AON CORP Form 11-K June 25, 2008

0

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, D.C. 20549** 

## **FORM 11-K**

x Annual Report Pursuant to Section 15(d) of the Securities Exchange Act of 1934

For the fiscal year ended December 31, 2007

OR

Transition Report Pursuant to Section 15(d) of the Securities Exchange Act of 1934

Commission File number 1-7933

A. Full title of the plan and the address of the plan, if different from that of the issuer named below:

## **Aon Savings Plan**

B. Name of issuer of the securities held pursuant to the plan and the address of its principal executive office:

Aon Corporation 200 E. Randolph Drive Chicago, Illinois 60601

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Committee acting as Plan Administrator, has duly caused this annual report to be signed on its behalf by the undersigned, hereunto duly authorized.
AON SAVINGS PLAN
BY THE COMMITTEE
/s/ JOHN A. RESCHKE John A. Reschke
Date:
June 25, 2008

### FINANCIAL STATEMENTS AND SUPPLEMENTAL SCHEDULE

## **AON SAVINGS PLAN**

Years Ended December 31, 2007 and 2006

With Report of Independent Registered

## **Public Accounting Firm**

Employer Identification Number 36-3051915

Plan # 020

### AON SAVINGS PLAN

## FINANCIAL STATEMENTS AND SUPPLEMENTAL SCHEDULE

Years ended December 31, 2007 and 2006

### CONTENTS

Report of Independent Registered Public Accounting Firm	1
Financial Statements	
Statements of Net Assets Available for Benefits	2
Statements of Changes in Net Assets Available for Benefits	3
Notes to Financial Statements	4
Supplemental Schedule:	
Schedule H, Line 4i Schedule of Assets (Held At End of Year)	10

Report of Independent Registered Public Accounting Firm
The Retirement Plan Governance and Investment Committee  Aon Savings Plan
We have audited the accompanying statements of net assets available for benefits of the Aon Savings Plan as of December 31, 2007 and 2006, and the related statements of changes in net assets available for benefits for the years then ended. These financial statements are the responsibility of the Plan s management. Our responsibility is to express an opinion on these financial statements based on our audits.
We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. We were not engaged to perform an audit of the Plan s internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Plan s internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.
In our opinion, the financial statements referred to above present fairly, in all material respects, the net assets available for benefits of the Plan at December 31, 2007 and 2006, and the changes in its net assets available for benefits for the years then ended, in conformity with U.S. generally accepted accounting principles.
Our audits were performed for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying supplemental schedule of assets (held at end of year) as of December 31, 2007, is presented for purposes of additional analysis and is not a required part of the financial statements but is supplementary information required by the Department of Labor s Rules and Regulations for Reporting and Disclosur under the Employee Retirement Income Security Act of 1974. This supplemental schedule is the responsibility of the Plan s management. The supplemental schedule has been subjected to the auditing procedures applied in our audits of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.
/s/ ERNST & YOUNG LLP
Chicago, Illinois
June 25, 2008
1

Employer Plan Identification # 36-3051915 Plan # 020

## AON SAVINGS PLAN

## **Statements of Net Assets Available for Benefits**

(in thousands)

	Decem	2006	
Assets	2007		2000
Investments, at Fair Value:			
Aon Corporation Common Stock	\$ 326,317	\$	288,185
Brokerage Accounts-Other Common and Preferred Stocks and Mutual Funds	18,027		16,593
Investments held in Mutual Funds:			
State Street Global Advisors Short Term Investment Fund			278,265
State Street Global Advisors Government Short Term Investment Fund	282,064		
Vanguard REIT Index Fund	69,899		114,565
Vanguard Admiral Intermediate Term Treasury Fund	75,527		67,206
Vanguard Capital Opportunities Fund	98,171		90,746
T. Rowe Price Growth Stock Fund	59,425		40,738
Dodge & Cox Common Stock Fund	216,099		239,303
PIMCO Total Return Fund	73,263		58,923
Managers Special Equity Fund			53,266
Wellington Small Cap Opportunities Fund	47,841		
Wells Fargo Small Cap Value Fund	39,311		27,842
American Funds Euro-Pacific Growth Fund	186,910		143,293
Investments held in Collective Trusts:			
Ned Davis Research Asset Allocation Strategy Fund	117,667		130,381
State Street Global Advisors S&P 500 Strategy Fund	257,373		257,884
Participant Loans	22,891		24,153
Total Investments, at Fair Value	1,890,785		1,831,343
Contributions Receivable:			
Participant	2,377		2,431
Company	20,519		20,233
Total Contributions Receivable	22,896		22,664
Net Assets Available for Benefits	\$ 1,913,681	\$	1,854,007

See notes to financial statements.

Employer Plan Identification # 36-3051915 Plan # 020

## AON SAVINGS PLAN

## Statements of Changes in Net Assets Available for Benefits

(in thousands)

Additions         2007         2006           Additions           Net Investment Income           Interest Income         \$ 21,910         \$ 17, 17, 17, 17, 17, 18, 11, 19, 11, 11, 19, 11, 11, 19, 11, 11
Net Investment Income           Interest Income         \$ 21,910 \$ 17,           Net Appreciation in Fair Value of Investments         89,505 \$ 113,           Aon Corporation Dividends         4,147 4,           Other Dividends         64,008 50,           Total Net Investment Income         179,570 186,           Contributions         Company 48,283 49,           Participants 86,788 90,         86,788 90,           Rollovers         8,366 6,           Total Contributions         143,437 147,           Total Additions         323,007 333,           Deductions           Transfer to Other Plan         (54,891)
Interest Income       \$ 21,910       \$ 17,         Net Appreciation in Fair Value of Investments       89,505       113,         Aon Corporation Dividends       4,147       4,         Other Dividends       64,008       50,         Total Net Investment Income       179,570       186,         Contributions       20,000
Interest Income       \$ 21,910       \$ 17,         Net Appreciation in Fair Value of Investments       89,505       113,         Aon Corporation Dividends       4,147       4,         Other Dividends       64,008       50,         Total Net Investment Income       179,570       186,         Contributions       20,000
Net Appreciation in Fair Value of Investments       89,505       113,40n Corporation Dividends       4,147       4,47       4,47       4,4008       50,4008
Aon Corporation Dividends       4,147       4, Other Dividends       50, Other Dividends       50, Other Dividends       50, Other Dividends       179,570       186, Other Dividends       186, Other Dividends       20, Other Dividends       20, Other Dividends       48,283       49, Other Dividends       48,283       49, Other Dividends       48,283       49, Other Dividends       90, Other Dividends       90, Other Dividends       90, Other Dividends       6, Other Dividends       6, Other Dividends       143,437       147, Other Dividends       143,437       147, Other Dividends       143,437       147, Other Dividends       323,007       333, Other Dividends       323,007
Total Net Investment Income         179,570         186,           Contributions         2         2         3         49,7         48,283         49,7         49,7         48,283         49,7         90,7         8,366         6,7         6,7         6,7         6,7         7         7         7         7         7         7         7         7         8,366         6,9         8,366         6,9         8,366         6,9         8,366         6,9         8,366         6,9         9
Contributions         Company       48,283       49,4         Participants       86,788       90,9         Rollovers       8,366       6,6         Total Contributions       143,437       147,4         Total Additions       323,007       333,4         Deductions         Transfer to Other Plan       (54,891)
Company       48,283       49,4         Participants       86,788       90,9         Rollovers       8,366       6,6         Total Contributions       143,437       147,4         Total Additions       323,007       333,5         Deductions         Transfer to Other Plan       (54,891)
Participants         86,788         90,780           Rollovers         8,366         6,470           Total Contributions         143,437         147,470           Total Additions         323,007         333,470           Deductions         (54,891)
Rollovers       8,366       6,9         Total Contributions       143,437       147,4         Total Additions       323,007       333,5         Deductions         Transfer to Other Plan       (54,891)
Total Contributions       143,437       147,4         Total Additions       323,007       333,5         Deductions         Transfer to Other Plan       (54,891)
Total Additions 323,007 333,  Deductions  Transfer to Other Plan (54,891)
Deductions  Transfer to Other Plan (54,891)
Transfer to Other Plan (54,891)
Benefit Payments (207,063)
(12,
(54,
(75,
)
(69,
) Preferred Stock accretions
FIGURIEU STOCK ACCIETIONS
(2.

```
)
                                                                                                            (1,521
Preferred Stock dividends
                                                                                                              (156
)
Net loss attributable to Common Stockholders
$
                                                                                                            (5,868
$
                                                                                                           (14,407
$
                                                                                                           (54,306
$
                                                                                                           (75,538
                                                                                                           (69,949
)
Basic income (loss) from Continuing Operations (1)(10)
$
                                                                                                              (.56
$
                                                                                                             (6.80
```

	(52.28
) \$	(136.54
) \$	
) Diluted income (loss) from Continuing Operations (1)(10)	(123.15
\$	(.56
) \$	(6.80
) \$	(52.28
) \$	
) \$	(136.54
) Basic net loss applicable to Common Stockholders (1)(10)	(123.15
\$	
) \$	(.56
) \$	(7.98
) \$	(63.77
) \$	(136.92
) Diluted net loss applicable to Common Stockholders (1)(10)	(134.40
\$	
) \$	(.56
) \$	(7.98

)	(63.77
\$	(136.92
) \$	
)	(134.40
-4-	

## **BALANCE SHEET DATA (IN THOUSANDS)**

		2004	2003	2002 (3)	2001 (4)	2000 (5)(6)
Cash and cash equivalents	\$	2,280	\$ 6,185	\$ 1,616	\$ 7,103	\$ 27,541
Working capital		1,283	(2,075)	(2,356)	(10,185)	76,823
Total assets		25,423	34,565	35,723	92,234	216,219
Long-term debt		0	0	24,488	769	30,290
Mandatory redeemable referred Stock		6,106	4,231			
Mandatory Redeemable Common Stock Warrants						
Accumulated deficit	(	(368,885)	(363,174)	(348,766)	(294,460)	(218,922)
Stockholders' equity (deficit)		7,508	\$ 9,753	\$ (15,350)	\$ 24,256	\$ 95,247

- (1) See Note 10 of Notes to Consolidated Financial Statements for an explanation of the method used to determine share and per share amounts.
- (2) In 2003, we recorded charges to cost of sales of approximately \$3.4 million related to excess and obsolete inventory, offset by credits of \$1.8 million related to write-back of accounts payable and purchase commitment liabilities arising from vendor settlements.
- (3) In 2002, we recorded charges of approximately \$5.8 million related to excess and obsolete inventory and a write-down of goodwill carrying value relating to services business of \$16.9 million.
- (4) In 2001, we recorded charges of approximately \$30 million related to excess inventory and inventory purchase commitments, \$5.8 million related to a write-down of goodwill and other intangibles, and a \$11.6 million increase in bad debt expense related to a customer bankruptcy.
- (5) We recorded a non-cash charge of approximately \$1.5 million on January 1, 2000 to account for the cumulative effect of the accounting change made to comply with SAB 101. See Note 2 of Notes to Consolidated Financial Statements.
- (6) In 2000, we recorded charges of approximately \$21.7 million related to excess inventory and inventory purchase commitments, \$15.0 million related to a write-down of goodwill, and a \$9.9 million increase in the valuation allowance against the carrying value of deferred tax assets.
- (8) The gain on disposal in 2001 was from the sale of RT Masts in February 2001.
- (9) The Company discontinued its services business unit, P-Com Network Services in the first quarter of 2003, and accordingly reported its results on one line as a discontinued operations.
- (10) The per share numbers have been adjusted to reflect the one for thirty reverse stock split effective July 19, 2004.

-5-

### CERTAIN RISK FACTORS AFFECTING P-COM

An investment in our Common Stock is subject to many risks. You should carefully consider the risks described below, together with all of the other information included in this Prospectus, including the financial statements and the related notes, before you decide whether to invest in our Common Stock. Our business, operating results and financial condition could be harmed by any of the following risks. The trading price of our Common Stock could decline due to any of these risks, and you could lose all or part of your investment.

#### RISKS RELATED TO P-COM'S FINANCIAL CONDITION AND OPERATIONS

#### WE NEED ADDITIONAL FINANCING.

Our core business product sales are still significantly below levels necessary to achieve positive cash flow, and are anticipated to decline significantly as a result of the execution of the Restructuring Plan. From inception to December 31, 2004, our aggregate net loss is approximately \$368 million. Our cash position has declined to \$1.2 million at March 31, 2005. We had negative working capital of \$6.2 million as of March 31, 2005. In November 2004, we obtained a commitment for an additional \$5.0 million in debt financing (the "Debenture Facility"), and have borrowed \$4.5 million as of May 5, 2005 under the Debenture Facility. To continue as a going concern, we will be required to secure additional debt or equity capital. To address our liquidity requirements, we are aggressively reducing expenses in connection with the implementation of our Restructuring Plan. We also currently plan to raise additional equity and/or debt capital prior to the end of the third quarter of 2005. No assurances can be given that we will be successful in our Restructuring Plan, or in our attempts to raise additional debt or equity financing.

