



Acotec and Digi International Announce Strategic Alliance

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Partnership Ensures 100 Percent Compatibility of Companies' Windows NT-based

Remote Access Products

MINNEAPOLIS, BERLIN and SAN FRANCISCO, Aug. 24 /PRNewswire/ -- Acotec, the leading developer of remote access server and client management software, and Digi International Inc. (Nasdaq: DGII) today announced the formation of a comprehensive strategic alliance to promote Windows NT-based remote access using Digi's DataFire and AccelePort communications adapters with Acotec's Remote Access Manager.

As part of the alliance, the two companies will assure 100 percent compatibility between Digi hardware and Acotec software solutions, cross-train each other's marketing and technical staffs, and cooperate at industry events.

"We are very excited to move forward in this alliance with Digi," said Acotec CEO Thomas Schroeter. "They are the leader in the development of open RAS hardware, and their products are the perfect complement to our software solutions. By offering 100 percent compatibility and mutual support for all products, we will give both of our customers a level of service not available with any other RAS hardware/software solution."

John Gaylord, director of product strategy at Digi International, said the alliance was a logical next step following the open-server market's embrace of Acotec's management software. "Unlike proprietary fixed-port RAS products that lack flexibility, using an open server with Digi products means customers get to use the software and hardware that best meets their needs," he said. "Increasing our services and offering support for Acotec's software solutions adds tremendous value to our products by giving our customers more choices in building effective, powerful, open communications servers."

In addition to compatibility checking, cross-training and trade show cooperation, the two companies plan to develop a co-branded, server-based RAS solutions guide. The project will serve as a starting point for the creation of other cooperative market building and market education activities.

Digi and Acotec also plan to increase the affiliation among their authorized dealers and sales forces. Until the end of September, all Digi dealers can go to the Acotec Web site and instantly become an authorized Acotec dealer as well. The two companies also will use the alliance to leverage their strong European sales, giving global distributors the same instant Acotec authorization offered in the United States. The companies' outside sales teams will make joint sales calls in the field, better informing potential customers while giving them the ability to purchase both the hardware and software for their RAS solution at the same time.

Bill Gardner, president and CEO of the San Jose, Calif.-based systems integrator UltraServ, said the alliance between Acotec and Digi will make it easier to provide remote access with Windows NT. "Our customers prefer market-proven solutions, so we certainly anticipate significant demand for remote access with Digi's adapters and Acotec's RAS management software," he said. "The alliance gives us and our customers more confidence because we know that a combined Digi-Acotec solution will be absolutely hassle-free. That's what Windows NT is all about."

Acotec is a leading provider of Remote Access Server and Client management software. Acotec's Remote Access Manager(TM) 2.0, is the most advanced and comprehensive remote access management solution for mission-critical dial-up networks based on Microsoft Windows(R) NT Server.

Acotec RAM 2.0 enables both local and remote management of any number of RAS servers. Acotec RAM 2.0 sits on top of Windows NT RAS (Remote Access Service) or RRAS (Routing and Remote Access Service), providing comprehensive policy-based resource management, access control, and usage reporting. Java-based for maximum flexibility, Acotec RAM 2.0 can be managed from any hardware platform. The easy to use GUI lets system administrators view an immediate real time picture of the remote access connectivity resources on a network.

Digi is the market-leading provider of routing and remote access adapter cards and concentrators for standard PC operating systems, including Windows NT, Novell NetWare and SCO UnixWare. The company's DataFire products provide up to 60 simultaneous users per PCI card and support V.90 56K analog, ISDN, T1 and E1 connections. North America versions start at US\$208 per port list. The AccelePort RAS family provides V.90 56K analog access for as low as US\$312 per port list. Together, Digi's DataFire and AccelePort products meet a wide range of communications needs for small and medium organizations.

For further information, please contact Digi International at 800-344-4273 or visit <http://www.digi.com> or Acotec Inc. at 888-8-ACOTEC, or on the Web at <http://www.acotec.com>

About Acotec

Acotec -- Advanced Communication Technologies is the leading developer of Microsoft-based Remote Access Server and Client management software. The Acotec RAM series of Remote Access Management products reduces costs by enabling strict control of how remote computers connect to local networks, Internet Service Providers, and Virtual Private Networks. Acotec also provides standardized hardware drivers for operation in Microsoft environments to vendors of RAS communications hardware. The company is based in Berlin and San Francisco and is well positioned to address the needs of global telecommunications markets through its OEM and Value Added Reseller channels.

About Digi International

Digi International, based in Minneapolis, is a leading worldwide provider of voice and data communications hardware and software that delivers seamless connectivity solutions for open-systems, server-based remote access and LAN markets. The company markets its products through a global network of distributors and resellers, system integrators and original equipment manufacturers (OEMs). For more information, visit Digi's Web site or call 800-344-4273 (U.S.) or 612-912-3444 (International).

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