



Digi Announces Family of `Carrier-Class` CompactPCI Communications Adapters

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Telecommunications Carriers, Internet Service Providers and Large Enterprises Get Open-Server Flexibility for Remote Access, Faxing, WAN Routing, VPN

Digi International Inc. (NASDAQ: DGII) today introduced a new family of communications adapters that brings the flexibility of open, server-based communications to telecommunications carriers, Internet service providers (ISPs) and large enterprises.

Digi's CompactPCI (cPCI)-based DataFire SYNC/2000 cPCI synchronous WAN adapter and DataFire DSP 24/48 and 30/60 access concentrators, based on Houston Technology(TM), enable PC servers to perform a variety of communications applications -including WAN routing, virtual private networking, remote access and faxing - without relying on proprietary, "black-box" servers, or an assortment of single-purpose adapter cards. Digi International is a leader in server-based communications adapters, and this announcement makes Digi the first company to offer customers a broad range of cPCI products, including both WAN and DSP adapters.

Carriers are attracted to cPCI products over the PCI technology used in traditional desktops and servers because they are more reliable and scalable. The cPCI standard supports hot swapping; is more robust and extensible so more boards can be installed in a single chassis (often eight or more); and supports the H.110 supplementary bus standard, which is more advanced than the traditional MVIP and SCSA standards

"It's time for larger networks to join the trend towards open, server-based communications," said John Schinas, Digi's C.E.O. "Our PCI-based products have been embraced by small and mid-sized businesses interested in the flexibility available with PC server-based communications. We think larger organizations are also interested in the rapid advances in performance and innovation inherent in open systems over proprietary, `black-box' products. These robust cPCI products enable them to participate in this growing trend."

DataFire SYNC/2000 cPCI in Beta

The DataFire SYNC/2000 cPCI adapter will ship first. The adapter provides high-speed WAN connectivity for routing, virtual private networking and other applications. It supports both Windows NT and UnixWare and enables SNA connectivity when combined with Microsoft SNA Server or IBM eNetwork Communications Server.

The DataFire SYNC/2000 cPCI includes both two- and four-port configurations enabling Internet, Frame Relay and X.25 connectivity. The adapter includes FRF.9 Frame Relay compression to boost throughput and features a main Motorola MPC860 PowerQUICC 40MHz processor. A high-performance adapter with a secondary Motorola EC603e 100MHz processor also is available. Digi's unique Driver Development Kit gives systems developers the ability to create drivers for their specific environment.

The product is will ship next month and the list price ranges from US \$1,195 to \$2,195. The new DataFire products are the first CompactPCI-based cards of their kind to be sold through the distribution channel for the enterprise and ISP market, though they are also available to OEMs.

The dial-up products in the CompactPCI family include the DataFire DSP 24/48 and 30/60. The DataFire DSP 24/48 will support up to 48 dial-up ISDN or 56Kbps (V.90) modem connections per card via one or two T1 or 24B+D ISDN PRI lines. The DataFire DSP 30/60 provides up to 60 ISDN channels or 56Kbps modems on one or two 30B+D ISDN PRI lines. The two products are designed for remote access, faxing and dial-out/dial-in Internet access applications, and will support all major operating systems.

Digi Continues to Lead in Open-Server RAS

A 1999 International Data Corporation (IDC) study identified Digi as the leader in the open systems, remote access server market with a 32 percent market share in the digital remote access and 62 percent market share in the asynchronous remote access market. IDC predicts the overall open-systems RAS market will reach \$750 million by 2002.

According to IDC, open-systems RAS offers strategic benefits such as the flexibility to adapt to new standards, simple administration, reduced operating costs and interoperability with other third party software applications.

About Digi International

Digi International (Nasdaq: DGII), 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 at www.digi.com or call 1-800-344-4273 (U.S.) or (612) 912-3444 (International).

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CONTACT: Digi International
S. Kirshnan, (612) 912-3124
s.krishnan@digi.com
or
Digi International
Chris Chilton, (612) 912-3111
chris.chilton@digi.com
or
TSI (Digi PR)
Gary Baker/ David Vermillion,
(212) 696-2000
gbaker@tsicomm.com

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