

# Bytemobile and Sun Deliver Dynamic Optimisation and Enhanced Services for Wireless Data

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Joint solution speeds wireless data adoption with mobile network operators and global enterprises

CANNES, France, 3GSM World Congress February 18, 2003 Bytemobile, Inc., the company dedicated to improving the mobile data experience, and Sun Microsystems, Inc., today announced a relationship to develop, sell and co-market their integrated wireless data solution to mobile network operators and enterprise customers. The integrated wireless data solution from Bytemobile and Sun will be deployed at Sun's Wireless Solution Centre in Menlo Park, California.

The integrated wireless data solution typically comprises Bytemobile's Macara Optimisation Service Node (OSN) software running on high-performance Sun servers. This unique solution includes personalised, dynamic optimisation technology, designed to dramatically improve user productivity. The solution also offers a unique set of advanced subscriber services including enterprise virtualisation, network address management and enhanced billing and reporting functionality which is designed to enable increased ARPU for mobile network operators and lower total cost of ownership for enterprises.

Mobile network operators such as Sprint, Vodafone and Nextel, have already deployed Bytemobile software running on the Sun platform in GPRS, 1xRTT and iDEN network to speed up delivery and improve connection robustness for mobile data in a carrier-class and scalable manner.

"Optimisation and compression capabilities are not optional for enterprise mobile users - they are critical elements of any wireless data service, said Iain Gillott, principal and founder of iGillottResearch, a market strategy consultancy focused on the wireless and mobile industry.

"Furthermore, mobile operators will differentiate their wireless data services in terms of the bandwidth available and the quality of service."

While continuing to pursue the mobile network operator market, Sun and Bytemobile will expand efforts to the enterprise market to meet the needs of a rapidly changing and increasingly mobile work force. As more and more employees work remotely, the need for enriched performance of mobile data applications especially web browsing, email and remote access into corporate VPNs is critical to boosting employee productivity and managing IT costs.

In tests, the solution from Bytemobile and Sun showed dramatic application improvement in both Microsoft Outlook and Lotus Notes; wireless-based user sessions showed overall times nearing those of landline speeds. Performance gains of up to 7 times in data reduction and 10 times in delivery speeds are typical. Additional features include self-care management services that can significantly decrease support requirements for customer care centres. Deployment and maintenance costs can also be reduced because the joint solutions integrate easily into existing data networks and require little maintenance.

Sun and Bytemobile systems are jointly improving the end-user experience significantly with faster speeds and greater reliability of web and email, said Manish Bhuptani, Group Manager of Network Services Market

Development at Sun. Our strong relationship enables us to pursue mobile network and enterprise markets more effectively by providing wireless data solutions that improve end-user experience and lower the total cost of ownership.

The platforms used are the Sun Netra 1405 servers for the mobile operator environment and the Sun V100/V120 for the enterprise environment. The Sun V100/V120 servers deliver performance, manageability and value at a breakthrough price, while the Netra 1405 is an ideal solution for mission critical communications or commercial environments. These servers also come standard with Lights-Out Management which is designed to enable easy remote management capabilities.

The relationship with Sun furthers our reach from both a distribution and professional services perspective, said Adrian Hall, Bytemobile's vice president of business development. Together we can more effectively grow our businesses in the mobile network operator and enterprise markets, all the while helping operators and enterprises deliver better than ever wireless data services to their end-users.

#### About Bytemobile

Bytemobile delivers on the promise of mobile data by enabling the way people really want to work and play in the wireless world.

Bytemobile's end-to-end solution is a unique suite of compression, acceleration and network connectivity technologies and services combined with IP packet networking, mobile cellular, applications and client device expertise. This allows mobile operators and enterprises to significantly improve the user experience and security of current and future wireless data networks. This facilitates market development for both service providers and enterprises and ensures returns on existing and future mobile infrastructure investments are maximised.

Announced customers include Nextel Communications, Orange Denmark, Orange UK, Sprint, T-Mobile UK and Vodafone UK. The company is headquartered in Mountain View, California and has offices in East Sussex, England and Tokyo, Japan.

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About Sun Microsystems, Inc.

Since its inception in 1982, a singular vision - "The Network Is The Computer[tm]" - has propelled Sun

Microsystems, Inc. (Nasdaq: SUNW) to its position as a leading provider of industrial-strength hardware, software and services that make the Net work. Sun can be found in more than 100 countries and on the World Wide Web at <http://sun.com>

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