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NEWS

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PIGEON POINT SYSTEMS™ RELEASES INDUSTRY'S FIRST SHELF MANAGER SUPPORTING BOTH AdvancedTCA® AND CompactPCI®

SCOTTS VALLEY, CA USA – January 2004 – Pigeon Point Systems announced today that the IPM Sentry™ Shelf Manager now supports compatible management of CompactPCI and AdvancedTCA shelves and is designed to extend similar compatibility to shelves based on the emerging CompactTCA™ specification. The IPM Sentry Shelf Manager is the first shelf manager for AdvancedTCA and in just a year after specification adoption, Pigeon Point Systems has shipped many hundreds of shelf managers for use in AdvancedTCA shelves. IPM Sentry is a family of hardware and software products that enable cost-effective, interoperable management of open modular platforms based on the Intelligent Platform Management Interface (IPMI). Using IPM Sentry components, developers of AdvancedTCA and CompactPCI products can quickly and cost-effectively incorporate compliant, competitive and interoperability tested management subsystems.

“Our IPM Sentry Shelf Manager was designed from the beginning to provide compatible management of shelves based on any of the PICMG platform architectures. One of AdvancedTCA's strengths is the rich and mandatory management framework it defines. We're applying that framework across the other PICMG architectures so that shelf providers and their customers have a single compatible management architecture,” said Mark Overgaard, President of Pigeon Point Systems. “We are the best source for off-the-shelf platform management components and we are building a critical mass of vendors and suppliers who support our

approach. Companies who are already integrating the IPM Sentry Shelf Manager include APW Electronic Solutions, Asis, Carlo Gavazzi Mupac Electronic Packaging, Elma Electronic, Kaparel Corporation—a Rittal Company, Pentair/Schroff, Performance Technologies and Siemens Mobile Communications SpA. At least nine distinct IPM Sentry Shelf Manager configurations are shipping or in development among PPS' partner companies.”

One of the simplest ways to incorporate an IPM Sentry Shelf Manager into a shelf is to build a shelf-specific carrier board for the IPM Sentry ShMM-300, a small (67.60mm x 50.80mm) Shelf Management Mezzanine (ShMM), quickly enabling a highly manageable and specification-compliant shelf, including sophisticated support for dual redundant Shelf Managers, if desired. The IPM Sentry Shelf Manager supports a rich set of shelf-external interfaces: Remote Management Control Protocol (RMCP—as required by PICMG 3.0), Simple Network Management Protocol (SNMP), command line and web-based access.

Further accelerating time to market, the IPM Sentry Shelf Management Starter Kit provides a bench top shelf manager board and two bench top IPM Controllers boards (each emulating the management aspects of a board in a shelf). This configuration allows immediate hands-on interaction with compliant shelf management functionality, even before custom hardware exists. When that custom hardware is available, the bench top hardware can be used as a reference during the integration process. The Starter Kit also includes a comprehensive set of technical specifications and schematics for a reference ShMM-300 carrier card (specifically for the bench top carrier). As part of the Starter Kit package, Pigeon Point Systems provides a thorough technical review of customer-created ShMM-300 carrier designs based on those schematics. Complete source code for the IPM Sentry Shelf Manager is available as an option to Starter Kit customers, as well.

“The flexibility of Pigeon Point Systems' modular approach to shelf management is already paying off for PICMG shelf providers, with a wide range of companies from leading electronic packaging vendors to Tier 1 telecom equipment manufacturers integrating IPM Sentry components into their shelves,” said Joe Pavlat, President of PICMG. “I expect the flexibility of the IPM Sentry approach to be a strong contributor to growing the AdvancedTCA market from the hundreds of management-compliant shelves shipped in 2003 (almost all of them using the IPM Sentry Shelf Manager) to the hundreds of thousands of shelves expected to be shipped by 2007, based on the PICMG co-sponsored AdvancedTCA market study from RHK, Inc.”