## OUR CURRENT BUSINESS AND FINANCIAL CONDITION RAISE DOUBTS ABOUT OUR ABILITY TO CONTINUE AS A GOING CONCERN.

Our independent accountants' opinion on our 2004 consolidated financial statements includes an explanatory paragraph indicating substantial doubt about our ability to continue as a going concern. The financial statements incorporated in this prospectus by reference have been prepared assuming that we will continue as a going concern. The financial statements do not include adjustments that might result if we were required to cease operations. These adjustments would include, among other things, a write-down in the value of our assets from book value to liquidation value. To continue as a going concern, we will have to significantly increase our sales, and we may be required to raise additional equity and/or debt financing. We may not accomplish these tasks. If we are unable to raise additional debt or equity financing, we may not be unable to continue as a going concern.

## OUR PROSPECTS FOR OBTAINING ADDITIONAL FINANCING ARE UNCERTAIN AND FAILURE TO OBTAIN NEEDED FINANCING MAY AFFECT OUR ABILITY TO CONTINUE AS A GOING CONCERN.

In the event we are unable to raise additional debt or equity financing, or otherwise improve our liquidity position, we will not be able to continue as a going concern. Our future capital requirements will depend upon many factors, including the success of our Restructuring Plan, the continuation of our RMA Business, development costs of new products and related software, potential acquisition opportunities, maintenance of adequate manufacturing facilities and contract manufacturing agreements, progress of research and development efforts, expansion of marketing and sales efforts, and status of competitive products. Additional financing may not be available in the future on acceptable terms or at all. Our history of substantial operating losses could also severely limit our ability to raise additional financing.

WE MAY NOT BE ABLE TO REPAY OUR EXISTING DEBT AND ANY REPAYMENT OF OUR DEBT WITH SHARES OR BY RAISING ADDITIONAL FUNDS MAY RESULT IN SIGNIFICANT DILUTION TO OUR STOCKHOLDERS.

At March 31, 2005, we owed, excluding accrued but unpaid interest, an aggregate amount of \$4.15 million to SDS Capital Group SPC, Ltd ("SDS"), and it is anticipated that such indebtedness will increase to \$5.0 million prior to the end of the second quarter of 2005. Interest accrues on such debt at an annual interest rate of 7%, increasing to 8% on July 1, 2005 and 10% on April 1, 2006 through the maturity date of the loan, December 31, 2006. If we are unable to generate sufficient cash flow from our operations, secure funds from the capital markets or lenders or restructure our debt to SDS, we will not be able to continue as a going concern.

-6-

We may make the principal and interest payments under our Debenture Facility in either shares of our common stock, cash or a combination of both. The number of shares of common stock that may be used to pay the quarterly installments is capped at 6,000,000 shares of common stock. We currently do not have enough cash to make the required payments under the Debenture Facility and anticipate making the vast majority if not all of the payments in shares of our common stock. In addition, given the recent price for our common stock, if we make the required amortization payments on the Debenture Financing using our common stock, or raise additional funds by issuing equity securities, additional significant dilution to our stockholders will result.

## WE MAY NOT BE ABLE TO REPAY THE DEBENTURE FACILITY INSTALLMENT PAYMENTS IN SHARES OF OUR COMMON STOCK.

Under our Debenture Facility, we may not issue shares of common stock to make the quarterly installment payments if the issuance of such shares would result in SDS beneficially owning (as determined in accordance with Section 13(d) of the Exchange Act) more than 9.9% of all of the common stock outstanding at such time. SDS may waive this ownership blocker but it is not obligated to do so. In the event that we are prevented from making an installment payment in shares of common stock due to the ownership blocker and SDS does not waive compliance with this provision, then we may be required to issue preferred stock, or default on our payment obligations under the Debenture Facility. Also, the terms of the Debenture Facility limit the number of shares of common stock that we may issue as quarterly installment payments to 6,000,000 shares. If we make the required payments in shares of common stock, given the Company's current stock price, we will exceed the share cap. In such event, if SDS does not waive the share cap, then we may default on our payment obligations under the Debenture Facility.

## AS A RESULT OF THE RESTRUCTURING PLAN, OUR REVENUE WILL DECREASE SUBSTANTIALLY.

As a result of the Restructuring Plan, our revenue is anticipated to decrease substantially. While we believe that a consequence of the Restructuring Plan will be to ultimately return P-Com to profitability, no assurances can be given that we will achieve the objectives of the Restructuring Plan, or that the sales in our remaining product lines can sufficiently increase to allow us to achieve positive cash flow from operations. Until sales levels in our remaining product lines can sufficiently increase, our business, financial condition and results of operations will continue to be adversely affected.

# WE RELY ON A LIMITED NUMBER OF CUSTOMERS FOR A MATERIAL PORTION OF OUR SALES. THE LOSS OF OR REDUCTION IN SALES TO ANY OF OUR CUSTOMERS COULD HARM OUR BUSINESS, FINANCIAL CONDITION AND RESULTS OF OPERATION.

For the quarter ended March 31, 2005, sales to our top four customers accounted for 56% of total sales. We expect that a limited number of customers will continue to account for a significant portion of our sales for the foreseeable future. The loss of any one of these customers would have an immediate and material adverse effect on our sales. If we are unsuccessful in obtaining significant new customers or if one of our top customers or several small customers cancel or delay their orders for our products, then our business and prospects could be harmed which may cause the price of our common stock to decline. Our customer concentration also results in concentration of credit risk. As of March 31, 2005, five customers accounted for 84% of our total accounts receivable balances. If any one of these customers is unable to fulfill its payment obligations to us, our revenue could decline significantly.

-7-

# AS A RESULT OF THE RESTRUCTURING PLAN, WE ARE SUBSTANTIALLY DEPENDENT ON THE SALE OF REFURBISHED LICENSED PRODUCTS, AND A REDUCTION IN SUCH SALES WILL MATERIALLY HARM P-COM'S RESULTS OF OPERATIONS.

For the year ended December 31, 2004, and for the quarter ended March 31, 2005, sales of refurbished licensed products was \$1.3 million and \$3.5 million, or 52% and 51% of total sales, respectively. As a percentage of total sales and total sales of licensed products, sales of refurbished licensed products will substantially increase in 2005 relative to 2004 as a result of the substantial decrease in sales of new licensed products anticipated in 2005 as a result of the Restructuring Plan. Total sales of refurbished licensed products will decline over time as our customers replace existing radios with new product, rather than send them to us for continued repair and maintenance. In addition, our customers may elect to source refurbished licensed products from third parties rather than us, as was the case in the fourth quarter of 2004 when one of our customers elected to contract with a third party for its refurbished licensed product requirements. Although we were ultimately able to recapture that customer's business, no assurances can be given that we will not lose customers in the future, or that customers will not elect to purchase new licensed products rather than send them to us for repair and maintenance. In the event of a reduction in the sale of refurbished licensed products, our results of operations will be materially harmed.

# OUR OPERATING RESULTS IN THE PAST ARE NOT ANTICIPATED TO REFLECT OUR OPERATING RESULTS IN THE FUTURE, WHICH MAKES OUR RESULTS OF OPERATIONS DIFFICULT TO PREDICT.

As a result of Restructuring Plan, our future operating results will vary significantly from our past operating results. Factors that will significantly affect our operating results include the following:

o the divesture of certain licensed product lines, that in the year ended December 31, 2004, and quarter ended March 31, 2005, contributed approximately \$10.2 million and \$.2 million in revenue to P-Com, respectively;

o the increased reliance on our RMA Business, that in the year ended December 31, 2004, and quarter ended March 31, 2005, contributed approximately \$11.2 million and \$1.3 million in revenue to P-Com, respectively; and

o the increased reliance on the sale of unlicensed radio products, that in the year ended December 31, 2004, and quarter ended March 31, 2005, contributed approximately \$2.8 million and \$.8 million in revenue to P-Com, respectively.

As we execute our Restructuring Plan, these factors will cause our operating expenses to be disproportionately high or our gross revenues to be substantially lower in future periods.

## P-COM FACES SUBSTANTIAL COMPETITION AND MAY NOT BE ABLE TO COMPETE EFFECTIVELY.

We face intense competition worldwide from a number of leading telecommunications equipment and technology suppliers. These companies offer a variety of competitive products and services. These companies include Alcatel Network Systems, Alvarion, Stratex Networks, Ceragon, Ericsson Limited, Harris Corporation-Farinon Division, NEC, Sagem, Nortel, Nokia Telecommunications, SIAE, Siemens, and Proxim. Many of these companies have greater installed bases, financial resources and production, marketing, manufacturing, engineering and other capabilities than P-Com. We face actual and potential competition not only from these established companies, but also from start-up companies that are developing and marketing new commercial products and services. Some of our current and prospective customers and partners have developed, are currently developing or could manufacture products competitive with our products.

The principal elements of competition in our market and the basis upon which customers may select our systems include price, performance, software functionality, perceived ability to continue to be able to meet delivery requirements, and customer service and support. Recently, certain competitors have announced the introduction of new competitive products, including related software tools and services, and the acquisition of other competitors and competitive technologies. We expect competitors to continue to improve the performance and lower the price of their current products and services and to introduce new products and services or new technologies that provide added functionality and other features. New product and service offerings and enhancements by our competitors could cause a decline in our sales or loss of market acceptance of our systems. New offerings could also make our systems, services or technologies obsolete or non-competitive. In addition, we are experiencing significant price competition and we expect that competition will intensify.

-8-

## P-COM'S OPERATING RESULTS HAVE BEEN ADVERSELY AFFECTED BY DETERIORATING GROSS MARGINS AND SALES VOLUMES.

The intense competition for our licensed products has resulted in a continued reduction in average selling prices. These reductions have not been offset by a corresponding decrease in cost of goods sold, resulting in deteriorating gross margins in some of our product lines. These deteriorating gross margins will continue in the short term. Reasons for the decline include the maturation of the systems, the effect of volume price discounts in existing and future contracts, the intensification of competition, and the recent decrease in sales volumes.

If we cannot significantly reduce costs, develop new products in a timely manner or in the event we fail to achieve increased sales of new products at a higher average selling price, then we will be unable to offset declining average selling prices in many of our product lines. If we are unable to offset declining average selling prices, or achieve corresponding decreases in manufacturing operating expenses, our gross margins will continue to decline.

# P-COM DOES NOT HAVE THE CUSTOMER BASE OR OTHER RESOURCES OF MORE ESTABLISHED COMPANIES, WHICH MAKES IT DIFFICULT FOR IT TO ADDRESS THE LIQUIDITY AND OTHER CHALLENGES IT FACES.

Although we have installed and have in operation over 150,000 radio units globally, we have not developed a large installed base of our equipment or the kind of close relationships with a broad base of customers of a type enjoyed by larger, more developed companies, which would provide a base of financial performance from which to launch strategic initiatives and withstand business reversals. In addition, we have not built up the level of capital often enjoyed by more established companies, so from time to time, it faces serious challenges in financing its continued operations. We may not be able to successfully address these risks.

# WE RELY ON THIRD PARTY MANUFACTURERS AND SUPPLIERS AND ANY FAILURE OF OR INTERRUPTION IN THE MANUFACTURING, SERVICES OR PRODUCTS PROVIDED BY THESE THIRD PARTIES COULD HARM OUR BUSINESS.

We rely on third-party manufacturers for the manufacturing, repair and maintenance of a substantial portion of our products. We have limited internal manufacturing, repair and maintenance capacity, which may not be sufficient to fulfill customers' requirements. Our contract service providers may not be able to react to our demands on a timely basis. In addition, certain components and subassemblies necessary for the manufacture of our systems are obtained from a sole supplier or a limited group of suppliers.

Our reliance on third-party manufacturers, service providers and suppliers involves risks. From time to time, we have experienced an inability to obtain, or to receive in a timely manner, an adequate supply of finished products and required components and subassemblies. This inability has been due to a variety of factors, including, in some cases, our financial condition. As a result of our reliance on these third parties, we have reduced control over the price, timely delivery, reliability and quality of finished products, components and subassemblies. Any failure by us, or our contract manufacturers to repair, maintain, manufacture, assemble and ship systems and meet customer demands on a timely and cost-effective basis could damage relationships with customers and have a material adverse effect on our business, financial condition and results of operations.

# P-COM'S BUSINESS DEPENDS ON THE ACCEPTANCE OF ITS PRODUCTS AND SERVICES, AND IT IS UNCERTAIN WHETHER THE MARKET WILL ACCEPT AND DEMAND ITS PRODUCTS AND SERVICES AT LEVELS NECESSARY FOR SUCCESS.

Our future operating results depend upon the continued growth and increased availability and acceptance of our products in the U.S. and internationally. The volume and variety of wireless telecommunications services or the

markets for and acceptance of the services may not continue to grow as expected. The growth of these services may also fail to create anticipated demand for our systems. Predicting which segments of these markets will develop and at what rate these markets will grow is difficult.

