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Chantry Networks Teams with Proficio Group to Expand Availability of BeaconWorks Award-Winning Wireless Solutions in the Asia/Pacific Region

Waltham, MA- November 15, 2004—Chantry Networks, the leading provider of secure integrated mobility management solutions, today announced that it has partnered with the Proficio Group to develop and support sales in the Asia/Pacific region. The Proficio Group is highly experienced in developing new markets for technology companies and has offices throughout Asia and the Pacific. Proficio will evangelize Chantry Networks' products and develop a channel and support network to ensure successful adoption of this award-winning technology.

“The demand for wireless solutions in Asia/Pacific is exploding and up until now we have not been able to recommend a product that effectively meets the needs of enterprises deploying wireless networks,” said Tim McElwee, Proficio’s Chairman and CEO.

“Voice over IP is gaining tremendous momentum in the Asia/Pacific region and Chantry Networks is the only company that has designed a solution from the ground up to allow seamless roaming with quality of service throughout an enterprise.”

“BeaconWorks™ has gained wide acceptance in North America,” said Phil Vellella, vice president of worldwide sales, Chantry Networks. “As we enter 2005, Chantry Networks is looking to build on this success and expand into other worldwide markets. After due diligence, we selected the Proficio Group to partner with us in Asia/Pacific. Proficio has a level of knowledge and expertise that complements our reputation in North America.”

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.

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About Chantry Networks

Chantry Networks is the leading provider of secure integrated mobility management solutions for wireless networks. Chantry's innovative WLAN suite of products, BeaconWorks, offers unprecedented scalability and availability, coupled with unique network virtualization features, to overcome the obstacles inherent in traditional WLAN systems and 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, Siemens Venture Capital, Venture Coaches/Skypoint Capital and Ventures West.

About Proficio Group

Proficio Group provides global execution management solutions for companies wishing to accelerate their business plans. Proficio Group is located in the U.S., Europe, Asia, and Australia and has built a successful model helping technology companies define and execute breakthrough strategies. Proficio is made up of senior executive who have built successful careers in the communications and security industries and brings a combination of proven management experience, customer access, and industry domain knowledge to help clients develop new markets, recruit channels, and achieve revenue traction.

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