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Coactive Joins 3Com to Demonstrate Convergence of Control and Enterprise Networks at Retail Systems '98

Standards-based WAN Connection Supports Real-time Remote Monitoring and Control of In-store Refrigeration, Energy, Security, and Other Equipment

SAUSALITO, Calif., June 16, 1998 -- Coactive Networks, a pioneer in control network connectivity solutions, and 3Com Corporation (Nasdaq: COMS), the leader in providing innovative networked solutions to retailers, will demonstrate remote monitoring and control of in-store refrigeration, energy, security, and other equipment over a WAN at the Retail Systems '98 conference in New Orleans, June 16-18.

As the networking environment evolves, MIS personnel must begin to integrate commercial systems that have been traditionally outside of their sphere of influence. These automation and control systems cover diverse applications that can add efficiencies and save money for the enterprise.

The Coactive demonstration will show how real-time central monitoring of a store's energy consumption, status of major equipment, and security surveillance can help retailers ensure that equipment is being fully utilized, eliminate unnecessary energy costs, and reduce shrinkage at their branch outlets. A real-time control solution represents a significant innovation that will bring a new wave of retail cost reduction.

"Major retailers collectively spend billions of dollars each year on telecommunications, making this their number one information technology expense after salaries," said Jeff Siegel, 3Com group manager for retail, distribution and lodging. "Control network connectivity as demonstrated by Coactive Networks represents an innovative way to eliminate redundant communications channels, reduce energy and equipment maintenance expenses, and increase the return on investment in networking technology."

About 3Com

3Com networked solutions provide enterprise connectivity for a majority of major retailers around the world, including Wal-Mart, Sears Roebuck, American Stores, Home Depot, Eckerd Drug Stores, JCPenney, Rite Aid, Carrefour, Lowes Home Centers, OfficeMax, Pep Boys, LL Bean, The Gap, Musicland, TJX Companies, Hudsons Bay Company, Ross Stores, Nordstroms, Kinkos, Woolworths Australia, Boots plc, Marks & Spencer, and Harrods.

3Com Corporation enables individuals and organizations worldwide to communicate and share information and resources at anytime from anywhere. As one of the world's preeminent suppliers of data, voice and video communications technology, 3Com has delivered networking solutions to more than 100 million customers worldwide. The company provides enterprises, network service providers and carriers, small businesses and consumers with comprehensive, innovative information access products and system solutions for building intelligent, reliable and high performance local and wide area networks. For further information, visit 3Com's World Wide Web site at http://www.3com.com, or the press site at http://www.3Com.com/pressbox.

Coactive Networks Press Release

About Coactive Networks

Coactive Networks is a leading provider of open solutions for connecting control systems to enterprise networks and the Internet. The company offers a full line of routers, servers, and gateways for creating powerful next-generation applications, and is the market leader in providing connectivity solutions for LonWorks, the leading control network. Coactive is a privately held corporation based in Sausalito, CA. Detailed information on Coactive products, news announcements, seminars, training, and support is available on the World Wide Web at http://www.coactive.com.

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