For more detail on the IPM Sentry products, visit www.pigeonpoint.com.

Supplementary Quotes

““We are integrating the IPM Sentry Shelf Manager and ShMM-300 mezzanine into our new AdvancedTCA shelf product,” said Frank Cooper, VP Sales and Marketing of APW Electronic Solutions. “One of our benefits in this approach is getting to market more quickly (and with reduced internal resources) by using these off-the-shelf components. A second benefit is reduced risk of incompatibility issues for our customers since the IPM Sentry Shelf Manager is becoming a de-facto standard. We are confident we have a winning strategy and partnership with Pigeon Point Systems.”

“Using the IPM Sentry shelf management solution allowed us to design a cost effective enclosure without missing any of the PICMG 3.X standard requirements,” said David Segev, General Manager of Asis, Ltd.

“CG Mupac is integrating Pigeon Point Systems’ IPM Sentry shelf management components into our AdvancedTCA platforms,” said Steve Corbesero, Vice President of CG Mupac Computing Solutions. “Since these components are already widely used in AdvancedTCA shelves and PPS is deeply expert on the management aspects of AdvancedTCA, we have high confidence that our systems will be compliant to the specification and, even more important, that they will interoperate with other AdvancedTCA products.”

“IPM Sentry building blocks have been successfully integrated as a core feature in our AdvancedTCA and CompactPCI shelf solutions, enabling Elma to offer innovative platform designs with advanced and modular management capabilities,” said Ram Rajan, VP of Engineering for Elma Electronic, Inc. “The bench top hardware in the IPM Sentry Starter Kits proved to be a valuable tool in accelerating our interoperability testing and hands-on experience with IPMI-based management.”

“Kaparel has designed the IPM Sentry Shelf Manager into our AdvancedTCA Shelf product offering and we have been pleased with the support that Pigeon Point Systems is providing to these efforts,” commented Jacques Houde, Director of Engineering for Kaparel Corporation, a Rittal Company. “We have chosen to include the IPM Sentry off-the-shelf components as an extension of our own internal development to provide AdvancedTCA solutions quickly to the market.”

“Management is a key differentiator within Performance Technologies’ extensive Ipnexus™ Advanced Managed Platform product line,” said Tony Romero, Product Marketing Manager at Performance Technologies. “Pigeon Point Systems’ IPM Sentry software provided a solid foundation ported onto our IPMI-based Intelligent Shelf Manager, allowing us to easily extend the feature set to meet the needs of our customers, and introduce fully managed platforms based on CompactPCI standards.”

“Schroff has adopted the IPM Sentry shelf management technology as a cornerstone of our chassis management products.” said Laurie Burger, Director of Business Development, Pentair Electronic Packaging. “The flexibility in implementation and the ability to reconfigure the Shelf Manager’s capability via software has enabled us to adapt the technology to a range of products. These capabilities include not only shelf management, but also thermal management.”

About Pigeon Point Systems

Pigeon Point Systems (PPS) provides products and services that enable cost-effective management of standards-based platforms—including AdvancedTCA, CompactTCA and CompactPCI—and is a leader in the definition of those platforms. With its IPM Sentry shelf management products, PPS offers the first shelf management building blocks that compatibly support AdvancedTCA and CompactPCI, with similar support for CompactTCA to come. The IPM Sentry board management products—also the first off-the-shelf offerings in the industry—enable compact, cost-effective management subsystems for boards and other field replaceable units (FRUs).

PPS, an executive member of PICMG, is a leader in the AdvancedTCA and CompactTCA subcommittees and is active in many other technical subcommittees. For more information about PPS, visit www.pigeonpoint.com or call 831-438-1565.

Editor’s Note: *Nomenclature Update* — As of April, 2006, PPS is replacing “IPM Sentry™” as its management component product family name by “Pigeon Point™”, a trademark of Pigeon Point Systems. For instance, new references to the ShMM-300 addressed in this news release should be to the Pigeon Point™ ShMM-300.

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