

Contact:

Barbara Kline, Breakthru Communications  
650-868-5804  
[bkline@breakthrucom.com](mailto:bkline@breakthrucom.com)

Jim Krachenfels, GarrettCom, Inc.  
510-580-2767  
[jkrachenfels@garrettcom.com](mailto:jkrachenfels@garrettcom.com)

## **GARRETTCOM BOOKS \$1 MILLION IN SUBSTATION-HARDENED, SECURE ETHERNET SWITCHES FOR BRAZILIAN POWER COMPANY**

### **GarrettCom Targets Global Demand for Hardened, Standards-based, Secure Network Solutions with Expanded International Sales and Customer Support**

**November 4, 2008 – Fremont, Calif.** – GarrettCom™, Inc. today announced that it had booked a \$1 million order from a leading power company in Brazil. This is the largest purchase order that GarrettCom has booked in South America. It is expected to be shipped in 4Q 2008, and includes networking hardware, software and professional services. GarrettCom was selected after a rigorous and extensive selection process that evaluated several global suppliers of substation-hardened industrial networking equipment.

Brazil is South America's leading economic power and a regional leader. With more than \$200 billion in reserves and a diversified foreign trade, Brazil is investing in its power infrastructure for dependable electricity in order to further expand its industry and commerce.

“This order represents a significant milestone in GarrettCom's global growth strategy,” said Frank Madren, GarrettCom president. “With the growth of global demand for industrial networking solutions, GarrettCom is leveraging our expertise in the electric power market and our core industrial switch and router technology platforms into an expanded number of geographic markets. Brazil and other South American countries are a targeted region for us.”

The order consists of several configurations of substation-hardened Magnum™ 6K Ethernet Managed Switches running the company's MNS-6K-SECURE premium network management software with enhanced security features, in addition to professional services.

Key selection criteria required to win this order included IEC 61850 compliance, IEEE 1613 compliance, advanced network management software, secure GUI web management, Power over Ethernet (PoE) ports, availability of 100Mb and Gigabit fiber ports, and industry-standard RSTP for fast recovery from network faults. GarrettCom offers a modular, 61850-compliant substation-hardened line of switches and routers that are easily configured to meet the application requirements of the customer, with extensive support of security standards in the MNS-6K-SECURE network management software package, and outstanding service and support.

GarrettCom's Ethernet-based line of products supports both physical security using IP-enabled devices, and cyber security. The company's MNS-6K-SECURE software includes features such as RADIUS IEEE 802.1x for controlling access to the network, TACACS+ for securing log-in to configure devices, multi-level priorities for packets, Syslog capabilities for logging events and consolidating logs, SNTP Server to synchronize time across multiple network devices for applications such as event logs and video time stamping, and secure remote Web access using SSH and SSL.

### **About GarrettCom**

GarrettCom is an industry leader in providing networking solutions for challenging industrial environments, including manufacturing, power utility substations, telecommunications, oil and gas facilities, traffic control and video surveillance. The company's products provide a comprehensive industrial network architecture encompassing a switched Ethernet core, distributed edge devices for both Ethernet and Serial protocols, and secured connections to various WAN services. For more information on GarrettCom and its products, visit [www.garrettcom.com](http://www.garrettcom.com).

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