

Yankee Group Cites Intelliden As a Vendor That Is Creating Foundation for Rapid Growth

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COLORADO SPRINGS, Colo., Feb. 18, 2005 - Intelliden Corporation, the intelligent networking company, today announced its inclusion by the Yankee Group as a company building a strong foundation to break the \$100 million-revenue mark in the BOSS commercial-off-the-shelf (COTS) software industry.

The Yankee Group Research Note, "Are BOSS Companies Crossing the Chasm?" (Dec. 28, 2004), provides recommendations for companies to move to the \$100 million level that include: building dominance in the market; creating a new niche or category; expanding into the enterprise and other vertical markets; and having professional services revenue separate from license revenue.

"Companies that can sell to both the communications service provider and the enterprise markets, and that also exhibit the above tendencies reach the \$100 million-revenue mark more quickly," said Sanjay Mewada, Yankee Group Vice President, Telecom Software Strategies, and co-author of the report. "Intelliden is a company that is successfully executing on this strategy by selling into both of these markets and diversifying their risks across multiple verticals."

Intelliden is singled out as a company that is successfully executing on this strategy by designing its solutions to appeal to many vertical markets and making deeper inroads into the government sector via its partnership with immixTechnology. Intelliden's 2004 acquisition of Gold Wire Technology further demonstrates its focus on the enterprise market. The company's partnerships with EDS and IBM Global Services, among others, represent a concentrated effort to be the leader in the enterprise market.

"Intelliden is pleased to be recognized by the Yankee Group. We're determined to be the market leader and the de facto standard in the rapidly growing network automation marketplace," said Dale Hecht, Intelliden chief executive officer. "Every day we focus on accelerating our customers' strategic priorities by constantly extending our award-winning product leadership, maintaining our operational excellence, and delivering solutions that customers value.

Intelliden's large and growing customer base across key vertical markets is testament to the clear benefits that the Intelliden R-Series® solutions provide. In 2005, we're looking forward to further extending the reach and range of our network automation solutions around the world."

The Intelliden R-Series software automates the auditing, configuration, provisioning and security of network devices. Intelliden's solution is available via a Web-based interface or the industry's first open and extensible APIs, which enable it to be embedded within other applications. These open APIs allow businesses and organizations to share and reuse logical and physical network configuration, network security and service activation information. The Intelliden R-Series software suite provides seamless identification, analysis and resolution of systems and networking issues that can threaten the network configuration, network provisioning, network security and network compliance of strategic IP networks.

About Intelliden Corporation

Intelliden is the leading provider of automated, model-driven networking solutions. With the Intelliden R-Series® software suite, networks become more intelligent and efficient by dynamically responding to strategic priorities, which allows businesses and organizations to automate network configuration, reduce costs, increase network security and accelerate service activation. Intelliden is a global corporation headquartered in Colorado Springs, Colo. For more information, visit www.intelliden.com.

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