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Coactive Networks Announces System Provider Partner Program

Major Building Automation System Providers to Offer LAN and Internet-Enabled Systems Using Coactive's Network Connectivity Products

SAUSALITO, Calif., January 25, 1999 — Coactive Networks, a leading provider of open solutions for connecting control systems to enterprise networks and the Internet, today announced its System Provider Partner (SPP) Program and first SPP partners. New SPP partners include Alya International, CIRCON Technology, Electronic Systems USA, Siebe Environmental Controls, Silicon Energy Corporation, TAC AB, and US Filter Control Systems. These partnership agreements with Coactive represent the accelerating demand for control system connectivity to Internet Protocol (IP), the most pervasive enterprise networking standard.

Coactive's SPP program is a channel program in which registered partners supply one or more of Coactive's networking products as part of an integrated system offering. Coactive's products are tested and pre-configured to match other system components and are available to the partner's customer base. The SPP partners provide their customers with the assurance of having tested and integrated Coactive's products with their own systems, and with the convenience of purchasing network connectivity as a system option from a single vendor. SPP partners also provide customers with technical support for Coactive products, backed up by training and support from Coactive.

"Coactive has carefully chosen and trained its SPP partners to provide powerful integrated systems that address a variety of applications in building automation, energy management, and equipment monitoring," said David Gaw, president of Coactive. "The SPP program enables us to continue expanding our sales efforts globally, as these applications become increasingly connected into the enterprise network."

"CIRCON's commitment to extend beyond traditional temperature controls and HVAC solutions already includes card access and lighting capabilities. In partnership with Coactive we can now add more value to our comprehensive control solutions by integrating control technology over the pervasive IP network," said Michael Togyi, director of marketing for CIRCON Technology, a leading developer and manufacturer of open systems-based facility automation and information systems. "The Coactive partnership allows us to offer customers reliable and cost-effective network connectivity products as part of an integrated LonWorks-based system."

"Siebe Environmental Controls is dedicated to offering non-proprietary, open, interoperable systems for building automation. By partnering with Coactive Networks, we have opened our system to extend our LON Networks to Ethernet connectivity, through Coactive products." said Patty Nichols, Marketing Manager for Siebe Environmental Controls. "We look forward to a long and profitable relationship with Coactive ... Profitable for both companies and more importantly, profitable for our customers."

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 commercial and residential network connectivity products, and is the market leader in providing connectivity solutions for EIA-709 (LonWorks), the leading open 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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