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Tasman Networks Introduces 3120 Converged Services Router; Offers Highest Performance and Efficiency Compared to Rival Products Tolly Group Report Shows That Tasman's 3120 Outperforms Cisco Products by as Much as 400 Percent

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SAN JOSE, Calif., Nov. 1 /PRNewswire/ -- Tasman Networks, the world's leading supplier of high-performance, converged services routers, introduced today the industry's most efficient and economical router. The Tasman 3120's simple and scalable architecture beats competing products on both price and performance, offering two to four times the throughput (at wire speed), of competitors' products at the lowest price per port.

In a separate announcement issued today, Tasman released the results of third-party tests by The Tolly Group. The results indicate that the Tasman 3120 far surpassed routers from Cisco and Adtran, providing maximum throughput and performance, particularly when transmitting high volumes of small packets, even with security and Quality of Service (QoS) features enabled. The Tasman 3120 performed as much as four times better for the more difficult small packet sizes -- significant because high-demand applications such as VoIP depend on rapid transmission of large volumes of small packets. For more information about the Tolly Group report, visit:
http://www.tasmannetworks.com/doc_perf_analysis.html
http://www.tasmannetworks.com/docs_pdfs/Tolly3120.pdf

As with all the company's products, the Tasman 3120 was built to converge a variety of network services while simplifying the user experience and eliminating unnecessary complexity that impedes the performance of many competitive products. Built from the ground up to deliver high performance, wire speed, and maximum flexibility in a modular architecture, the Tasman 3120 offers an efficient form factor and full VPN integration. Customers can configure the router using several different line cards, and they can easily assign ports based on their changing application requirements. Modules available for the Tasman 3120 include:

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   -- 4 port or 8 port T1/E1 Medium Module
   -- 2 port or 4 port Universal Serial Interface Medium Module
   -- 1 port DS3 Clear Channel T3 Medium Module
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The Tasman 3120 integrates services in a modular configuration and is simple to configure and deploy. It offers significant performance advantages for packets ranging from 64 to 1400 bytes, with advanced services enabled. Its virtual Ethernet-enabled router technology supports transparent LAN service for high security and performance commonly required in backhaul and T1/E1 aggregation. The Tasman 3120 also supports Quality of Service for prioritization in critical applications like VoIP, fax, and video running in Layer 2 or Layer 3 configurations.

"Organizations are adding more features to their networks with security, VPN, filtering and more," said Michael Kennedy, co-founder and managing partner, Network Strategy Partners. "Tasman's new 3120 Converged Services router can handle the demands of additional services, while maintaining full wire speed and performance. Additional services also result in a higher level of complexity -- another challenge that Tasman has successfully addressed with routers that are simple to deploy and use. This is an important issue for enterprises at the branch level, where IT resources are often minimal."

"With the introduction of the 3120 router, Tasman is once again setting a new industry performance standard and demonstrating that innovative companies and best-of-breed technology can successfully compete with, and even

outdo, industry leaders," said Paul Smith, president and CEO of Tasman. "Our record results and a 68 percent increase in customer sales last year are concrete evidence that Tasman routers are capturing the attention of a significant portion of the market and are favored by a growing list of carriers, OEMs and enterprises."

Tasman Customers Attest to the Advantages of the 3120

Dynavar Networking is a systems integrator delivering multi-vendor, customer-driven voice switching, video and data solutions across the Americas. "Our enterprise customers are looking at three key areas when selecting a routing solution -- performance, service and price," said Sean MacNeill, president and chief operating officer, Dynavar Networking. "Tasman is taking a market leading role by effectively addressing all three areas. The high performance of the 3120 router allows enterprises to take advantage of multiple services simultaneously without compromising speed or throughput. The 3120 is a very cost-effective platform and, combined with generous support tools that include a lifetime warranty, makes a very good business case for the enterprise space."

Xspedius Communications, LLC, is a leading facilities-based provider of integrated communications services to small and medium sized businesses in the southern United States. "Our goal is to find cost-effective alternatives to provide last-mile service to our SMB customers," said Harold Teets, senior vice president, sales and technology, Xspedius Communications. "We've tested the Tasman 3120 router and our expectation is that the product will provide high service capabilities at an affordable price."

Yipes Enterprise Services, Inc., is a leading global provider of managed, end-to-end Ethernet solutions for enterprise customers. "We've had the opportunity to evaluate the Tasman 3120 router and are impressed by its versatility, as well as the quality of the software, within a variety of scenarios," said Dr. Kamran Sistanizadeh, chief technology officer, Yipes Enterprise Services, Inc. "Its simple architecture, advanced services, and competitive pricing will enable Yipes to deliver world-class Layer 2 Ethernet services."

Pricing and Availability

The Tasman 3120 Converged Services Router is available now. For pricing information contact Tasman Networks at 866-468-4272.

About Tasman Networks

Tasman Networks delivers scalable, entry-level to mid-range converged services routers for customers with geographically dispersed operations. Offering bandwidth ranging from fractional T1 to multiple DS3s, Tasman Networks' high-performance, high-availability solutions reduce the cost of network ownership and improve organizational productivity by providing an unsurpassed combination of functionality, flexibility, scalability, security, and simplified management. Tasman's fast path forwarding engine provides high performance across all packets with WAN Ethernet capabilities. With maximum bandwidth use, full wire-speed performance, and the lowest latency in their class, Tasman's routers are ideal for running high-performance, high-demand applications like VoIP. Installed in more than 3,500 enterprise environments and in the networks of more than 65 carriers, Tasman routers are fully integrated with network services and include industry-leading features such as multilink bonding, extensive QoS capabilities, unique "virtual Ethernet," and robust security capabilities. Headquartered in San Jose, California, the company was founded in 1997 and is privately held. For more information, go to http://www.tasmannetworks.com/ or call 408-216-4693.

Web site: http://www.tasmannetworks.com/

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