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**CHANTRY NETWORKS AND MOBILISA WOW WASHINGTON STATE FERRIES'  
PASSENGERS WITH WIRELESS OVER WATER**

***Chantry's Award-Winning Wireless LAN Solution, BeaconWorks, Serves as  
Foundation for Mobilisa's Innovative Approach to Wireless***

**Waltham, MA—August 30, 2004**—Chantry Networks, the leading innovator of routed wireless networking technology, and partner Mobilisa, a leading integrator of mobile and wireless solutions for the government and military, have successfully deployed a BeaconWorks™-based wireless solution for passengers on board the Washington State Ferries system. Mobilisa has developed a custom solution, Wireless over Water™ (WOW), for the Washington State Ferries system, the largest ferry system in the United States.

"Handheld devices, laptops and PDAs have changed the way consumers work and play," said Tom Racca, vice president of marketing, Chantry Networks. "This paradigm shift from tethered to wireless is creating competitive pressures on core consumer services such as transportation and hospitality. Our partner, Mobilisa, has helped the Washington State Ferries system to rise to the occasion with the innovative Wireless over Water solution."

The Washington State Ferries system serves more than eight counties in Washington State and the Province of British Columbia in Canada. The system consists of ten routes and 20 terminals served by 29 vessels. These ferries are a way of life for the people in the area – every weekday more than 75,000 Puget Sound residents commute to work or school aboard Washington State Ferries.

Based on both the sheer numbers of passengers and crew and on the unique nature of distances traveled, remoteness of ports, climate, maritime lanes, and moving platforms, the wireless deployment was unlike any other. Mobilisa had to identify and select wireless technologies that could address these needs, while also delivering high levels of performance with easy administration features.

After reviewing the wireless switches on the market, Mobilisa realized it needed a router-based solution. The ability to deliver wireless features on moving platforms required an advanced network with several complex algorithms to allow passengers to stay connected while they move through the boat and as the ferry travels between docks.

Additionally, the system needed to provide wireless access to passengers waiting in the terminal and in their cars in the terminal parking lots.

"Numerous wireless technologies on the market could address specific requirements such as basic access," said Dr. Nelson Ludlow, CEO of Mobilisa. "However, Chantry's BeaconWorks was the only solution available that could service the large number of users, address the need for seamless roaming in complex conditions, make it easy for the passengers to use the system, and provide a simple way to administer the system."

Mobilisa worked with the Washington State Ferries system and United States Senator Patty Murray to secure a research and development grant from the Federal Department of Transportation to develop and deploy the wireless network.

The wireless network is currently live on the M/V Klickitat, serving the Port Townsend to Keystone route. In total, the network will be installed on three major ferry routes and is expected to serve 300 – 400 concurrent users.

The successful deployment has captured significant media attention, including coverage in *The New York Times*, *The Seattle Post Intelligencer*, *USA Today* and *Forbes.com*.

#### **About BeaconWorks**

BeaconWorks is a router-based fit (thin) access point architecture for more scalable and easily maintained wireless LANs. The solution consists of the BeaconMaster™ access controller with BeaconPoint™ access points. Embedded in BeaconWorks is Chantry's innovative VNSWorks™ technology that manages multiple virtual wireless networks over one physical wireless network. This technology provides yet one more cost effective approach to meeting the needs of wireless users.

BeaconWorks is the only Layer 3 router certified by the Wi-Fi Alliance for 802.11 a/b/g compliance.

Since the launch of BeaconWorks in April 2003, Chantry's wireless solutions have been adopted by a number of leading healthcare, government, hospitality and higher education institutions. Chantry has been named both a winner and finalist for a number of industry awards, including "Best of Show" for Voice over IP at WiFi Planet Spring 2004, "Best of Show" Finalist at Network+Interop 2003, the Investor's Choice "Best Follow-On Investment Opportunity" from VentureFair, the "Forum Favorite" award from the Canadian IT Financing Forum and University Business' ShowStopper award at EDUCAUSE 2003.

#### **About Chantry Networks**

Chantry Networks is the creator of BeaconWorks, an innovative, Layer 3 wireless LAN (WLAN) solution. Offering unprecedented scalability and availability, coupled with unique network virtualization features, BeaconWorks overcomes the obstacles inherent in traditional WLAN systems to provide enterprises and service providers with the first economical and practical solution for building seamless and pervasive wireless networks. Founded in April of 2002, Chantry Networks is headquartered in Boston with offices in Chicago, Denver, New York, Washington, D.C., San Francisco and Toronto. Chantry is

backed by top-tier investors including Flagship Ventures, Primaxis Technology Ventures, Venture Coaches/ Skypoint Capital and Ventures West. For more information on Chantry Networks visit [www.chantrynetworks.com](http://www.chantrynetworks.com).

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