



BT INS, Inc. Becomes Nortel Developer Partner IPControl™ Sapphire Appliances, Offered by BT Diamond IP, Attain Nortel Compatible Product Designation

March 4, 2008 -- BT INS, Inc., a leading provider of software and appliance products developed and marketed by wholly-owned division BT Diamond IP, today announced that it has achieved the status of Developer Partner in the Nortel Developer Program. Through this program, BT INS and Nortel will now work more closely in identifying, delivering and promoting enhanced solutions to help mutual customers effectively manage their complex IP networks. BT is Nortel's largest EMEA enterprise partner.

BT Diamond IP's appliance products, IPControl Sapphire Rel. 2.2, were tested in a Nortel lab facility and verified as compatible with various Nortel platforms, including Ethernet Routing Switch 8600 Rel. 4.1.3, Ethernet Routing Switch 8300 Rel. 3.0.2.0, Ethernet Routing Switch 5520 Rel. 5.0.5 and Secure Router 1001 Rel. 9.2. By focusing on products that bear the Nortel Compatible Product brand mark, Nortel customers can be assured these products have been verified to use established, supported Nortel interfaces and integration specifications. IP address management solutions from BT Diamond IP can help Nortel customers and service providers reduce their total cost of ownership by improving the management workflow of assigning and maintaining their IP addresses.

"We are pleased to have been chosen by Nortel as the preferred solution provider to enable its customers to effectively manage their IP addresses," stated Rick Tallman, BT INS senior vice president of software solutions. "BT's longtime relationship with Nortel means that its customers can take advantage of all the features in IPControl Sapphire appliances while continuing to receive the quality and service they have come to expect from a worldwide leader in communications."

"Nortel and BT have worked together since 1990, delivering market-leading converged communications solutions to businesses in all sectors and of all sizes," stated Paul Woodruff, General Manager of Enterprise Network and Services Management at Nortel. "BT's newest status as a Developer Partner and the addition of IPControl Sapphire to our list of Nortel Compatible Products will greatly benefit Nortel customers looking to improve the management of their IP address space."

BT Diamond's IP's, next generation, IPControl Sapphire, is a centralized IPAM system that enables enterprises and service providers to take control of their IP address space and manage it according to their own policies and procedures. IPControl uses a centralized management approach, providing an accurate, consistent IP database with the ability to deploy DHCP and DNS server configurations to native ISC, BIND, Microsoft and IPControl Sapphire DHCP and DNS servers. Sapphire appliances are available in three models, ranging from Sapphire 20, a data center quality 2U platform, Sapphire 10, a mid-range platform, to Sapphire 5, a branch office platform. Nortel customers can mix and match various models.

The Nortel Ethernet Routing Switch 8600 combines Terabit performance with Nortel's unique reliability technologies to create the basis of a Resilient Terabit cluster solution and to provide enterprises with a truly unified communications network. The Chassis-based Ethernet Routing Switch 8600 scales up to 384 Gigabit Ethernet ports and 24 10 Gigabit Ethernet ports as well as

enables WAN connectivity for ATM, PoS, and Wave Division Multiplexing technologies to provide a solid foundation for future network growth.

The Nortel Ethernet Routing Switch 8300 is the next generation of cost effective, Power over Ethernet (PoE)-enabled, modular routing switch for high-density access and mid-range core networking. Delivering high density 10/100/1000, Gigabit SFP and 10G XFP Ethernet connectivity, wire-speed Layer 3 switching, industry leading resiliency, security and services, it is the solution for enterprises seeking to extend the intelligence of their network.

The Nortel Ethernet Routing Switch 5520 models are stackable 10/100/1000 Mbps Ethernet Layer 3 routing switches designed to provide high-density Gigabit desktop connectivity and PoE capability to mid-size and large enterprise customers' wiring closets. The Nortel Secure Router 1001 is suitable for use in enterprise remote sites, branch offices or in any location needing a direct Internet connection. Featuring a single T1/E1 or serial WAN port, respectively, the Secure Router 1001 packs a powerful punch in a feature-packed platform that can scale from fractional T1/E1 to wire-speed T1/E1 bandwidth, even when delivering small packets and after enabling advanced services. Optional ISDN BRI backup provides high resiliency.

The Nortel Developer Program is a co-marketing and compatibility testing program which acts as a liaison with leading independent software and hardware vendors to encourage and empower the development of innovative solutions that complement and enhance Nortel communication platforms, including traditional telephony, IP telephony, contact centers, and converged networks. The Nortel Developer Program has established a website specifically designed to promote Nortel Developer Partners and their Compatible Products. Simply enter www.nortel.com/developer into your web browser address field.

About BT INS

BT INS is a leading global provider of business-driven information technology consulting and software solutions. Through our wholly-owned software division, BT Diamond IP, we offer software and appliance products that help customers effectively manage complex IP networks. These next-generation IP management solutions help businesses more efficiently manage IP address space across mid-to-very large sized enterprise and service provider networks. Our cable firmware management solution helps broadband cable operators automate and simplify the process of upgrading and maintaining firmware on DOCSIS devices in the field. Our customers include regional, national and global service providers and enterprises in all major industries. For additional information, please visit <http://btdiamondip.com> or call 1-800-390-6295 in the US or +1-610-423-4770 worldwide.

Analyst/Media Contact

Rick Blum
Director, Strategic Marketing
BT INS
1-978-318-9449
rick.blum@bt.com