

ENTERASYS NETWORKS ANNOUNCES NEW "WORLDWIDE PARTNER PROGRAMME"

Submitted by: MCC International Ltd

Monday, 21 May 2001

Comprehensive Partner Program Reinforces Commitment To A Worldwide Channels Model Focused On Enterprise Customers

Newbury, UK - May 21, 2001 – Enterasys Networks, a leader in secure, available and mobile enterprise communications solutions, today announced its new "Worldwide Partner Programme" which strengthens its concentration on a channel-focused sales model.

Designed to make it easier to do business with Enterasys, the program creates a unified, tiered program that helps partners with marketing, sales support, education, accreditation, technical support, and incentives. As a segmented program based on skills and solutions, it enables better delivery of world-class solutions to end-users, while offering higher margins for partners.

In announcing the new program, Enterasys President Henry Fiallo said, "Enterasys understands that as an enterprise-class solutions provider, we need to provide a well integrated solutions approach that engages highly-qualified channel partners. With the creation of this new program, we are able to offer a global and differentiated program for the delivery of proven, high-quality, comprehensive and customised solutions to enterprise customers."

Customers will see increased access to industry recognized enterprise solutions and technology in the areas of security, availability, and mobility. They will also be offered increased support from an array of well-trained and certified Partners who have been selected for their expertise in providing complete solutions.

"Proactive and highly-skilled channel partners have become a practical necessity for vendors building market share in the enterprise networking space," said IDC analyst Ken Presti. "The Enterasys partner program is aimed specifically at high value-add resellers, integrators, and distributors, and offers a solid foundation upon which those all-important relationships can be built."

Both solution and technology providers will find it easier to partner with a company that understands the power of partnership and is committed to building and maintaining long-term, profitable relationships. The Partner Programme is a targeted, solutions-based approach to partnering that offers the industry's most comprehensive array of partnership benefits. In addition, differentiated technology certifications and sales aids will help Partners specialize in higher-value, more profitable technologies and vertical markets.

"We are extremely pleased with the announcement of Enterasys' new Partner Programme as it confirms its continued commitment to the channel," commented Adrian Botterill, director of Emerging Markets and Technologies for Azlan, a leading distributor for Enterasys. "As a distributor we always look for vendor differentiation in the market. Through Enterasys' new Partner Programme and their unique focus on security, availability, and mobility solutions, we feel that we have the tools to drive further business through our value added partners."

New Enterasys Partner Levels:

Partners who resell or distribute Enterasys solutions will be classified in one of the following four categories. They may be large or small organisations, and offer a total solution, or focus on a technology or vertical solution:

- Elite Partners - provide expertise in all of Enterasys' complete end-to-end solutions, incorporating services, software, and hardware for their customers.
- Certified Partners - experts in one or more Enterasys solutions and may incorporate services, software, and hardware for their customers.
- Associate Members - resellers that act as a channel for Enterasys' networking products and have access to Enterasys information necessary to develop their business.
- Distributors - provide an effective value-added delivery channel for the supply of Enterasys solutions.

About Enterasys Networks

Enterasys Networks is a new type of company that combines a single market focus with a strong technology heritage to provide communications infrastructures for enterprise-class customers. Enterasys' networking hardware and software offerings deliver the innovative security, availability and mobility solutions required by Global 2000 organizations, coupled with the industry's strongest service and support. Based in Rochester, New Hampshire, Enterasys is backed by Silver Lake Partners and Cabletron Systems (NYSE: CS), and was named a "Company to Watch in 2001" by CIO Magazine. For more information, visit <http://www.enterasys.com>.

This release may contain projections or other forward-looking statements regarding the future financial performance of the Company or other future events and circumstances. Such forward-looking statements by their nature involve risks and uncertainties, and actual results or events could differ materially. Risks that could cause actual events or results to differ materially from those in described in the projections or forward-looking statements include business disruption and market perceptions associated with the Company's plan to transform its business into four independent operating subsidiaries, as well as risks associated with competitive conditions, pricing and margin pressures as a result of product shifts and changes in market dynamics, greater use of, and expenses associate with, distributors and resellers, limited management resources, the Company's acquisition strategy, volatility in the stock markets and market valuations being placed on communications infrastructure and service companies, technological changes, intellectual property protection and related issues, dependence on suppliers and contract manufacturers, and potential volatility in operating results, among others. For a more detailed discussion of these and other risks and uncertainties related to the company's business, please refer to the Company's most recent filings with the Securities and Exchange Commission, including the Company's most recent annual report on Form 10-K, and the Company's other recent reports on Form 10-Q and Form 8-K.

Editorial Contacts:

MCC International Ltd

Martin Brindley / Natalie Johnson

Tel: 01962 888100

email: martin.brindley@mccint.com

natalie.johnson@mccint.com

