for Growth

In September 2021, GXC announced it raised \$20 million in a Series B funding round, which it plans to use to advance product development and the commercial launch of its next-generation private network. The commercial launch will bring network security, agility, scalability, and cost-efficiency to enterprises and enable them to optimize their wireless network communication.

With over five years of research and development, successful proofs of concepts, and early customer deployments, GXC recently announced its first commercial product launch in July 2022. Today, GXC's technology is primarily used by warehouses, agriculture, and the manufacturing and industrial sectors.

"GXC's commitment to innovation and creativity enables it to develop new technologies that meet client needs and market demands. Moreover, its technology development processes allow it to stay ahead of the competition by seamlessly launching the GXC Onyx platform. Deployment of its cellular mesh architecture is quick and cost-effective."

***- Elizabeth Whynott,
Best Practices Research Analyst***

Additionally, the company is seeing an increase in private network utilization by sports and other venues. The company currently coordinates sales through direct sales and plans to expand to value-added distributors as it scales.

GXC is rapidly accelerating, growing over 50% year-over-year from 2021. The company's impressive growth momentum and trajectory are a testament to its customer-centric approach and revolutionary 5G private network solutions, earning its clients' trust and loyalty and enabling it to capture more market share.

Conclusion

Technology integration is a critical success factor for the next-generation mobile and wireless industry. Yet, with many options available, market stakeholders need to leverage the most appropriate and best technology-based solutions to optimize their market impact. With its mesh-based end-to-end private fifth-generation wireless (5G) private network solution, GXC, Inc. (GXC) uniquely delivers enterprise-wide connectivity and coverage, low interference and latency, and cost-efficiency, enabling quick deployment and scalability. The company stands out from competitors based on its commitment to innovation, creativity, and ability to launch new end-to-end solutions with far-reaching impact and application. GXC provides enterprises in the defense, industrial and smart manufacturing, education, entertainment, healthcare, agriculture, warehouse and logistics, and transportation with robust private network solutions. The company's clients use its technology for various applications, including robotics, point-of-sale terminals, tablets, inventory scanners, and augmented-, virtual-, and mixed-reality. GXC pairs its technology focus with customer-centric values, thus accelerating its reputation in the 5G private networks market.

For its strong overall performance, GXC earns Frost & Sullivan's 2022 North American Enabling Technology Leadership Award in the 5G private networks industry.

What You Need to Know about the Enabling Technology Leadership Recognition

Frost & Sullivan's Enabling Technology Leadership Award recognizes the company that applies its technology in new ways to improve existing products and services and elevate the customer experience.

Best Practices Award Analysis

For the Enabling Technology Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Technology Leverage

Commitment to Innovation: Continuous emerging technology adoption and creation enables new product development and enhances product performance

Commitment to Creativity: Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

Stage Gate Efficiency: Technology adoption enhances the stage gate process for launching new products and solutions

Commercialization Success: Company displays a proven track record of taking new technologies to market with a high success rate

Application Diversity: Company develops and/or integrates technology that serves multiple applications and multiple environments

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Mega Trend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

