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## Press Releases

### Enterasys and Siemens Enterprise Communications Advance Wired/Wireless Integration

#### Portfolio Delivers End to End Performance, Security and Manageability for Voice/Video/Data Applications

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#### Andover, MA -- Nov 17, 2008

Enterasys Networks Inc. today announced unified wired and wireless offerings to enhance voice, video and data collaboration – leveraging new HiPath® Wireless and OpenScape Mobility technologies recently added as part of the joint venture with Siemens Enterprise Communications. This is the first step in overall efforts among the companies of the new joint venture to deliver integrated data solutions under a single brand in the coming months.

Tightly integrated wireless offerings help customers efficiently deploy unified communications that are mobile and secure. The standards-based, open-architecture solutions are backed by industry-leading global support and services from both Enterasys and Siemens. The Open Communications approach means that customers can leverage existing investments and avoid forklift upgrades – making wireless mobility more practical, achievable and cost-effective.

"In the month following the formation of the joint venture, we have rapidly integrated switching, management software, and security across wired and wireless networks," said Chris Crowell, Enterasys EVP Operations and Chief Technology Officer. "We have also introduced the combined data offerings into both the Siemens and Enterasys global channels with immediate availability."

"The ability to seamlessly manage a network across both wired and wireless connections can reduce the complexity and cost of expanding and managing the network," said Abner Germanow, Enterprise Networks Research Director at IDC. "Customers of the new joint venture will now be able to benefit from the end to end visibility and control."

#### Comprehensive 802.11n WiFi

Enterasys and Siemens have rapidly executed to add new 802.11n offerings based on HiPath Wireless technology to the existing portfolio of Enterasys RoamAbout® wireless offerings. Unique security and session high-availability features along with IEEE 802.11e wireless QoS/CAC/PowerSave capabilities enable voice and HD video communications across the WLAN.

Mobile clients for unified communications (UC) and fixed mobile convergence (FMC) are supported on RIM BlackBerry, Nokia Symbian, and Windows Mobile devices with Apple iPhone support coming soon to extend corporate telephony features to mobile users on both WLAN and cellular networks.

- A new C20N wireless controller network expansion module (NEM) integrates wireless switching into the Enterasys Matrix® N-Series LAN switches without occupying any additional slots in the chassis, while leveraging the high-availability features of the flagship N-Series. The C20N expands the current C20, C2400C and C2400E controllers for office, campus and enterprise deployments to deliver unified and/or overlay WiFi connectivity.
- A wide range of indoor and outdoor intelligent, enterprise-class access points (APs) provide reliable coverage while optimizing traffic flow for each application with specific capabilities for healthcare and manufacturing industries. DFS2 support enables complete use of channels available in the 5GHz spectrum.
- Unique plug and play AP configuration and highly efficient power over Ethernet (PoE) technologies dramatically simplify network deployment and avoid infrastructure upgrade costs by enabling a dual-band 3x3 MIMO 802.11n access point to be powered by a standard IEEE 802.3af PoE port found on many deployed LAN switches.

#### Integrated Management

New management software integration announced today between Enterasys NetSight® and the Siemens HiPath Wireless portfolio provides end-to-end visibility of HiPath Wireless access points, controllers and wireless clients from NetSight Console. The new integration delivers improved network management efficiency and wired/wireless infrastructure topology mapping and visibility for network administrators.

#### Advanced Security

Enterasys now provides a full suite of integrated wired and wireless security features including HiPath Wireless Manager HiGuard which enhances security with embedded wireless intrusion prevention and location-based services. When deployed in conjunction with the Enterasys Dragon® intrusion prevention system, full packet inspection, adaptive signature pattern matching, protocol analysis and behavioral anomaly detection is delivered for both wired and wireless users.

Further, Enterasys NAC identity-based policy privileges are unified across the wired and wireless infrastructure to deliver role-based

access control – regardless of connectivity method. The NAC policies ensure only the right users have access to the right information, from the right place, at the right time.

### Pricing and Availability

- The new C20N wireless controller for the Enterasys Matrix N-Series switches is \$10,995 US list price supporting up to 64 APs per blade (7,000+ users per chassis) in a high-availability deployment or 32 APs per blade (3,500+ users per chassis) in a standard configuration.
- A dual-band 3x3 MIMO 802.11n access point (AP) offers promotional pricing for a limited time at \$839 US list price.
- HiPath Wireless Manager licensing starts at \$1,500 US List price with the integration component for Enterasys NetSight included as part of the annual maintenance agreement.
- All of the HiPath Wireless products are available immediately from authorized Enterasys distributors and value-added resellers worldwide in addition to current Siemens Enterprise Communications channels.

Enterasys products are backed by the industry-leading [Enterasys Global Technical Assistance Center \(GTAC\)](#). Enterasys does not outsource or off-shore support. The skilled technicians that staff the Enterasys GTAC have an average tenure of 10+ years and a cultural commitment to help quickly solve a problem, regardless of the vendor involved, without pointing fingers.

### About Enterasys Networks

Enterasys is part of a joint venture with Siemens Enterprise Communications led by The Gores Group, LLC. Enterasys delivers Secure Networks™ that ensure the confidentiality, integrity, and availability of IT services and the business users that rely on them – without sacrificing performance. Thousands of enterprises, government agencies and educational institutions in more than 70 countries worldwide rely on our convergence, compliance and connectivity solutions to deliver business-oriented, identity-based visibility and control of individual user and application priority and security. The company's culture is centered on the principle, "There is nothing more important than our customers." Enterasys' standards-based, open-architecture approach to network security offers a long technology lifecycle and significant operational and business benefits, while reducing total cost of ownership. Information about Enterasys' award winning, policy-enabled switches, routers, wireless products, security software and services is available at [www.enterasys.com](http://www.enterasys.com).

### About Siemens Enterprise Communications

Siemens Enterprise Communications is a joint venture between the private equity firm The Gores Group, a leading private equity firm, and Siemens AG. The joint venture incorporates Siemens Enterprise Communications GmbH & Co. KG, its worldwide affiliates and the businesses of Enterasys Networks and SER Solutions, creating a new leader in enterprise communications - strong in unified communications, contact centers and secure networks. More than 14,000 employees worldwide follow an Open Communications approach, providing enterprise communications and data networking solutions for enterprises of all sizes. This enables business processes to be more productive, faster and more secure within any network or information technology infrastructure. In fiscal 2007 Siemens Enterprise Communications generated revenues of approximately 3.2 billion Euros. For more information about Siemens Enterprise Communications, please visit [www.siemens.com/open](http://www.siemens.com/open).

### About The Gores Group

The Gores Group, LLC, founded in 1987, is a private equity firm focused on acquiring controlling interests in mature and growing businesses which can benefit from the firm's operating experience and flexible capital base. The firm combines the operational expertise and detailed due diligence capabilities of a strategic buyer with the seasoned M&A team of a traditional financial buyer. The Gores Group maintains offices in Los Angeles, Boulder and London. For more information, please visit [www.gores.com](http://www.gores.com).

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