# DUE TO OUR INTERNATIONAL SALES AND OPERATIONS, WE ARE EXPOSED TO BUSINESS, POLITICAL, REGULATORY, OPERATIONAL, FINANCIAL AND ECONOMIC RISKS, ANY OF WHICH COULD INCREASE OUR COSTS AND HINDER OUR GROWTH.

As a result of our current heavy dependence on international markets, especially in the United Kingdom, the European continent, the Middle East, China, and Latin America, we face business, political, regulatory, operational, financial and economic risks that are often more volatile than those commonly experienced in the United States. Approximately 92% and 89% of our sales in the year ended December 31, 2003 and December 31, 2004, respectively, were made to customers located outside of the United States.

Due to political and economic instability in new markets, economic, political and foreign currency fluctuations may be even more volatile than conditions in developed countries. Countries in the Asia/Pacific, African, and Latin American regions have in recent years experienced weaknesses in their currency, banking and equity markets. These weaknesses have adversely affected and could continue to adversely affect demand for our products.

-9-

#### WE FACE RISKS ASSOCIATED WITH CURRENCY EXCHANGE RATE FLUCTUATIONS.

Approximately 89% and 92% of our sales in the year ended December 31, 2004 and the quarter ended March 31, 2005 were made to customers located outside of the United States and a larger portion of our revenues is denominated in foreign currencies. Historically, our international sales have been denominated in British pounds sterling, Euros or United States dollars. Conducting business in currencies other than U.S. dollars subjects us to fluctuations in currency exchange rates that could have a negative impact on our reported operating results. Fluctuations in the value of the U.S. dollar relative to other currencies impact our revenues, cost of revenues and operating margins and result in foreign currency translation gains and losses. For example, a decrease in the value of British pounds or Euros relative to United States dollars, if not hedged, will result in an exchange loss for us if we have Euro or British pounds sterling denominated sales. Conversely, an increase in the value of Euro and British pounds sterling will result in increased margins for us on Euro or British pounds sterling denominated sales as our functional currency is in United States dollars. For international sales that we would require to be United States dollar-denominated, such a decrease in the value of foreign currencies could make our systems less price-competitive if competitors choose to price in other currencies and could adversely affect our financial condition. We fund our Italian subsidiary's operating expenses, which are denominated in Euros. Historically, we have not engaged in exchange rate-hedging activities. Although we may implement hedging strategies to mitigate this risk, these strategies may not eliminate our exposure to foreign exchange rate fluctuations and involve costs and risks of their own, such as ongoing management time and expertise, external costs to implement the strategy and potential accounting implications.

## GOVERNMENTAL REGULATIONS AFFECTING MARKETS IN WHICH P-COM COMPETES COULD ADVERSELY AFFECT ITS BUSINESS AND RESULTS OF OPERATIONS.

Radio communications are extensively regulated by the United States and foreign governments as well as by international treaties. P-Com's systems must conform to a variety of domestic and international requirements established to, among other things, avoid interference among users of radio frequencies and to permit interconnection of equipment. Historically, in many developed countries, the limited availability of radio frequency spectrum has inhibited the growth of wireless telecommunications networks. Each country's regulatory process differs. To operate in a jurisdiction, P-Com must obtain regulatory approval for its systems and comply with differing regulations.

Regulatory bodies worldwide continue to adopt new standards for wireless telecommunications products. The delays inherent in this governmental approval process may cause the cancellation, postponement or rescheduling of the installment of communications systems by P-Com's customers and P-Com. The failure to comply with current or future regulations or changes in the interpretation of existing regulations could result in the suspension or cessation of operations. Those regulations or changes in interpretation could require P-Com to modify its products and services and incur substantial costs in order to comply with the regulations and changes.

In addition, P-Com is also affected by domestic and international authorities' regulation of the allocation and auction of the radio frequency spectra. Equipment to support new systems and services can be marketed only if permitted by governmental regulations and if suitable frequency allocations are auctioned to service providers. Establishing new regulations and obtaining frequency allocation at auction is a complex and lengthy process. If PCS operators and others are delayed in deploying new systems and services, P-Com could experience delays in orders. Similarly, failure by regulatory authorities to allocate suitable frequency spectrum could have a material adverse effect on P-Com's results. In addition, delays in the radio frequency spectra auction process in the United States could delay P-Com's ability to develop and market equipment to support new services. P-Com operates in a regulatory environment subject to significant change. Regulatory changes, which are affected by political, economic and technical factors, could significantly impact P-Com's operations by restricting its development efforts and those of its customers, making current systems obsolete or increasing competition. Any such regulatory changes, including changes in the allocation of available spectra, could have a material adverse effect on P-Com's business, financial condition and results of operations. P-Com may also find it necessary or advisable to modify its systems and services to operate in compliance with these regulations. These modifications could be expensive and time-consuming.

# P-COM MAY ENTER INTO AGREEMENTS TO MERGE OR CONSOLIDATE WITH OTHER COMPANIES, AND IT MAY INCUR SIGNIFICANT COSTS IN THE PROCESS, WHETHER OR NOT THESE TRANSACTIONS ARE COMPLETED.

P-Com is currently evaluating options to consolidate, seek a strategic partner or engage in some other corporate transaction intended to increase stockholder value, any of which could be material to our business, operating results and financial condition. Corporate transactions, including mergers and acquisitions, are risky, are subject to a lengthy process to close and could divert management's time and focus from operating our business. P-Com may not be able to close any strategic transaction on the timetable it anticipates, if at all. If P-Com is unable to complete a corporate transaction, P-Com will incur significant non-recoverable expenses that may have a material adverse effect on P-Com's financial position. If a transaction is completed, it could result in unanticipated operating difficulties and expense and the anticipated benefits of the transaction may not materialize.

## OUR BUSINESS AND GROWTH MAY SUFFER IF WE ARE UNABLE TO HIRE AND RETAIN KEY PERSONNEL WHO ARE IN HIGH DEMAND.

We depend on the continued contributions of our senior management and other key personnel, including Daniel W. Rumsey, the Chief Restructuring Officer, and Don Meiners, the Company's President. The loss of the services of any of either of these executives, or any of our key personnel could harm our business. We do not maintain key person life insurance policies on any of our executive officers. Competition for senior management in our industry is intense and we may not be able to retain our senior management or attract and retain new personnel in the future. Volatility or lack of performance in our stock price may also affect our ability to attract and retain our key personnel. Our future success also depends on our ability to identify, attract and retain highly skilled technical, managerial, finance and marketing personnel. Qualified individuals are in high demand, and we may incur significant costs to attract them. If we are unable to attract or retain the personnel we need to succeed, our business may suffer.

# THIRD PARTIES MAY SUE US FOR INTELLECTUAL PROPERTY INFRINGEMENT THAT, IF SUCCESSFUL, COULD REQUIRE US TO PAY SIGNIFICANT DAMAGE AWARDS OR LICENSING FEES.

We cannot be certain that we do not and will not infringe the intellectual property rights of others. We may be subject to legal proceedings and claims in the ordinary course of our business and third parties may sue us for intellectual property infringement or initiate proceedings to invalidate our intellectual property. Any intellectual property claims, whether or not meritorious, could result in costly litigation and could divert management resources and attention. Moreover, should we be found liable for infringement, we may be required to enter into licensing agreements (if available on acceptable terms or at all), pay damages or limit or curtail our product or service offerings. Moreover, we may need to redesign some of our products to avoid future infringement liability. Any of the foregoing could prevent us from competing effectively and harm our business and results of operations.

-11-

## IF WE FAIL TO KEEP PACE WITH RAPIDLY CHANGING TECHNOLOGIES, WE COULD LOSE CUSTOMERS AND OUR SALES MAY DECLINE.

The telecommunications equipment industry is characterized by rapidly changing technologies, evolving industry standards, frequent new product and service introductions and changing customer demands. The introduction of new products and services embodying new technologies and the emergence of new industry standards and practices can render existing products and services obsolete and unmarketable or require unanticipated investments in technology. Our future success will depend on our ability to internally develop, source or license leading technologies to enhance our existing products and services, to develop new products and services that address the changing demands of our customers, and to respond to technological advances and emerging industry standards and practices on a cost-effective and timely basis. We may experience difficulties that could delay or prevent the successful design, development, introduction or marketing of new products and services. Any new products, services or enhancement that we develop will need to meet the requirements of our current and prospective customers and may not achieve significant market acceptance.

#### RISK RELATING TO CAPITAL MARKETS AND P-COM COMMON STOCK

# THE NASDAQ SMALL CAP MARKET HAS DELISTED OUR STOCK AND OUR COMMON STOCK IS DEEMED TO BE "PENNY STOCK," WHICH MAY SEVERELY LIMIT THE ABILITY OF STOCKHOLDERS TO SELL OUR COMMON STOCK.

NASDAQ moved our stock listing from the NASDAQ National Market to the NASDAQ Small Cap Market effective August 27, 2002 due to our failure to meet certain listing requirements, including a minimum bid price of \$1.00 per share. We subsequently failed to meet certain NASDAQ Small Cap Market quantitative listing standards, including a minimum \$1.00 per share bid price requirement, and the NASDAQ Listing Qualifications Panel determined that our stock would no longer be listed on the NASDAQ Small Cap Market. Effective March 10, 2003, our Common Stock commenced trading electronically on the OTC Bulletin Board of the National Association of Securities Dealers, Inc. This move could result in a less liquid market available for existing and potential stockholders to trade shares of our Common Stock and could ultimately further depress the trading price of our Common Stock.

Our Common Stock is subject to the Securities Exchange Commission's "penny stock" regulation. For transactions covered by this regulation, broker-dealers must make a special suitability determination for the purchase of the securities and must have received the purchaser's written consent to the transaction prior to the purchase. Additionally, for any transaction involving a penny stock, the rules generally require the delivery, prior to the transaction, of a risk disclosure document mandated by the SEC relating to the penny stock market. The broker-dealer is also subject to additional sales practice requirements. Consequently, the penny stock rules may restrict the ability of broker-dealers to sell the company's Common Stock and may affect the ability of holders to sell the Common Stock in the secondary market, and the price at which a holder can sell the Common Stock.

## OUR STOCK PRICE HAS BEEN VOLATILE AND HAS EXPERIENCED SIGNIFICANT DECLINE, AND MAY CONTINUE TO BE VOLATILE AND DECLINE.

Our common stock currently trades sporadically on the OTC Bulletin Board. The market for our common stock may continue to be an inactive market, and the market price of our common stock may experience significant volatility. In recent years, the stock market in general, and the market for shares of small capitalization technology stocks in particular, have experienced extreme price fluctuations. These fluctuations have often negatively affected small cap companies such as ours, and may impact our ability to raise equity capital in periods of liquidity crunch. Companies with liquidity problems also often experience downward stock price volatility. We believe that factors such as announcements of developments related to our business (including any financings or any resolution of liabilities), announcements of technological innovations or new products or enhancements by us or our competitors, developments in the emerging countries' economies, sales by competitors, sales of significant volumes of our

Common Stock into the public market, developments in our relationships with customers, partners, lenders, distributors and suppliers, shortfalls or changes in revenues, gross margins, earnings or losses or other financial results that differ from analysts' expectations, regulatory developments, fluctuations in results of operations could and have caused the price of our Common Stock to fluctuate widely and decline over the past two years. The market price of our Common Stock may continue to decline, or otherwise continue to experience significant fluctuations in the future, including fluctuations that are unrelated to our performance, and our stockholders may not be able to resell shares of our Common Stock at or above the price paid for those shares.

-12-

# ISSUING SECURITIES AS A MEANS OF RAISING CAPITAL AND THE FUTURE SALES OF THESE SECURITIES IN THE PUBLIC MARKET COULD LOWER P-COM'S STOCK PRICE AND ADVERSELY AFFECT ITS ABILITY TO RAISE ADDITIONAL CAPITAL IN SUBSEQUENT FINANCINGS.

P-Com has traditionally relied on debt and equity financings to meet its working capital needs including the issuances of Series B Convertible Preferred Stock in August 2003 and Series C Convertible Preferred Stock in October and December 2003. In addition, as a result of borrowings under the Debenture Facility, P-Com anticipates issuing up to an additional 6.0 million shares of Common Stock in connection with the scheduled amortization payments. When the shares of Common Stock that are issuable upon conversion of our preferred stock, or paid in connection with required amortization payments, are subsequently sold in the public market, the trading price of P-Com Common Stock may be negatively affected. As of December 31, 2004, the last reported sale price of P-Com common stock was \$0.44. Future sales of P-Com's Common Stock or the perception that future sales will occur could have a significant negative effect on the market price of P-Com's Common Stock. If the market price of P-Com Common Stock continues to decrease, P-Com may not be able to conduct additional financings in the future on acceptable terms or at all, and its ability to raise additional capital will be significantly limited.

