

Contact: **Barry Cioe**
Enterasys Networks
+1 978 684 1525
bcioe@enterasys.com

Michelle Barry
BridgeView Marketing
+1 603 570 7533
michelle@bridgeviewmarketing.com

Enterasys Solutions Now Available at MHEC Contract Pricing

Partnership with Midwestern Higher Education Compact Gives Colleges, K-12 School Districts Discounted Access to Secure Connectivity

Andover, Mass.–June 22, 2009 – Enterasys, the network infrastructure and security division of Siemens Enterprise Communications Group, and the Midwestern Higher Education Compact (MHEC) today announced that they have reached an agreement that provides institutions of the organization’s 12 member states contract pricing on Enterasys’ full range of networking connectivity and security solutions. This contract is available to all public and not-for-profit higher education institutions and K-12 schools and districts in MHEC’s 12-state region. Because MHEC is a statutory entity and has competitively bid the contract, purchasers do not need to issue their own request for proposal (RFP). Instead, they can buy directly from the MHEC-Enterasys contract, making it even easier to take advantage of the performance and savings.

“MHEC’s technology committee has selected Enterasys as a partnering vendor based on the quality of its solutions and its understanding of the technology challenges that educational institutions face today,” said MHEC President Larry Isaak. “We recognize Enterasys as a market leader and believe our member states will benefit from this technology through improved efficiency and higher levels of overall collaboration as well as significant savings.”

MHEC, which is charged with promoting collaboration and resource sharing among public and private higher education institutions in the Midwest, has undertaken several different technology initiatives over the years to increase productivity and reduce administrative costs, including developing hardware and software programs that have saved MHEC member states over \$81.9

million since the program's inception. The Compact's 12 member states include Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin.

Enterasys has hundreds of customers in the [education market](#) nationally, including K-12 school districts and both public and private higher learning institutions. These organizations rely on Enterasys solutions to protect and enhance their network while simplifying management – all at a fraction of the cost of other vendors.

“We selected Enterasys to provide our core network electronics because they provided the features we needed and the support we wanted at an extremely competitive price,” explained Russell Helm, CIO at the University of Central Missouri. “Their solution was robust, reliable, and cost-effective, but more importantly, in Enterasys we found an organization with which we could form a collaborative partnership.”

Enterasys purchasing information for MHEC member states is available at: www.mhectechnology.org/enterasys. Those wishing to purchase quantities of 25 or higher are encouraged to contact an Enterasys sales representative for possible further discounts.

About Enterasys Networks

Enterasys is the network infrastructure and security division of Siemens Enterprise Communications Group, a Gores Group company. Enterasys® network switching, routing and security solutions are used by thousands of customers in more than 70 countries worldwide to deliver business-oriented, identity-based visibility and control for voice, video, and data applications. The company's open-architecture solutions enable easy to deploy role-based access controls and prioritization for wired and wireless environments with integrated management and security that deliver investment protection, operational efficiency, and significantly reduced total cost of ownership. The Enterasys culture is centered on the principle "There is nothing more important than our customers" with industry-leading technical support. More information about Enterasys hardware, software, services and training is available at www.enterasys.com.

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