

An Open Letter to Enterasys RoamAbout Wireless Customers and Partners

On 6 June 2008, St. Louis-based [Belden announced plans to acquire Trapeze Networks](#) of Pleasanton, California. Enterasys views this as a positive move that will strengthen our wireless offerings without negatively impacting any of the customer and partner relationships critical to our growth. It will be “business as usual” as portions of the [RoamAbout® wireless solutions](#) continue to be provided to Enterasys under an OEM agreement with Trapeze. Trapeze, as a Belden company, will honor all existing contracts. Enterasys and Trapeze have a multi-year agreement in place and are close to finalizing additional extensions to those agreements.

Belden and Trapeze [expect the transaction to close in approximately 30 days](#), subject to review by antitrust authorities and other customary closing conditions. Enterasys commends Trapeze’s desire to seek a buyer that would not jeopardize any of their current OEM relationships. The Trapeze acquisition has a positive impact on the Enterasys strategy to unify wired and wireless infrastructures through identity-based, service-oriented management software that provides centralized visibility and control over the priority and security of users and applications. Enterasys anticipates this transaction will yield a positive outcome by bringing the scale, stability and financial resources of Belden together with Trapeze. The company will be referred to as Trapeze Networks – A Belden Brand.

Enterasys is committed to preserving the financial and knowledge investments our customers and partners have made in the RoamAbout solutions. Both Belden and Trapeze are committed to continued investment and development of the Enterasys RoamAbout WiFi solutions that prioritize and secure voice, video and data communications. Specifically, Trapeze will continue to deliver firmware and software enhancements for both Trapeze-branded controllers and access points, along with the Enterasys-branded controllers (8100/8200/8400/8500) and Enterasys-branded access points (1002/1602/3000/4102). Enterasys begins shipments of 802.11n wireless products in June 2008.

“Our companies already have a positive working relationship,” said John Stroup, CEO of Belden. *“Ongoing communications and collaboration between Belden, Enterasys and Trapeze will continue to benefit customers and partners worldwide.”*

Belden is the worldwide leader in cabling infrastructure over all types of media. This acquisition builds on Belden’s market-leading position as a complete signal transmission solutions provider by adding a recognized leader in the wireless LAN industry to their portfolio.

“Enterasys RoamAbout customers and partners should not notice an immediate change, nor see any interruption in service or support through the acquisition,” said Jim Vogt, President and CEO of Trapeze Networks. *“Customers and partners currently purchasing Trapeze products can continue to do so with assurance that their current and future needs will be met with unparalleled service, support, and products.”*

Trapeze Networks recently began deployment of its Smart Mobile™ 802.11n wireless network product suite campus-wide at the University of Minnesota, the largest ever 802.11n deployment to date with over 9,500 wireless access points in 300 buildings over 1200 acres. Belden and Trapeze are expected to leverage each other’s core technologies, global sales channels, OEM relationships, and industry expertise to grow and expand within all market segments, including, the healthcare, education, hospitality, manufacturing, and industrial verticals.



While some vendors in the marketplace may engage in opportunistic competitive replacement offers, rest assured that Belden, Enterasys and Trapeze are united in our efforts to avoid any changes that would negatively impact current relationships, or interrupt our current wireless solution offerings. There is nothing more important than our customers.

We want to thank you for your business and the trust you place in us to help align your networking infrastructure with business requirements while optimizing daily operations. We look forward to the next opportunity to earn the right to your business by assuring the confidentiality, integrity and availability of your information – without sacrificing performance. Our best wishes to you for your continued growth and success.

If you have any further questions or concerns, please do not hesitate to contact us at +1 978 684 1199 or Jim Vogt at +1 925 474 2202.

Sincerely,

[The Enterasys Management Team](#)