In March, May and July 2003, P-Com issued warrants to purchase approximately 293,333 shares of its Common Stock. In August 2003, P-Com's remaining 7% Convertible Subordinated Notes due 2005 were converted into approximately one million shares of Series B Convertible Preferred Stock, of which approximately 891,594 shares were converted into approximately 3.1 million shares of Common Stock in December 2003. The remaining outstanding shares of Series B Convertible Preferred Stock are convertible into approximately 381,916 shares of P-Com Common Stock.

In October and December 2003, P-Com issued approximately 10,000 shares of Series C Convertible Preferred Stock together with warrants to purchase approximately 4.64 million shares of Common Stock. These shares of Series C Convertible Preferred Stock are convertible into approximately 5.8 million shares of Common Stock. In December 2003, P-Com issued 2,000 shares of Series D Convertible Preferred Stock, which, in turn, are convertible into approximately 444,444 million shares of Common Stock. The conversion or exercise of these securities will result in substantial dilution to P-Com's existing stockholders.

In December 2003, P-Com also issued 2,116,667 shares of its Common Stock in connection with the SPEEDCOM Acquisition. This issuance resulted in substantial dilution to P-Com's existing stockholders. P-Com may issue additional shares of common stock in the future, which would further dilute its stockholders.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

We have international sales and facilities and are, therefore, subject to foreign currency rate exposure. Historically, our international sales have been denominated in British pounds sterling, Euro and U.S. dollars. The functional currencies of our wholly-owned foreign subsidiaries are the local currencies. Assets and liabilities of these subsidiaries are translated into U.S. dollars at exchange rates in effect at the balance sheet date. Income and expense items are translated at average exchange rates for the period. Accumulated net translation adjustments are recorded in stockholders' equity. Foreign exchange transaction gains and losses are included in the results of operations, and were not material for all periods presented. Based on our overall currency rate exposure at March 31, 2005, a near-term 10% appreciation or depreciation of the U.S. dollar would have an insignificant effect on our financial position, results of operations and cash flows over the next fiscal year. We do not use derivative financial instruments for speculative or trading purposes.

#### ITEM 4. CONTROLS AND PROCEDURES

(a) Evaluation of disclosure controls and procedures. As of the end of the quarter ended March 31, 2005, the Company's management, including its chief restructuring officer, has evaluated the effectiveness of the Company's

disclosure controls and procedures, as such term is defined in Rule 13a-15(e) promulgated under the Securities and Exchange Act of 1934, as amended (the "Exchange Act"). Based on that evaluation, the Company's chief restructuring officer concluded that the Company's disclosure controls and procedures were effective as of March 31, 2005 to ensure that information required to be disclosed by the Company in reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms.

(b) Changes in internal control over financial reporting. There were no changes in the Company's internal control over financial reporting identified in connection with the evaluation required by Exchange Act Rule 13a-15(d) that occurred during the most recent fiscal quarter that has materially affected or is reasonably likely to materially affect the Company's internal control over financial reporting.

-13-

#### **USE OF PROCEEDS**

We will not receive any of the proceeds from the sale of our common stock by the selling stockholders. If and when our outstanding convertible preferred stock is converted by the selling stockholders into shares of our common stock, we will not receive any proceeds from the conversion. If and when the warrants are exercised by the selling stockholders for shares of our common stock, we will receive the proceeds from the exercise of those warrants, but only to the extent that the exercise price of the warrants is paid in cash. The warrants held by the selling stockholders may be exercised through a cashless exercise, in which event, we will not receive any proceeds from the exercise. If these warrants are exercised and the exercise price is paid in cash, we will receive net proceeds of approximately \$1.2 million, which we will use for general corporate purposes, including working capital for our business.

#### SELLING STOCKHOLDERS

The following table sets forth the names of the selling stockholders and the number of shares of common stock being registered for sale as of the date of this prospectus and sets forth the number of shares of common stock known by us to be beneficially owned by the selling stockholders. The following table assumes that each selling stockholder will sell all of the shares of common stock being offered by this prospectus for its account. However, we are unable to determine the exact number of shares that will actually be sold. The shares of common stock offered by this prospectus may be offered from time to time by the selling stockholders. This information is based upon information provided by the selling stockholders, and is not necessarily indicative of beneficial ownership for any other purpose. The number of shares of common stock beneficially owned by the selling stockholders is determined in accordance with the rules of the Securities and Exchange Commission.

For some of the selling stockholders, the number of shares of common stock being sold in the offering will be greater than the number of shares of common stock beneficially owned prior to the offering. This is due to a limitation on the number of shares of common stock that these selling stockholders can hold at any given time. Under the terms of our convertible preferred stock and some of our warrants, no holder of these securities may convert or exercise these securities into shares of our common stock, and we may not issue shares of our common stock to any of these holders, if the conversion or exercise would cause the holder or any of its affiliates, individually or in the aggregate, to beneficially own more than 4.99% or 9.999%, as the case may be, of our outstanding common stock. Due to this limitation, some of the selling stockholders do not beneficially own all of the shares of common stock that are issuable upon conversion of their convertible preferred stock or upon exercise of some of their warrants. However, regardless of this limitation, we are obligated to register the resale of all of the shares of common stock that are issuable upon conversion or exercise of these securities. Consequently, some of the selling stockholders are shown in the table below as selling a greater number of shares of common stock than they beneficially own.

Except with respect to George Roberts, our Chairman of the Board, Sam Smookler, our former Chief Executive Officer, two of our directors, Fred Fromm and R. Craig Roos, and one former director, Brian Josling, none of the selling stockholders has had a material relationship with us within the past three years other than as a result of the ownership of our securities.

The term "selling stockholder" includes the stockholders listed below and their transferees, assignees, pledgees, donees or other successors. The percent of beneficial ownership for each selling stockholder is based on 11,810,280 shares of common stock outstanding as of January 10, 2005. Shares of common stock subject to warrants, options and other convertible securities that are currently exercisable or exercisable within 60 days of January 10, 2005, are considered outstanding and beneficially owned by the selling stockholder who holds those warrants, options or other convertible securities for the purpose of computing the percentage ownership of that selling stockholder but are not treated as outstanding for the purpose of computing the percentage ownership of any other selling stockholder.

## SHARES BENEFICIALLY OWNED PRIOR TO THE OFFERING

## SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING UPON

NAME OF SELLING	NUMBER		COMMON	CONVERSION OF SERIES C PREFERRED	UPON EXERCISE OF C
NAME OF SELLING STOCKHOLDER	NUMBER (2)	%	COMMON STOCK	STOCK (2)(3)	WARRANTS (2)(3)
	. ,				. , , ,
North Sound Legacy	1 621 021	12 720	70 722	62 147	
Fund LLC(5)(6)	1,621,031	13.73%	78,733	62,147	
North Sound Legacy Institutional Fund LLC					
(5)(6)	1,621,031	13.73%	708,875	573,990	
North Sound Legacy	1,021,031	13.7370	700,073	313,770	
International Ltd. (5)(6)	1,621,031	13.73%	833,423	724,197	
SDS Capital Group SPC,	1,021,031	13.73 76	055,125	721,177	
Ltd.	1,274,548	9.98%	319,548	155,000	
CGA Resources LLC	338,319	2.86%	338,319		
SF Capital Partners	464,166	3.86%	259,998	204,168	
Alpha Capital	336,666	2.79%	91,665	136,112	108,889
Crestview Capital Fund					
II LP	313,099	2.61%	124,799	148,167	40,133
Castle Creek					
Technology Partners					
LLC	301,350	2.49%		167,417	133,933
Cagan McAfee Capital					
Partners	253,333	2.10%			133,333
Jerdan Enterprises	216,610	1.83%	216,610		
Sam Eyde	185,666	1.56%	103,999	81,667	
Agilent Financial	170 571	1 4007			
Services, Inc. Samuel Smookler &	178,571	1.49%		<del></del>	
Miriam Smookler	175,889	1.48%	9,167	13,611	10,889
Brian M. Herman	117,925	*	56,999	27,222	10,009
Bryan Family	117,723		30,777	21,222	<del></del> -
Partnership LLP II	116,123	*	33,333	45,994	36,795
Paul A. Kruger	96,831	*	23,331	40,834	32,667
Gamma Opportunity	y 0,00 T		20,001	10,001	<i>52</i> ,007
Capital Partners, LP	93,667	*	22,778	33,334	37,556
Charles P Strogen	92,833	*	52,000	40,834	
Platinum Partners					
Arbitrage Fund LP	87,111	*			87,111
Julie L. Michel	86,166	*	45,332	40,834	
HeliOss					
Communications, Inc.	80,000	*	80,000		
George Roberts (8)	78,966	*	17,333	13,611	
Michel Pokel	67,671	*	67,671		
Allan Rothstein	49,000	*		27,222	21,778

Edgar Filing: AON CORP - Form 11-K

Arnold E. Ditri	49,000	*		27,222	21,778
Bridges & Pipes LLC	67,333	*	18,333	27,222	21,778
Wardenclyffe Micro Cap					
Fund	67,333	*	18,333	27,222	21,778
Global eMedicine, Inc.,					
MPPP	67,333	*	45,555		21,778
Bristol Investment Fund	66,669	*		66,669	
RHP Master Fund LTD	66,122	*	66,122		
Harry Falterbauer	65,334	*	24,500	40,834	
Stuart Jacobson	64,027	*	64,027		
Bullbear Capital					
Partners LLC	61,889	*	34,666	27,222	
-15-					

SHARES OF COMMON STOCK O
BEING SOLD IN THE OFFERING TH
UPON CONVERSION
OF SERIES B OR

SHARES BENEFICIALLY OWNED AFTER THE OFFERING(1)

UPON EXERCISE OF PREFERRED OF OTHER STOCK STOCKHOLDER WARRANTS (2)(3)

PAYMENT OF DEBENTURE FACILITY

**NUMBER** 

%

North Sound Legacy Fund LLC(5)(6)

48,741

.,

North Sound Legacy Institutional Fund LLC (5)(6)

368,679

North Sound Legacy International Ltd. (5)(6)

408,940

\*

SDS Capital Group SPC, Ltd. (4)

	714,000
	6,000,000
	*
CGA Resources LLC	
	*
SF Capital Partners	
Alpha Capital	<del></del>
Агриа Сариаг	
	*
Crestview Capital Fund II LP	
	*
Castle Creek Technology Partners LLC	

	*
Cagan McAfee Capital Partners	
	120,000
	*
Jerdan Enterprises	
	*
Sam Eyde	
	*
Agilent Financial Services, Inc.	
	178,571
	<del></del>
	*
Vitel Ventures Corporation	
	*
Leviticus Partners LP	·
Leviticus i aitilēis LF	
	<b></b>

	*
Samuel Smookler & Miriam Smookler (7)	
	86,667
Drive M. Harmon	*
Brian M. Herman	33,703
	*
Bryan Family Partnership LLP II	
	2,000,000
	*
Ellis International	
	*
Paul A. Kruger	

	*
Gamma Opportunity Capital Partners, LP	
	*
Charles P Strogen	
	*
Platinum Partners Arbitrage Fund LP	·
Titumum Turtiers Thomage Tune Er	
	*
Julie L. Michel	
	*
HeliOss Communications, Inc	

George Roberts (8)	*
Michel Pokel	*
Allan Rothstein	*
Arnold E. Ditri	*
Bridges & Pipes LLC	*

Wardenclyffe Micro Cap Fund	*
Global eMedicine, Inc., MPPP	*
Bristol Investment Fund	*
RHP Master Fund LTD	*
Harry Falterbauer	*

Stuart Jacobson	
	*
Bullbear Capital Partners LLC	
	*
	<b>ጥ</b>
-16-	

SHARES BENEFICIALLY OWNED PRIOR TO THE OFFERING

SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING

UPON CONVERSION

OF SERIES C PREFERRED

NAME OF SELLING NUMBER COMMON STOCK STOCKHOLDER (2) % STOCK (2)(3)

UPON EXERCISE OF C WARRANTS (2)(3)

Capela Overseas LTD

61,889

34,666

27,222

John M. Somody

61,889

34,666

27,222

--

Ralph Rybaki

61,889

34,666

27,222

#### Richard & Beverly Mehrlich

Tuesdard to Be verify Meininess	
	61,888
	*
	61,888
Alfred J. Anzalone Family Limited Partnership	
	61,500
	*
	8,250
	12,250
	41,000
Spectra Capital Management LLC	
	60,000
	*
	33,333
	26,667
First Mirage, Inc.	
	59,850
	*
	33,250
	, 
	26,600
Frederic M. Bauthier	20,000
Treatile III Buuliiti	56,889
	30,009

29,6 27,2 Eric T. Singer 56,2	2222  2213 **
Eric T. Singer 56,2	 213 *
56,2	213 *
56,2	* 519
	* 519
10.6	519
10.7	
10,3	
15,6	519
12,4	195
Jules Nordlicht	
54,4	145
	*
54,4	145
Stonestreet LP	
54,4	145
	*
54,4	145
Joseph R. McCandless	
50,5	500
	×

