

**Contact:**

Sharon Cullina  
Chantry Networks  
781-547-0062  
scullina@chantrynetworks.com

Kelley Kassa  
SparkSource, Inc.  
(781) 274-6061 x206  
kkassa@sparksource.com

**CHANTRY NETWORKS INTRODUCES EXTENDED FAMILY OF WIRELESS LAN SOLUTIONS FOR COST-EFFECTIVE, STATE-OF-THE-ART WIRELESS NETWORKS**

**Chantry's Award-Winning BeaconWorks™ Leverages Industry Standards While Enhancing the Most Scalable WLAN in the Marketplace**

BOSTON—February 9, 2004—Chantry Networks, the leading innovator of routed wireless networking technology, has extended its BeaconWorks product suite with IEEE 802.11 a/b/g compliance and multiple controller and access point configuration options. These new product enhancements allow enterprise customers of all shapes and sizes to deploy sophisticated WiFi technology cost effectively without sacrificing the benefits of centralized management, high availability and secure seamless mobility.

“Wireless LANs are not a one-size-fits-all technology”, said Tom Racca, vice president of marketing for Chantry Networks. “We have extended the BeaconWorks product family to address the full range of customer needs. Enterprise customers require a spectrum of solutions depending on their user populations, geographic locations, deployment strategies and use of existing infrastructure”.

BeaconWorks solutions are now optimized for all enterprise WLAN deployment scenarios:

- Large-scale campus wide environments
- Branch office, multi-site, centrally managed WLAN applications
- Phased deployment strategies
- Mixed vendor environments to ease a transition to new standards and centralized management
- Mid-sized enterprise networks that require the security and control of a large infrastructure

BeaconWorks provides wireless connectivity directly over IP (Internet Protocol). This approach enables out-of-the-box compatibility with leading wired network infrastructure, provides the foundation for wireless voice over IP (VoIP) and gives customers a future-proof solution for wireless data and voice communications. The entire line of BeaconWorks products includes Chantry's innovative VNSWorks™ technology for intelligent wireless subnets that enable differentiated provisioning and policing between different types of user groups, over one physical network. Additionally, this approach enables companies to use wireless with their existing network security and VPN solutions.

“Many wireless solutions on the market are perfect for large businesses with dedicated IT resources,” said Dr. Rebecca Hea, Senior Administrator, Denver Children's Home. “However,

even small organizations like ours want to take advantage of the measurable and growing benefits of wireless technologies. Chantry's BeaconWorks solution is a perfect fit for us – not only does it enable us to begin wireless on a small scale, but also its 'plug and play' capability is ideal for our size IT department.”

“There are many solutions available for enabling wireless networks,” said Kevin Baradet, Chief Technology Officer, Johnson Graduate School of Management, Cornell University in Ithaca, New York. “When evaluating products, we examined such vital requirements as scalability, manageability and compliance with standards. We have been using Chantry's BeaconWorks product because of its ability to scale to more users than any other product, its ease of manageability by eliminating the need for a switch in every wiring closet and its compliance with standards, which gives customers peace of mind when selecting a vendor.”

“Mid-size to large organizations have been leading the adoption of 802.11 wireless LANs,” said Dennis Dinsmore, President of Integrisys Systems, a Chantry Networks Reseller. “Chantry's approach allows organizations of all sizes to deploy wireless connectivity without having to compromise on the benefits of an IP Layer 3 router-based centralized management architecture. Chantry's solution differentiation is of particular importance to the reseller community – allowing us to serve broader market segments and address many customer deployment requirements.

#### **Leveraging the latest in wireless standards**

Chantry's BeaconWorks leverages the most widely accepted and developing industry standards. All of the BeaconWorks' products comply with IEEE 802.11 a/b/g standards, ensuring customers interoperability among and between other 802.11 a/b/g-based solutions.

Through its architecture and integration with leading technology providers including Check Point Software Technologies Ltd. (Nasdaq: CHKP) and Propagate Networks, Chantry's BeaconWorks gives users the latest and most-proven technologies for secure wireless networks, seamless roaming, unparalleled RF management and central administration. These features all make it easy for customers to deploy and manage large-scale wireless LANs with a low TCO and maximum benefits.

“Phased WLAN deployments are an excellent option for organizations taking their first steps in wireless, or those seeking to make their IT infrastructure more flexible and more tightly linked to business needs,” said Warren Wilson, practice director of Mobile & Wireless Business Solutions for Summit Strategies. “Chantry's approach simplifies WLAN deployment by leveraging existing infrastructure elements, and helps customers gain the benefits of wireless quickly, with less risk and investment.”

#### **Pricing and availability**

BeaconWorks, BeaconMasters™, BeaconPoints™, and VNSWorks (all compliant with 802.11 a/b/g) are available immediately from Chantry Networks and its authorized reseller partners.

As part of this announcement, Chantry is introducing six new BeaconMaster models for greater flexibility in purchasing and deploying wireless LANs. A full-feature BeaconMaster starts at under \$8,000 with BeaconPoints starting at \$395. This gives customers the ability to configure BeaconMasters and BeaconPoints for a wireless network that suits their specific requirements for scalability and coverage at the lowest cost per square foot possible.

**About Chantry Networks**

Chantry Networks is the creator of BeaconWorks, an innovative, IP-based 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, San Francisco and Toronto. Chantry is backed by top-tier investors including Flagship Ventures, Primaxis Technology Ventures, Venture Coaches and Ventures West.

###