

BRAND-REX SPEARHEADS MOVE INTO ENTERPRISE WIRELESS LANs THROUGH STRATEGIC AGREEMENT WITH AIRESPACE

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Enables enterprise-wide WLAN services that are secure, scalable & designed for voice and data applications

World-leading structured cabling and infrastructure management specialist Brand-Rex has signed an agreement with Airespace Inc, a leading global supplier of intelligent Wireless LAN (WLAN) systems, which will see Brand-Rex introducing the innovative Airespace Wireless Enterprise Platform into the UK's new-build and upgrade marketplaces.

Airespace offers the most complete platform for the delivery of business critical WLAN services, including a range of WLAN controllers and access points that are managed centrally by an award winning WLAN management system. Airespace uniquely combines dynamic RF management with location services, intrusion protection, and fast roaming for air tight security, seamless mobility, and the effortless support of voice and data applications.

"Data networking is changing direction," commented head of product management at Brand-Rex, Ian Wilkie.

"As well-established connectivity and infrastructure management specialists, Brand-Rex needs to take a leading role in introducing new technologies where there is a clear user benefit. Consequently, we believe the agreement with Airespace will make Brand-Rex the first infrastructure manufacturer to offer enterprise wireless capabilities within the networking new-build and upgrade markets. This is certainly an evolutionary step for us, but also a carefully planned one that fits into our established infrastructure business," he added.

Tom Wilburn, Vice President of Worldwide Sales and Field Operations, Airespace commented, "It has always been an aim of Airespace to focus on the overall infrastructure market and Brand-Rex, with its large network of trained and accredited resellers, delivers an immediate and effective channel to market in the United Kingdom," he said.

Under the agreement with Airespace, Brand-Rex will sell and support the solutions through its extensive, specialist Value Added Reseller network, which will provide a full range of pre- and post-sales services, including site surveys, network design, deployment, configuration and commissioning.

About Brand-Rex

Brand-Rex is a world leading structured cable manufacturer providing cabling system solutions for the rapidly evolving and sophisticated data communication markets, based on the most comprehensive range of cables and components available today – MillenniumM.

Brand-Rex is part of the Intelligent Building Systems sector of Novar plc (formerly Caradon plc) with a turnover in excess of £1.5bn. Group companies comprise Intelligent Building Systems (IBS), Extrusions and Security Printing sectors – operating principally in Europe and North America. With a global

market presence, each company has strong, quality brands and sound financial performance. Other well-known brand names within the IBS sector include Novar, Trend, Gent, eff-eff Alarm, Ackermann, Eltek, MK and Esser.

The company's UK headquarters are in Viewfield Industrial Estate, Glenrothes, KY6 2RS. For further information see www.brand-rex.com.

About Airespace, Inc.

Airespace designs and develops intelligent wireless networking platforms that support business-critical applications. The company has set the standard for enterprise Wireless LANs, having earned CMP LLC's "Best of Interop Award," Network Computing's "Editor's Choice Award" and "Well Connected Product of the Year," Network World's "World Class Award" and "Best of the Test Award," IDG's Network Award 2004, Internet Telephony's

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