Edgar Filing: AON CORP - Form 11-K	
	34,167
	16,333
Liviakis Financial Communications	
	50,000
	*
	50,000
George Manos	
	49,511
	*
	27,733
	21,778
Dana Ennis	
	46,417
	*
	26,000
	20,417
UMAI	
	45,455
	*
	45,455
	4.4

Vitel Ventures Corporation	
	43,556
	*
	43,556
Carlos Belfiore	
	43,134
	*
Al Pokel	
	41,606
	*
	41,606
Robert and Sandra Neborsky	
	41,458
	*
	27,030
	14,428

#### Harry Rosen FBO Rosen Rosen Kreiling PA 401K PSP

	40,400
	*
	11,000
	16,333
	13,067
Leviticus Partners LP	
	39,200
	*
	39,200
Fred & Delay Vallen	
	37,133
	*
	20,800
	16,333
Robert W. Duggan	
	35,933
	*
	35,933
Ronald Shear	
	35,350
	43

	*
	9,625
	14,292
	11,433
Scot A. Kane	
	34,039
	*
	19,067
	14,972
Philip C. Bird	
	33,888
	*
	16,874
	17,014
Charles Pradilla	
	33,667
	*
	9,167
	13,611
	10,889
Daryl Demsko	
	33,666
	*

	Eugai Filling. AON CORF - FOITH 11-K
	22,778
	10,889
Robert Melnick	
	33,666
	*
	22,778
	10,889
WEC Partners LLC	
	33,666
	*
	22,778
	10,889
West End Convertible Fund LP	
	33,666
	*
	22,778
	10,889
Whalehaven Fund Ltd.	
	32,667
	*

	32,667
Ellis International	
	32,667
	*
	32,667
James K. Lehman	
	31,660
	*
	31,660
Christopher P. Choma	
	30,944
	*
	17,333
	13,611
Craig Roos (11)	
	30,944
	*
	17,333
	13,611

Edgar Filing: AON CORP - Form 11-K	
David Wilstein and Susan Wilstein (12)	
	30,944
	*
	17,333
	13,611
Don Zoltan	
	30,944
	*
	17,333
	13,611
John O. Johnston	
	30,944
	*
	17,333
	13,611
Doug Levine	
	30,944
	*
	30,944

Michael Rucker (13)

30,944

30,944 Jack Gilbert 30,944 30,944 Michael Liss 30,944 30,944 -17-

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING

SHARES BENEFICIALLY OWNED AFTER THE OFFERING(1)

NAME OF SELLING STOCKHOLDER

UPON
EXERCISE OF
OTHER
WARRANTS

UPON
CONVERSION
OF SERIES B OR
SERIES D
PREFERRED
STOCK
(2)(3)

UPON
PAYMENT OF DEBENTURE
FACILITY (4)

NUMBER

%

Capela Overseas LTD

John M. Somody

49

Ralph Rybaki	
	*
Richard & Beverly Mehrlich	
	*
Alfred J. Anzalone Family Limited Partnership	
	*
Spectra Capital Management LLC	
First Mirage, Inc.	*
Thst Whage, Inc.	
	*
Frederic M. Bauthier	

	*
Eric T. Singer	
Life 1. Singer	17,581
	17,501
	*
Jules Nordlicht	
	*
Stonestreet LP	
	*
Joseph R. McCandless	
Joseph IV. Mechidiess	
	*
Liviakis Financial Communications	

	*
George Manos	
Danie Earlie	*
Dana Ennis	
	*
Margaret Josling (9)	
	*
TKB Ventures Ltd. (Brian Josling) (9)	
	*
UMAI	

	*
Al Pokel	
	*
Robert and Sandra Neborsky	
	*
Fred Fromm (10)	
	*
Harry Rosen FBO Rosen Kreiling PA 401K PSP	
	*
Fred & Delay Vallen	

	*
Robert W. Duggan	
	*
Ronald Shear	
	*
Scot A. Kane	
	*
Philip C. Bird	
	*
Charles Bradley	

Charles Pradilla	*
Justin Yue Tang	*
Daryl Demsko	*
David & Marilyn Balk JT WR0S	*
Jeffrey Schnipper	*

Mark Capital LLC	*
Richard Melnick	*
Robert Melnick	*
WEC Partners LLC	*
West End Convertible Fund LP	*

Strategic Partners Ltd.	*
Whalehaven Fund Ltd.	*
James K. Lehman	*
Christopher P. Choma	*
Craig Roos (11)	*

	*
David Wilstein and Susan Wilstein (12)	
	*
Don Zoltan	
	*
John O. Johnston	
John O. Johnston	
	*
Doug Levine	
	*
	-1-
Michael Rucker (13)	
	*

Jack Gilbert	
	*
Michael Liss	
	*
-18-	

SHARES BENEFICIALLY OWNED PRIOR TO THE OFFERING

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING

**UPON** 

				CONVERSION	UPON
				OF SERIES C	<b>EXERCISE</b>
				PREFERRED	OF C
NAME OF SELLING	NUMBER		COMMON	STOCK	WARRANTS
STOCKHOLDER	(2)	%	STOCK	(2)(3)	(2)(3)

Michael P. Rucker

30,944

30,944

--

--

Philip R. Clark

30,944

\*

30,944

--

Thomas Contino

30,944

\*

30,944

--

Alan Ennis, Sandra Ennis

30,750

	*
	4,125
	6,125
	20,500
Ronald H. Wise	
	27,850
	*
	15,600
	12,250
Peter & Janis Hillcoff	
Tetel & Jams Timeon	27,822
	*
	15,584
	12,238
F. Berdon Defined Benefit Plan	
	27,332
	*
	10,999
	16,333
	<del></del>
Allen Solomon (14)	
	26,933
	*
	18,222

	8,711
Matthew Balk	
	25,471
	k
David Wiener (15)	
	24,756
	21,736
	13,867
	10,889
Paul Blizman	<del></del>
Faui Diizinan	24.756
	24,756
	13,867
	10,889
Charles Day Here	
Charles Bradley	24.506
	24,500
	k
	13,611

	10,889
Justin Yue Tang	
	24,500
	*
	13,611
	10,889
Randy Tuggle	,
	23,832
	*
	12,943
	10.000
	10,889
Allen Weiss	
	22,443
	*
	22,443
Gerald Ferro	
	21,778
	*
	8,167
	13,611
Platinum Partners Global Macro Fund LP	

	21,778
	*
	21,778
Walter Kuharchik	
	21,778
	*
	8,167
	13,611
Dennis & Cindy Pak	
	21,777
	*
	8,166
	13,611
Rodd Friedman	
	21,000
	*
	11,667
	9,333
Fred Fromm (10)	
	20,883

	*
	6,925
	5,438
Brad Reifler	
	20,237
	*
Hilary Bergman	
	20,237
	*
Elaine Dines	
	20,200
	*
	13,667
	6,533
Michael Loew	
	20,200
	*
	13,667

	6,533
Rudolf Konegan	
	20,200
	*
	5,500
	8,167
	6,533
Greenwich Growth Fund LTD	
	20,055
	*
	9,167
	10,889
Nathaniel Orme (IRA)	
	19,556
	*
	12,750
	6,806
C/E Scop M. Collobor SED/ID A	
C/F Sean M. Callahan SEP/IRA	10.029
	19,038
	8,149
	10,889
	10,007

Dan Foley	
	10.000
	18,900
	*
	10,500
	8,400
Dana Bowler	
	18,567
	*
	10,400
	8,167
Louis Cristan, Kathy Cristan	
·	10 567
	18,567
	*
	10,400
	8,167
Thomas K. Beard	
	10.565
	18,567
	*
	10,400
	8,167
Nathaniel Orme	

	17,695
	*
	4,083
	13,611
Riaz Don	
	17,448
	*
	17,448
	<del></del>
James R and Diane R Fisher (16)	
	17,019
	*
	9,533
	7,486
	<del></del>
Scott C. Paston	
	5,444
	*
	5,444
Salvatore Ianuzzi, Bonita Ianuzzi	
	16,833

	*
	4,583
	6,806
	5,444
Gregg Sedun	
	16,823
	*
	4,581
	6,802
	5,441
Bruce Newberg (17)	
	16,667
	*
	16,667
Woodmont Investments Limited	
Woodmont Investments Eminted	16.667
	16,667
	16,667
	<del></del>
Julius H. Roma (18)	
	15,944
	*
	10,500
	60

5,444 Mark Collins 15,622 10,569 5,052 Andrew J. Dauro 15,473 15,473 -19-

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING

SHARES BENEFICIALLY OWNED AFTER THE OFFERING(1)

#### NAME OF SELLING STOCKHOLDER

UPON
EXERCISE OF
OTHER
WARRANTS

UPON
CONVERSION
OF SERIES B OR
SERIES D
PREFERRED
STOCK
(2)(3)

# UPON PAYMENT OF DEBENTURE FACILITY (4)

NUMBER

%

Michael P. Rucker		 	*
Philip R. Clark		 	*
Thomas Contino		 	*
Alan Ennis, Sandra Ennis		 	*
Ronald H. Wise		 	*
Peter & Janis Hillcoff		 	*
F. Berdon Defined Benefit Plan		 	*
Allen Solomon (14)		 	*
Matthew Balk	25,471	 	*
David Wiener (15)		 	*
Paul Blizman		 	*
Randy Tuggle		 	*
Allen Weiss		 	*
Gerald Ferro		 	*
Platinum Partners Global Macro			
Fund LP		 	*
Walter Kuharchik		 	*
Dennis & Cindy Pak		 	*
Rodd Friedman		 	*

Brad Reifler	20.227			*
	20,237 20,237			*
Hilary Bergman Elaine Dines				*
			<del></del>	*
Michael Loew				*
Rudolf Konegan			<del></del>	
Greenwich Growth Fund LTD				*
Nathaniel Orme (IRA)			<del></del>	*
Hudson Valley Capital				
Management				*
C/F Sean M. Callahan SEP/IRA				*
Dan Foley				*
Dana Bowler				*
Louis Cristan, Kathy Cristan				*
Thomas K. Beard				*
Nathaniel Orme				*
Riaz Don			<del></del>	*
James R and Diane R Fisher (16)				*
Alan Sheinwald				*
Gary Ziegler				*
Jared Shaw				*
Jeff Hermanson				*
John C. Buser				*
Michael J. Weiss				*
Michael Kooper			<del></del>	*
Northbar Capital Inc.			<del></del>	*
RA Schafer			<del></del>	*
Richard L. Taney				*
Scott C. Paston				*
Salvatore Ianuzzi, Bonita				
Ianuzzi				*
Gregg Sedun			<u></u> -	*
Bruce Newberg (17)				*
Woodmont Investments Limited				*
Julius H. Roma (18)				*
Mark Collins				*
Andrew J. Dauro				*
1 matew 3. Dauto		- <b>-</b>	<del></del>	
-20-				

# SHARES BENEFICIALLY OWNED PRIOR TO THE OFFERING

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING UPON

				CONVER		UPON
				OF SER		EXERCISE OF C
NAME OF SELLING	NHIMDED		COMMON	PREFER		WARRANTS
NAME OF SELLING STOCKHOLDER	NUMBER	%	COMMON STOCK	STO		
STOCKHOLDER	(2)	%	STOCK	(2)(3)	))	(2)(3)
Brian Judge & Diana						
Garehitorena		15,473	*	15,473		
Mario Cassara & Iris Cassara		15,473	*	15,473		
Norbert Olinger		15,473	*	15,473		
North Metropolitan Radiology						
Assoc, LLP 401K Profit Sh	aring	15 470	*	15 472		
Plan FBO: Stuart Jacobson Oscar Garza		15,473	*	15,473		
Paul Russo III		15,473 15,473	*	15,473 15,473		
Robert B. Kinney		15,473	*	15,473		
Gene Salkind		15,473	*	8,667	6,806	
Jeffrey Cox		15,472	*	8,667	6,806	
Jerome L. Dreyfuss		15,472	*	8,667	6,806	
Richard Weiner		15,472	*	8,667	6,806	
Steven J. Cooper		15,472	*	8,667	6,806	
Thomas J. Franco		15,472	*	8,667	6,806	
Judith Ellen Olinger (19)		15,471	*	15,471		
Margaret Josling (9)		15,414	*	4,555		2,178
TKB Ventures Ltd. (Brian		15,111		1,555		2,170
Josling) (9)		15,414	*	4,555		2,178
Hudson Valley Capital		,		1,000		_,
Management		14,476	*	14,476		
Monad Realty Inc.		13,925	*	7,800	6,125	
W.M. Sherman		13,925	*	7,800	6,125	
Michael Rapp		13,333	*			
Ashraf Abdelaal		13,221	*	7,777		5,444
Robert Klein and Myriam (	Gluck	13,067	*	13,067		
Broadband Capital Manage	ement	12,998	*			
Greg Downes		12,378	*	6,933	5,444	
Margaret & Donald Wisnas	sky	12,378	*	6,933	5,444	
Peter Yaskowitz		12,378	*	6,933	5,444	
David & Marilyn Balk JT						
WROS		10,889	*			10,889
Jeffrey Schnipper		10,889	*			10,889
Mark Capital LLC		10,889	*			10,889
Richard Melnick		10,889	*			10,889
SDIRA FBO Davina Lockh		10,889	*	4,083	6,806	
SDIRA FBO Roger Lockha	art	10,889	*	4,083	6,806	

