

# ENTERASYS NETWORKS™ AND COMPUTER 2000 INK UK DISTRIBUTION AGREEMENT

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Computer 2000 to Distribute Enterasys' Complete Portfolio of High-Performance Infrastructure Solutions

NEWBURY, ENGLAND – Enterasys Networks™, a leader in secure, available and mobile enterprise communications solutions, today announced it has signed a UK distribution agreement with Computer 2000, the UK arm of Tech Data Corporation. The agreement enables Computer 2000 to distribute Enterasys Networks' complete portfolio of high-performance infrastructure solutions across the UK, and is expected to generate potential revenues of over \$5 million within its first year.

Andy Shepperd, General Manager of the Networking Division of Computer 2000, says that the agreement is great news for integrators and VARs addressing the fast-growing areas of mobile E-business and Internet security. "Security is absolutely key in the mobile communications market and the potential for Enterasys in the UK is colossal. The Internet has given us the flexibility we need but to give enterprise customers the confidence to invest in these new working practices, we need the top-class security solutions that Enterasys delivers."

Shepperd believes that the agreement between the two companies is a significant opportunity for resellers. "The Networking Division of Computer 2000 is now established as the leading distributor of networking and communications products and solutions in the UK and we continue to set the pace by bringing ground-breaking products to market and opening up new potential markets for our customers. We believe that with Enterasys, Computer 2000 and its customers have the opportunity to build a new and highly profitable revenue stream – one that adds significant value and is complementary to their existing security offerings."

Last year Computer 2000's Networking Division was named at Networking Distributor of the Year in the Channel Awards 2000. Organised by leading independent trade newspaper, Computer Reseller News, and voted for exclusively by resellers, this is one of the key annual awards that recognises excellence in the delivery of distribution services.

The Networking Division of Computer 2000 will offer the full range of Enterasys products and solutions to over 10,000 resellers in the UK, giving each one access to award-winning infrastructure solutions that ensure security, maximize availability and provide mobility for the enterprise market. The portfolio will include Enterasys' high-performance X-Pedition™ family, the industry's leading range of Layer 3/4 switch routers, its next-generation multi-layer family of switches, the Matrix™ series and Netsight, Enterasys' management solution. Also included will be Aureoan™, Enterasys' VPN solution, its Dragon Intruder Detection System (IDS) solution and its award-winning RoamAbout™ wireless solution. The components of the portfolio, either singularly or when combined, provide Computer 2000's resellers with outstanding networking options that enable the next-generation of business communications.

"Computer 2000 is a great complementary partner to our current UK channel base, and will provide

Enterasys with access to a new and well-respected reseller community. Enterasys is extremely focused on providing secure, available and mobile infrastructures that support next-generation applications and enable delivery of content for enterprise end-user customers. We feel that the signing of Computer 2000 is a real endorsement of our strategy and focus as a company," commented Vice President, UK & Ireland for Enterasys Networks, Stefan Michal.

For further information on Enterasys' complete solution portfolio please visit <http://www.enterasys.com/solutions>

#### About Computer 2000

Computer 2000 Distribution LTD, trading as Computer 2000, a member of the Computer 2000 Group based in Germany, is the largest trade only IT distributor in the UK. Formed in 1983 as First Software LTD, Computer 2000 serves some 9,000 customer accounts and is divided into ten specialist divisions; Apple Systems, Cisco, Datech 2000 (CAD), Peripherals, PC Components, PC Systems, Networking, Software, Storage Solutions and Supplies. Computer 2000 is able to bring to a large and diverse customer base, comprehensive product portfolios and support.

Computer 2000 was founded in 1983 in Munich. Sales for its most recent fiscal year grew 23% to DM 11.497 billion (FY 1998/99). In July 1998, the world's second-largest technology products distributor, Clearwater, Fla.-based Tech Data Corporation, acquired a majority interest in Computer 2000. Tech Data and Computer 2000 today distribute a total of more than 75,000 products to over 100,000 resellers in more than 70 countries worldwide.

#### 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 press release contains contain projections and other forward-looking statements regarding the future financial performance of the Company or other future events and circumstances, and actual results, events and circumstances could differ materially. These forward-looking statements are not historical facts or guarantees of future performance, and are based on current estimates and numerous assumptions. These estimates and assumptions reflect subjective judgments concerning future events and circumstances and may be incomplete or incorrect, and unanticipated events or circumstances may occur causing these estimates and assumptions to be wrong. Risks that could cause actual events or results to differ materially from those described in the projections or forward-looking statements include business disruption, timing, execution, and market perceptions associated with the Company's plans for separation from the other

businesses of Cabletron Systems, Inc., as well as risk!

s 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, extension or deterioration of prevailing economic conditions, 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 most recent filings of Cabletron Systems Inc. with the Securities and Exchange Commission, including Cabletron's annual report on Form 10-K for the fiscal year ended March 2, 2001 and its other more recent reports on Form 10-Q and Form 8-K.

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