Edgar Filing: AON CORP - Form 11-K

William M. Levin	10,889	*	4,083	6,806	
Strategic Partners Ltd.	10,886	*			10,886
Reginald T. Grzeskowiak &					
Nancy Grzeskowiak	10,100	*	2,750	4,083	3,267
Silicon Valley Bank	10,000	*			
SDIRA FBO Alan E. Ennis					
(SEP/IRA)	9,800	*	3,675	6,125	
Mark Ford	9,644	*			
James St. Clair	9,406	*	1,633	2,722	
John Jay Gebhardt	9,333	*	9,333		
Allan L. Sparlin	9,283	*	5,200	4,083	
SDIRA FBO Robert Vaughan	9,283	*	5,200	4,083	
Alan Cohen	9,044	*	3,600	5,444	
Sean Callahan	8,750	*			
John Simonelli	8,702	*	3,263	5,439	
Bedding Discounts	8,417	*	5,695		2,722
Thomas A.Counts	8,166	*	8,166		
Alan Robbins	7,736	*	7,736		
Louis Berrick	7,736	*	7,736		
Ronald L. Nilsen	7,736	*	7,736		
James E. Ducharme	7,736	*	4,333	3,403	
John A. Marrone	7,736	*	4,333	3,403	
Robert Dombrowski	7,672	*	1,633	2,722	
John Green	7,418	*			2,178
Samson Consulting Corp	6,733	*	4,555		2,178
Phil Wagenheim	6,667	*			

-21-

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING

SHARES BENEFICIALLY OWNED AFTER THE OFFERING(1)

#### NAME OF SELLING STOCKHOLDER

UPON
EXERCISE OF
OTHER
WARRANTS

UPON
CONVERSION
OF SERIES B OR
SERIES D
PREFERRED
STOCK
(2)(3)

# UPON PAYMENT OF DEBENTURE FACILITY (4)

#### NUMBER

%

Brian Judge & Diana		
Garehitorena	 	 *
Mario Cassara & Iris Cassara	 	 *
Norbert Olinger	 	 *
North Metropolitan Radiology		
Assoc, LLP 401K Profit Sharing		
Plan FBO: Stuart Jacobson	 	 *
Oscar Garza	 	 *
Paul Russo III	 	 *
Robert B. Kinney	 	 *
Gene Salkind	 	 *
Jeffrey Cox	 	 *
Jerome L. Dreyfuss	 	 *
Richard Weiner	 	 *
Steven J. Cooper	 	 *
Thomas J. Franco	 	 *
Judith Ellen Olinger (19)	 	 *

Edgar Filing: AON CORP - Form 11-K

Monad Realty Inc.		 	*
W.M. Sherman		 	*
Michael Rapp	13,333	 	*
Ashraf Abdelaal		 	*
Robert Klein and Myriam Gluck		 	*
Broadband Capital Management	12,998	 	*
Greg Downes		 	*
Margaret & Donald Wisnasky		 	*
Peter Yaskowitz		 <del></del>	*
Carlos Belfiore	11,667	 	*
SDIRA FBO Davina Lockhart		 	*
SDIRA FBO Roger Lockhart		 	*
William M. Levin		 	*
Reginald T. Grzeskowiak &			
Nancy Grzeskowiak		 	*
Silicon Valley Bank	10,000	 	*
SDIRA FBO Alan E. Ennis			
(SEP/IRA)		 	*
Mark Ford	9,644	 	*
James St. Clair	5,050	 	*
John Jay Gebhardt		 	*
Allan L. Sparlin		 	*
SDIRA FBO Robert Vaughan		 	*
Alan Cohen		 	*
Sean Callahan	8,750	 	*
John Simonelli		 	*
Bedding Discounts		 	*
Thomas A.Counts		 	*
Alan Robbins		 	*
Louis Berrick		 	*
Ronald L. Nilsen		 	*
James E. Ducharme		 	*
John A. Marrone		 	*
Robert Dombrowski	3,317	 	*
John Green	5,240	 	*
Samson Consulting Corp		 	*
Phil Wagenheim	6,667	 	*
-			
-22-			

# SHARES BENEFICIALLY OWNED PRIOR TO THE OFFERING

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING UPON

				CONVER	RSION	UPON
				OF SERI	ES C	<b>EXERCISE</b>
				PREFER	RED	OF C
NAME OF SELLING	NUMBER		COMMON	STOC	CK	WARRANTS
STOCKHOLDER	(2)	%	STOCK	(2)(3	3)	(2)(3)
James C. Craig Jr		6,533	*	2,450	4,083	
Martin & Linda Mennes		6,533	*	2,450	4,083	
Claude Ware		6,288	*			
Claude & Hee Jin Ware		6,189	*	3,467	2,722	
Jacob Kohannim		6,189	*	3,467	2,722	
Jean Zurstrassen		6,189	*	3,467	2,722	
Robert E. Dettle		6,189	*	3,467	2,722	
SDIRA FBO John Green						
(Roth/IRA)		6,189	*	3,467	2,722	
Tracy Standridge, Kay L						
Standridge		6,189	*	3,467	2,722	
Gregoire Dstreel		6,189	*	6,189		
Wolfe LP		5,693	*	5,693		
Byron Rosenstein		5,444	*			5,444
Alan Sheinwald		5,444	*			5,444
Gary Ziegler		5,444	*			5,444
Jared Shaw		5,444	*			5,444
Jeff Hermanson		5,444	*			5,444
John C. Buser		5,444	*			5,444
Michael J. Weiss		5,444	*			5,444
Michael Kooper		5,444	*			5,444
Northbar Capital Inc.		5,444	*			5,444
RA Schafer		5,444	*			5,444
Richard L. Taney		5,444	*			5,444
Earl P. Correa		4,642	*	2,600	2,042	
Paul Sanberg		4,642	*	2,600	2,042	
Michael J. Leja (20)		4,556	*	1,833	2,722	
David P. Garmus, Caren M.						
Garmus		4,414	*	4,414		
SDIRA FBO Rosa Maria Lu		4,373	*	2,331	2,042	
Kimball & Cross Investmen	t					
Management Corp.		3,686	*			
Market Pathways Financial		3,094	*	1,733	1,361	
William Tonyes		3,094	*	1,733	1,361	
SDIRA FBO David W. Kon	nar					
ROL IRA		3,094	*	1,733	1,361	
David & Michael Lega		2,722	*		2,722	
Gary Miller		2,450	*	2,450		
William King		2,041	*	2,041		
Elliott Smith		1,667	*			

Edgar Filing: AON CORP - Form 11-K

Jeffrey Meshel	1,667	*	 	
Karl Brenza	1,667	*	 	
Chris Shufeldt	1,519	*	 	
Daniel Pietro	833	*	 	
Roger Lockhart	833	*	 	
Thomas Corona	400	*	 	
Gene Super	340	*	 	
-23-				

# SHARES OF COMMON STOCK BEING SOLD IN THE OFFERING

SHARES BENEFICIALLY OWNED AFTER THE OFFERING(1)

#### NAME OF SELLING STOCKHOLDER

UPON
EXERCISE OF
OTHER
WARRANTS

UPON
CONVERSION
OF SERIES B OR
SERIES D
PREFERRED
STOCK
(2)(3)

# UPON PAYMENT OF DEBENTURE FACILITY (4)

## NUMBER

%

James C. Craig Jr		 	*
Martin & Linda Mennes		 	*
Claude Ware	6,288	 	*
Claude & Hee Jin Ware		 	*
Jacob Kohannim		 	*
Jean Zurstrassen		 	*
Robert E. Dettle		 	*
SDIRA FBO John Green			
(Roth/IRA)		 	*
Tracy Standridge, Kay L			
Standridge		 	*
Gregoire Dstreel		 	*
Wolfe LP		 	*
Byron Rosenstein		 	*
Earl P. Correa		 	*
Paul Sanberg		 	*
Michael J. Leja (20)		 	*
David P. Garmus, Caren M.			
Garmus		 	*

SDIRA FBO Rosa Maria Lukens			*
	<b></b>	 <del></del>	
Kimball & Cross Investment			
Management Corp.	3,686	 	*
Market Pathways Financial		 	*
William Tonyes		 	*
SDIRA FBO David W. Komar			
ROL IRA		 	*
David & Michael Lega		 	*
Gary Miller		 	*
William King		 	*
Elliott Smith	1,667	 	*
Jeffrey Meshel	1,667	 	*
Karl Brenza	1,667	 	*
Chris Shufeldt	1,519	 	*
Daniel Pietro	833	 	*
Roger Lockhart	833	 	*
Thomas Corona	400	 	*
Gene Super	340	 	*

<sup>\*</sup> Less than 1%.

- (1) Assumes that all shares being offered by each selling stockholder under this prospectus are sold and that each selling stockholder acquires no additional shares of common stock before the completion of this offering.
- (2) The holders of the Series B Convertible Preferred Stock, the Series C Convertible Preferred Stock and the Series D Convertible Preferred Stock are subject to a conversion blocker that caps the number of shares eligible for conversion so that the holder will not beneficially own more than 9.999% of the outstanding Common Stock after such conversion. The 9.999% conversion blocker currently prevents North Sound Legacy Fund LLC, North Sound Legacy Institutional Fund LLC, North Sound Legacy International Ltd, and SDS Capital Group SPC, Ltd. from converting any of their Convertible Preferred Stock into shares of common stock. North Sound Legacy Fund LLC, North Sound Legacy Institutional Fund LLC and North Sound Legacy International Ltd. are the only holders of the Series B Convertible Preferred Stock and the Series D Convertible Preferred Stock.
- (3) Under an agreement between P-Com and the holders of the Series C Convertible Preferred Stock, Series D Convertible Preferred Stock and P-Com's Series C Warrants, P-Com is required to register the resale of a number of shares equal to 125% of the shares of common stock initially issuable upon conversion or exercise of these securities. This results in the following additional shares being registered for resale by the selling stockholders, which are not reflected in the table above:

-24-

Series C Convertible Preferred Stock	884,713
Series D Convertible Preferred Stock	111,111
Series C Warrants	366,675
Total Additional Shares Being Registered	1,362,499

- (4) Under an agreement between P-Com and SDS Capital Group SPC, Ltd., P-Com is required to register the resale of a number of shares equal to 6,000,000 shares of Common Stock which shares may be used to make quarterly installment payments to SDS Capital Group SPC, Ltd. under the Promissory Notes, dated November 26, 2004 and March 21, 2005. In the event that P-Com elects to make amortization payments in shares of Common Stock, P-Com is limited to the number of shares it may use in the event that such payment would cause SDS Capital Group SPC, Ltd. to beneficially own more than 9.9% of the outstanding Common Stock.
- (5) Convertible securities include shares of Series B Convertible Preferred Stock and Series D Convertible Preferred Stock of P-Com.
- (6) For purposes of determining beneficial ownership in accordance with Rule 13d-3 of the Securities Exchange Act of 1934, as amended, this total includes shares beneficially owned by North Sound Legacy Fund LLC, North Sound Legacy Institutional Fund LLC and North Sound Legacy International Ltd.
- (7) Mr. Roberts is Chairman of the Board of Directors of P-Com.
- (8) For purposes of determining beneficial ownership in accordance with Rule 13d-3 of the Securities Exchange Act of 1934, as amended, this total includes shares beneficially owned by Margaret Josling and TKB Ventures. Mr. Josling resigned as a Director of P-Com, effective March 1, 2005.
- (9) Mr. Fromm is a Director of P-Com.
- (10) Mr. Roos is a Director of P-Com.
- (11) Represents 30,944 shares held by the Century Trust dated 12/19/94. David Wilstein and Susan Wilstein, trustees of the Century Trust dated 12/19/94, have voting and dispositive power over the shares of common stock held by the trust.
- (12) Represents 30,944 shares held by the Helen Jones Marital Trust. Michael Rucker, trustee of the Helen Jones Marital Trust, has voting and dispositive power over the shares of common stock held by the trust.
- (13) Represents 26,933 shares held by the Allen Solomon Trust. Allen Solomon, trustee of the Allen Solomon Trust, has voting and dispositive power over the shares of common stock held by the trust.
- (14) Represents 24,756 shares held by the David Wiener Revocable Trust 96. David Wiener, trustee of the David Wiener Revocable Trust 96, has voting and dispositive power over the shares of common stock held by the trust.
- (15) Represents 17,049 shares held by the James R and Diane R. Fisher Living Trust. James R. and Diane R. Fisher, trustees of the james R. and Diane R. Fisher Living Trust, have voting and dispositive power over the shares of common stock held by the trust.
- (16) Represents 16,667 shares held by the Newberg Family Trust. Bruce Newberg, trustee of the Newberg Family Trust, has voting and dispositive power over the shares of common stock held by the trust.

- (17) Represents 15,944 shares held by the Julius H. Roma Revocable Trust. Julius H. Roma, trustee of the Julius H. Roma Revocable Trust, has voting and dispositive power over the shares of common stock held by the trust.
- (18) Represents 15,471 shares held by the Judith Ellen Olinger Revocable Trust. Judith Ellen Olinger, trustee of the Judith Ellen Olinger Revocable Trust, has voting and dispositive power over the shares of common stock held by the trust.
- (19) Represents 4,556 shares held by the Michael J. Leja Revocable Trust. Michael J. Leja, trustee of the Michael J. Leja Revocable Trust, has voting and dispositive power over the shares of common stock held by the trust.

-25-

#### PLAN OF DISTRIBUTION

We are registering, on behalf of the selling stockholders, 5,569,524 shares of common stock that are currently outstanding, 4,365,214 shares of common stock that are issuable upon conversion of our outstanding convertible preferred stock, 4,923,643 shares of common stock that are issuable upon exercise of outstanding warrants and warrants that will be outstanding prior to the effectiveness of the registration statement of which this prospectus is a part and 6,000,000 shares of common stock that may be issued as payment under our outstanding promissory notes. We issued these securities to the selling stockholders in private placement transactions. The selling stockholders named in the table above or their pledgees, donees, transferees or other successors-in-interest who receive convertible securities from the selling stockholders as a gift, partnership distribution or other non-sale related transfer after the date of this prospectus may sell the shares of common stock listed in the table above from time to time. Each selling stockholder will act independently in making decisions regarding the timing, manner and size of each sale. The sales may be made on the OTC Bulletin Board or on any stock exchange or automated interdealer quotation system on which the common shares are listed or quoted at the time of sale, in the over-the-counter market, through put or call option transactions relating to the shares, in negotiated transactions, or a combination of such methods of sale or otherwise, at prices and on terms then prevailing or at prices related to the then current market price. The selling stockholders may effect these transactions by selling the shares of common stock to or through broker-dealers, or not. The shares of common stock may be sold through one or more of, or a combination of, the following:

- o a block trade in which the broker-dealer will attempt to sell the shares as agent but may position and resell a portion of the block as principal to facilitate the transaction;
- o purchases by a broker-dealer as principal and resale by such broker-dealer for its account under this prospectus;
- o "at the market" to or through market makers into an existing market for the shares;
- o an exchange distribution in accordance with the rules of the applicable exchange;
- o through transactions in options, swaps or other derivative securities (whether exchange-listed or otherwise);
- o ordinary brokerage transactions and transactions in which the broker solicits purchasers;
- o in privately negotiated transactions; and
- o any other method permitted by applicable law.

To the extent required, this prospectus may be amended or supplemented from time to time to describe a specific plan of distribution. In effecting sales, broker-dealers engaged by the selling stockholders may arrange for other broker-dealers to participate in the resales.

-26-

The selling stockholders may enter into hedging transactions with broker-dealers in connection with distributions of the shares. In these transactions, broker-dealers may engage in short sales of the shares in the course of hedging the positions they assume with the selling stockholders. The selling stockholders may also sell shares short and redeliver the shares to close out those short positions. The selling stockholders may enter into options or other transactions with broker-dealers that require the delivery to the broker-dealer of the shares. The broker-dealer may then resell or otherwise transfer the shares covered by this prospectus. The selling stockholders also may loan or pledge the shares to a broker-dealer. The broker-dealer may sell the shares so loaned, or upon default the broker-dealer may sell the pledged shares under this prospectus.

Broker-dealers or agents may receive compensation in the form of commissions, discounts or concessions from the selling stockholders. Broker-dealers or agents may also receive compensation from the purchasers of the shares for whom they act as agents or to whom they sell as principals, or both. Compensation as to a particular broker-dealer might be in excess of customary commissions and will be in amounts to be negotiated in connection with the sale. Broker-dealers or agents and any other participating broker-dealers or the selling stockholders may be deemed to be "underwriters" within the meaning of Section 2(11) of the Securities Act of 1933, as amended, in connection with sales of the shares. Accordingly, any such commission, discount or concession received by them and any profit on the resale of the shares purchased by them may be deemed to be underwriting discounts or commissions under the Securities Act. Because the selling stockholders may be deemed to be "underwriters" within the meaning of Section 2(11) of the Securities Act, the selling stockholders will be subject to the prospectus delivery requirements of the Securities Act. In addition, any shares covered by this prospectus which qualify for sale in compliance with Rule 144 promulgated under the Securities Act may be sold under Rule 144 rather than under this prospectus. The selling stockholders have advised us that they have not entered into any agreements, understandings or arrangements with any underwriters or broker-dealers regarding the sale of their shares, and that there is no underwriter or coordinating broker acting in connection with the proposed sale of the shares by the selling stockholders.

The shares will be sold only through registered or licensed brokers or dealers if required under applicable state securities laws. In addition, in certain states the shares may not be sold unless they have been registered or qualified for sale in the applicable state or an exemption from the registration or qualification requirement is available and is complied with.

Under applicable rules and regulations under the Securities Exchange Act of 1934, as amended (the "Exchange Act"), any person engaged in the distribution of the shares may not simultaneously engage in market making activities with respect to our common stock for a restricted period before the commencement of the distribution. In addition, the selling stockholders will be subject to applicable provisions of the Exchange Act and the associated rules and regulations under the Exchange Act, including Regulation M, provisions of which may limit the timing of purchases and sales of the shares of our common stock by the selling stockholders.

We will make copies of this prospectus available to the selling stockholders and have informed the selling stockholders of the need to deliver copies of this prospectus to purchasers at or before the time of any sale of the shares.

We will bear all costs, expenses and fees in connection with the registration of the shares. The selling stockholders will bear all commissions and discounts, if any, attributable to the sales of the shares. The selling stockholders may agree to indemnify any broker-dealer or agent that participates in transactions involving sales of the shares against various liabilities, including liabilities arising under the Securities Act.

#### DESCRIPTION OF CAPITAL STOCK

This section describes the material terms of our capital stock and related terms of our certificate of incorporation and bylaws as currently in effect. This summary is not complete. For more detailed information, please see our certificate

of incorporation and bylaws. All share numbers relating to our common stock have been adjusted to reflect the 1-for-30 reverse split of our common stock effected on July 19, 2004.

-27-

#### AUTHORIZED CAPITAL STOCK

We are currently authorized to issue a total of 37,000,000 shares of capital stock consisting of:

o 35,000,000 shares of common stock, par value \$0.0001 per share; and

o 2,000,000 shares of preferred stock, par value \$0.0001 per share.

#### **COMMON STOCK**

Holders of our common stock are entitled to one vote for each share held on all matters submitted to a vote of our stockholders. Holders of common stock are entitled to receive dividends, ratably, if any, as may be declared by our board of directors out of legally available funds, subject to any preferential dividend rights of any outstanding preferred stock. If we liquidate, dissolve or wind up, the holders of our common stock are entitled to share ratably in all assets remaining after satisfaction of liabilities and the liquidation preference of any shares of preferred stock that are outstanding at that time. Holders of common stock have no preemptive rights and no right to convert their common stock onto any other securities. There are no redemption or sinking fund provisions applicable to our common stock. The rights, preferences and privileges of holders of our common stock are subject to, and may be adversely affected by, the rights of holders of shares of any series of preferred stock that we may designate and issue in the future without further stockholder approval. As of March 31, 2005, 11,810,280 shares of our common stock were issued and outstanding.

#### PREFERRED STOCK

Our board of directors is authorized to issue from time to time, without further stockholder approval, up to an aggregate of 2,000,000 shares of preferred stock in one or more series and to fix or alter the designations, preferences, rights and any qualifications, limitations or restrictions of the shares of each series, including the dividend rights, dividend rates, conversion rights, voting rights, term of redemption, including sinking fund provisions, redemption price or prices, liquidation preferences and the number of shares constituting any series or designations of any series. We may issue preferred stock in ways that may delay, defer or prevent a change in control of the company without further action by our stockholders and may adversely affect the voting and other rights of the holders of our common stock. The issuance of preferred stock with voting and conversion rights may adversely affect the voting power of the holders of our common stock, including the loss of voting control to others.

#### **Series A Junior Participating Preferred Stock**

We have designated 500,000 shares of our preferred stock as Series A Junior Participating Preferred Stock, which are issuable under certain circumstances pursuant to our stockholder rights plan, which is described in more detail below. No shares of Series A Junior Participating Preferred Stock are currently issued or outstanding.

#### **Series B Convertible Preferred Stock**

We have designated 1,000,000 shares of our preferred stock as Series B Convertible Preferred Stock, of which approximately 108,406 shares were issued and outstanding as of March 31, 2005. The holders of Series B Convertible Preferred Stock are entitled to certain rights and preferences with respect to the holders of our common stock, including the following:

o Voting. Except as required by the Delaware law, the holders of Series B Convertible Preferred Stock are not entitled to any voting rights.

o Conversion. The Series B Convertible Preferred Stock has a stated value of \$21.138 per share. Each share of Series B Convertible Preferred Stock is convertible into a number of shares of common stock equal to the stated value plus any accrued and unpaid dividends divided by an initial conversion price of \$6.00. This conversion price is subject to adjustment for any stock splits, stock dividends or similar transactions. Pursuant to an agreement with us, the holders of Series B Convertible Preferred Stock are obligated to convert their shares into shares of common stock as soon as reasonably practicable. However, no holder of Series B Convertible Preferred Stock will be required to convert its shares into shares of common stock if the conversion would cause the holder or any of its affiliates, individually or in the aggregate, to beneficially own more than 9.999% of our outstanding common stock.

-28-

- o Dividends. Holders of Series B Convertible Preferred Stock are entitled to receive dividends, if any, as may be declared by our board of directors out of legally available funds. Holders of Series B Convertible Preferred Stock are also entitled to share pro-rata, on an as-converted basis, in any dividends or other distributions that may be declared by the board of directors with respect to the common stock.
- o Liquidation. If we liquidate, dissolve or wind up, the holders of Series B Convertible Preferred Stock are entitled to receive the stated value of their shares plus all accrued and unpaid dividends prior to any amounts being paid to the holders of our common stock. In addition, the holders of Series B Convertible Preferred Stock are entitled to share ratably together with the holders of common stock in all remaining assets after the satisfaction of all other liquidation preferences.
- o Redemption. The holders of Series B Convertible Preferred Stock have the right to require us to purchase all of their shares of Series B Convertible Preferred Stock upon the occurrence of certain events, such as the following:
- o We fail to remove any restrictive legend from certificates representing shares of our common stock that are issued to holders who convert their shares of Series B Convertible Preferred Stock;
- o We make an assignment for the benefit of creditors or apply for or consent to the appointment of a receiver or trustee;
- o Any bankruptcy, insolvency, reorganization or other proceeding for the relief of debtors is instituted by or against us and is not dismissed within 60 days;
- o We sell substantially all of our assets, merge or consolidate with any other entity or engage in a transaction that results in any person or entity acquiring more than 50% of our outstanding common stock on a fully diluted basis;
- o We fail to pay when due any payment with respect to any of its indebtedness in excess of \$250,000;
- o We breach any agreement for monies owed or owing in an amount in excess of \$250,000 and the breach permits the other party to declare a default or otherwise accelerate the amounts due under that agreement; or
- o We permit a default under any agreement to remain uncured and the default would or is likely to have a material adverse effect on our business, operations, properties or financial condition.

#### Series C Convertible Preferred Stock

We have designated 10,000 shares of our preferred stock as Series C Convertible Preferred Stock, of which approximately 6,066 shares were issued and outstanding as of March 31, 2005. The holders of Series C Convertible Preferred Stock are entitled to certain rights and preferences with respect to the holders of our common stock, including the following:

- o Voting. The holders of Series C Convertible Preferred Stock are entitled to vote together with the holders of our common stock, as a single class, on all matters submitted to a vote of our stockholders. The holders of Series C Convertible Preferred Stock are entitled to a number of votes equal to the number of shares of common stock that would be issued upon conversion of their shares of Series C Convertible Preferred Stock.
- o Conversion. The Series C Convertible Preferred Stock has a stated value of \$1,750 per share. Each share of Series C Convertible Preferred Stock is convertible into a number of shares of common stock equal to the stated value, plus any accrued and unpaid dividends, divided by an initial conversion price of \$3.00. This conversion price is subject to adjustment for any stock splits, stock dividends or similar transactions. The conversion price is also subject to

adjustment in the event that we make a dilutive issuance of common stock or other securities that are convertible into or exercisable for common stock at an effective per share purchase price that is less than the conversion price of the Series C Convertible Preferred Stock that is in effect at the time of the dilutive issuance. The holders of Series C Convertible Preferred Stock may convert their shares into shares of common stock at any time. However, no holder of Series C Convertible Preferred Stock may convert its shares into shares of common stock if the conversion would cause the holder or any of its affiliates, individually or in the aggregate, to beneficially own more than 9.999% of our outstanding common stock.

-29-

- o Dividends. Holders of Series C Convertible Preferred Stock are entitled to receive, out of legally available funds, dividends at the rate of 6% per annum beginning on the first anniversary of their date of issuance and 8% per annum beginning on the second anniversary of their date of issuance. Dividends are payable semi-annually, either in cash or shares of our common stock.
- o Liquidation. If we liquidate, dissolve or wind up, the holders of Series C Convertible Preferred Stock are entitled to receive the stated value of their shares plus all accrued and unpaid dividends prior to any amounts being paid to the holders of Series B Convertible Preferred Stock and common stock. In addition, the holders of Series C Convertible Preferred Stock are entitled to share ratably together with the holders of Series B Convertible Preferred Stock and common stock in all remaining assets after the satisfaction of all other liquidation preferences.
- o Redemption. The holders of Series C Convertible Preferred Stock have the right to require us to purchase all of their shares of Series C Convertible Preferred Stock upon the occurrence of certain events, such as the following:
- o We fail to remove any restrictive legend from certificates representing shares of our common stock that are issued to holders who convert their shares of Series C Convertible Preferred Stock;
- o We make an assignment for the benefit of creditors or apply for or consent to the appointment of a receiver or trustee;
- o Any bankruptcy, insolvency, reorganization or other proceeding for the relief of debtors is instituted by or against us and is not dismissed within 60 days;
- o We sells substantially all of our assets, merge or consolidate with any other entity or engages in a transaction that results in any person or entity acquiring more than 50% of our outstanding common stock on a fully diluted basis;
- o We fail to pay when due any payment with respect to any of its indebtedness in excess of \$250,000;
- o We breach any agreement for monies owed or owing in an amount in excess of \$250,000 and the breach permits the other party to declare a default or otherwise accelerate the amounts due under that agreement; or
- o We permit a default under any agreement to remain uncured and the default would or is likely to have a material adverse effect on our business, operations, properties or financial condition.

#### Series D Convertible Preferred Stock

We have designated 2,000 shares of our preferred stock as Series D Convertible Preferred Stock, of which 2,000 shares were issued and outstanding as of March 31, 2005. The holders of Series D Convertible Preferred Stock are entitled to certain rights and preferences with respect to the holders of our common stock, including the following:

- o Voting. The holders of Series D Convertible Preferred Stock are entitled to vote together with the holders of our common stock and holders of Series C Convertible Preferred Stock, as a single class, on all matters submitted to a vote of our stockholders. The holders of Series D Convertible Preferred Stock are entitled to a number of votes equal to the number of shares of common stock that would be issued upon conversion of their shares of Series D Convertible Preferred Stock.
- o Conversion. The Series D Convertible Preferred Stock has a stated value of \$1,000 per share. Each share of Series D Convertible Preferred Stock is convertible into a number of shares of common stock equal to the stated value divided by an initial conversion price of \$4.50. This conversion price is subject to adjustment for any stock splits, stock dividends or similar transactions. The holders of Series D Convertible Preferred Stock may convert their shares into

shares of common stock at any time. However, no holder of Series D Convertible Preferred Stock may convert its shares into shares of common stock if the conversion would cause the holder or any of its affiliates, individually or in the aggregate, to beneficially own more than 9.999% of our outstanding common stock.

-30-

- o Dividends. Holders of Series D Convertible Preferred Stock are entitled to share pro-rata, on an as-converted basis, in any dividends or other distributions that may be declared by the board of directors with respect to the common stock.
- o Liquidation. If we liquidate, dissolve or wind up, the holders of Series D Convertible Preferred Stock and the holders of Series C Convertible Preferred Stock are entitled to receive the stated value of their respective shares plus all accrued and unpaid dividends, pari passu, and prior to any amounts being paid to the holders of Series B Convertible Preferred Stock and common stock. In addition, the holders of Series D Convertible Preferred Stock are entitled to share ratably together with the holders of Series C Convertible Preferred Stock, Series B Convertible Preferred Stock and common stock in all remaining assets after the satisfaction of all other liquidation preferences.
- o Redemption. The holders of Series D Convertible Preferred Stock have the right to require us to purchase all of their shares of Series D Convertible Preferred Stock upon the occurrence of certain events, such as the following:
- o We fail to remove any restrictive legend from certificates representing shares of our common stock that are issued to holders who convert their shares of Series D Convertible Preferred Stock;
- o We make an assignment for the benefit of creditors or apply for or consent to the appointment of a receiver or trustee;
- o Any bankruptcy, insolvency, reorganization or other proceeding for the relief of debtors is instituted by or against us and is not dismissed within 60 days;
- o We sell substantially all of our assets, merge or consolidate with any other entity or engages in a transaction that results in any person or entity acquiring more than 50% of our outstanding common stock on a fully diluted basis;
- o We fail to pay when due any payment with respect to any of its indebtedness in excess of \$250,000;
- o We breach any agreement for monies owed or owing in an amount in excess of \$250,000 and the breach permits the other party to declare a default or otherwise accelerate the amounts due under that agreement; or
- o We permit a default under any agreement to remain uncured and the default would or is likely to have a material adverse effect on our business, operations, properties or financial condition.

#### ANTI-TAKEOVER PROVISIONS

#### Anti-Takeover Effects of Our Certificate of Incorporation and Bylaws.

Provisions of our certificate of incorporation and bylaws may delay, defer or discourage another party from acquiring control of us. We expect that these provisions, which are summarized below, discourage coercive takeover practices or inadequate takeover bids. These provisions are also designed to encourage persons seeking to acquire control of us to first negotiate with our board of directors, which we believe may result in an improvement of the terms of any such acquisition in favor of our stockholders. However, they also give the board the power to discourage acquisitions that some stockholders may favor.

Undesignated Preferred Stock. The ability to authorize undesignated preferred stock makes it possible for our board of directors to issue preferred stock with super voting, special approval, dividend or other rights or preferences that could impede the success of any attempt to acquire us. These and other provisions may have the effect of deferring, delaying or discouraging hostile takeovers, or changing control or management of us.

Classified Board of Directors. Our certificate of incorporation provides for the board of directors to be divided into three classes, each with a staggered three-year term. As a result, only one class of directors is elected at each annual meeting of stockholders, and each of the two other classes of directors continue to serve for the remainder of their respective three-year term. The classification of directors has the effect of making it more difficult for stockholders to change the composition of our board. Our certificate of incorporation provides that the number of directors is fixed in the manner provided in the bylaws. Our bylaws provide that the number of directors will be fixed from time to time by the board or by the stockholders at an annual meeting.

-31-

Requirements for Advance Notification of Stockholder Meetings, Vacancies and Newly Created Directorships. Our bylaws prohibit the conduct of any business at a special meeting of the stockholders other than as specified in the notice of special meeting. This provision may have the effect of deferring, delaying or discouraging hostile takeovers, or changes in control or management of our company. Additionally, vacancies and newly created directorships may be filled by a majority of the directors then in office, even though less than a quorum. This provision may defer, delay or discourage a potential acquiror from conducting a solicitation of proxies to elect the acquiror's own slate of directors or otherwise attempting to obtain control of us.

Amendment Provisions. Our certificate of incorporation grant our board of directors the authority to amend and repeal our bylaws without a stockholder vote in any manner not inconsistent with the laws of the State of Delaware or our certificate of incorporation.

#### Stockholder Rights Plan

We currently have in effect a stockholder rights plan, which is governed by the terms and conditions contained in the Amended and Restated Rights Agreement, dated as of January 24, 2001, between us and Fleet National Bank, as rights agent. In the event that we are acquired in a asset purchase or other business combination transaction or 50% or more of our consolidated assets or earning power is sold, each holder of our common stock will have the right to receive that number of shares of common stock of the acquiring company which at the time of such transaction will have a market value of two times the exercise price of the right. In the event that any person becomes the beneficial owner of 15% or more of the outstanding shares of our common stock proper provision shall be made so that each holder of our common stock, other than the acquiring person, will thereafter have the right to receive that number of shares of our common stock or preferred stock (or cash, other securities or property) of having a market value of two times the exercise price of the right.

The rights plan has certain anti-takeover effects. The rights plan will cause substantial dilution to a person or group that attempts to acquire us on terms not approved by our board of directors. The rights plan should not interfere with any asset purchase or other business combination approved by the board of directors because the rights granted to each holder of common stock may be redeemed by us prior to such asset purchase or other business combination.

#### VALIDITY OF THE SHARES

The validity of the shares of our common stock offered by this prospectus will be passed upon for us by Sheppard, Mullin, Richter & Hampton LLP.

#### **EXPERTS**

The consolidated financial statements of P-Com, Inc. as of December 31, 2004, and for the year then ended, have been incorporated by reference into this prospectus and in the registration statement to which this prospectus relates in reliance upon the report of Aidman, Piser & Company, P.A., the Company's independent registered public accounting firm, and upon the authority of said firm as experts in accounting and auditing.

The consolidated financial statements of P-Com, Inc. as of December 31, 2003, and for the year then ended, have been incorporated by reference into this prospectus and in the registration statement to which this prospectus relates in reliance upon the report of Aidman, Piser & Company, P.A., the Company's independent registered public accounting firm, and upon the authority of said firm as experts in accounting and auditing.

The financial statements of Speedcom Wireless Corporation as of December 31, 2002, and for the year then ended, have been incorporated by reference into this prospectus and in the registration statement to which this prospectus relates in reliance upon the report of Aidman, Piser & Company, P.A., Speedcom's independent auditors, and upon the authority of said firm as experts in accounting and auditing.

The consolidated financial statements of P-Com, Inc. as of December 31, 2001 and 2002, and for the three years ended December 31, 2002, have been incorporated by reference into this prospectus and in the registration statement to which this prospectus relates in reliance upon the report (which includes an explanatory paragraph relating to the our ability to continue as a going concern as described in Note 1 to the financial statements), of PricewaterhouseCoopers, LLP, independent accountants, given upon the authority of said firm as experts in accounting and auditing.

-32-

#### INCORPORATION BY REFERENCE

The SEC allows us to "incorporate by reference" certain information we have filed with it, which means that we can disclose important information to you by referring you to those documents. The information incorporated by reference is an important part of this prospectus. We incorporate by reference into this prospectus and refer you to the documents listed below:

- o Our Annual Report on Form 10-K and Form 10-K/A for the fiscal year ended December 31, 2004, filed with the SEC on March 23, 2005 and May 13, 2005;
- o Our Quarterly Report on Form 10-Q for quarterly period ended March 31, 2005, filed with the SEC on May 12, 2005:
- o Our Current Reports on Form 8-K, filed with the SEC on February 10, 2005, March 1, 2005, March 15, 2005, March 28, 2005, April 28, 2005 and May 13, 2005.
- o The financial statements of Speedcom Wireless Corporation for its year ended December 31, 2002 and its nine-months ended September 30, 2003; and, certain pro-forma financial information related to our purchase of Speedcom Wireless Corporation, as filed with the SEC on Form 8-K dated December 24, 2003 and Form S-1 dated December 19, 2003.

You may request, orally or in writing, a copy of these filings. We will provide the requested copies of these filings to you at no cost. Please direct your requests to:

P-Com, Inc. 3175 S. Winchester Boulevard Campbell, CA 95008 Telephone: (408) 866-3666 Attention: Daniel W. Rumsey

This prospectus is accompanied by a copy of our amended Annual Report on Form 10-K/A for the fiscal year ended December 31, 2004 and our Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2005. You should read these reports to obtain additional information about our business, financial condition and results of operations.

#### WHERE YOU CAN FIND MORE INFORMATION

We file reports, proxy statements and other information with the Securities and Exchange Commission ("SEC"). Copies of these reports, proxy statements and other information may be inspected and copied at the public reference facilities maintained by the SEC at:

Judiciary Plaza Room 1024 450 Fifth Street, N.W. Washington, D.C. 20549

Copies of these materials can also be obtained by mail at prescribed rates from the Public Reference Room of the SEC at the address set forth above or by calling the SEC at 1-800-SEC-0330. The SEC maintains a website that contains reports, proxy statements and other information about issuers, including us, that file electronically with the SEC. The address of the SEC's website is http://www.sec.gov.

Information on any website of ours or the website of any of our subsidiaries is not part of this prospectus and you should not consider information contained on any such websites as part of this prospectus, unless that information is also contained in this prospectus. You should rely only on the information incorporated by reference or provided in

this prospectus or any prospectus supplement. We have not authorized anyone else to provide you with different information. You should not assume that the information in this prospectus or any prospectus supplement is accurate as of any date other than the date on the front page of those documents.

-33-