



Digi Joins Red Hat Developer Partner Program, Adds Linux Drivers

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New Linux Drivers for Digi DataFire Multi-Function Adapter Cards Add Powerful

Server-Powered Communications Capabilities to Red Hat Linux

MINNEAPOLIS, Nov. 1 /PRNewswire/ -- Digi International, Inc. (Nasdaq: DGII) announced today that it has joined with Red Hat in its Developer Partnership Program. The alliance between Digi, the world leader in multi-function adapters for server-powered communications, and Red Hat, the market leading Linux developer, will allow Red Hat to tap the power and versatility of Digi's DataFire(R) product line in continuing efforts to further penetrate the ISP market. Digi and Red Hat have begun collaborating on the development and testing of complete communications solutions, and will engage in various co-marketing activities.

(Photo: <http://www.newscom.com/cgi-bin/prnh/19991101/MNM003>)

As part of the Developer Partner Program, Digi and Red Hat will begin configuring, testing and certifying a variety of complete communications solutions which incorporate Red Hat Linux, Digi communications adapters, third-party software and industry-standard hardware platforms. These certified solutions will make it dramatically easier for resellers, integrators, corporate IT professionals and others to build server-powered communications systems based on the Red Hat Linux platform.

Digi also announced today that it has begun shipping the first Linux drivers for its DataFire multi-function communications adapters. With these drivers, Digi now offers Linux customers a powerful solution for server-based communications applications such as modem-pooling, remote access, advanced fax, World Wide Web and branch office internetworking. The drivers are available now from Digi.

"We welcome the opportunity to work with Red Hat to provide communications solutions to Linux users," said John Schinas, Digi chairman. "It is exciting to be a part of the fast-growing Linux phenomenon. By joining with Red Hat, Digi has become the premier supplier of communications adapters to the Linux community."

Through the Developer Partnership Program, Red Hat ensures a mutually beneficial relationship with Linux driven partners by providing marketing exposure through joint press efforts and postings on the Red Hat Web site, and offering knowledgeable support via the Developer Support Network Online. The Developer Support Network Online offers partners access to segment-specific chat forums, white papers, developer documentation and up-to-date information from the growing Linux development community. Training programs and informational resources are also provided by Red Hat to guarantee successful translation to the Linux platform.

Market Opportunities for Linux, Open Systems

According to market research firm Intentional Data Corporation (IDC), Linux commercial shipments will grow faster than the total shipments of all other client or server operating systems through 2003. IDC research also states that Linux was the fastest-growing server operating environment in 1998, growing more than 212 percent in that year alone and capturing more than 17 percent of all server operating system shipments. Today, Linux boasts more than one million users worldwide.

A 1999 IDC study identified Digi as the leader in the open systems, remote access server (RAS) market with a 32 percent share of the digital remote access market and 62 percent market share in the asynchronous remote access market. Open systems RAS refers to the use of standard PC/servers; operating systems such as Windows NT and Novell NetWare; and server cards or adapters that, when combined, can be used to perform remote access applications. IDC predicted that 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.

Digi International and DataFire RAS

Digi International, based in Minneapolis, is a leading worldwide provider of voice and data communications hardware and software delivering 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 <http://www.digi.com> or call 800-344-4273 (U.S.) or 612-912-3444 (International).

The Digi DataFire RAS concentrator adapters support from 8 to 60 channels in a single PCI or cPCI slot, and most can be field-upgraded with additional channels as needed. Digi DataFire adapters support a full range of connections, from low-density analog modem, to medium density Basic Rate Interface (BRI) ISDN, to high density T1/E1 and Primary Rate Interface (PRI) ISDN. Multiple DataFire adapters can be installed in a single server so capability can be added as system needs grow.

Red Hat Inc.

Founded in 1994, Red Hat, Inc. is based in Durham, N.C., where it is a leader in the development of open source operating system solutions. Through the Linux Development model, Red Hat development works to build the most accessible and advanced operating system available anywhere with technical innovations such as the RPM Package Manager, the disk druid installation tool and the GNOME user interface. Red Hat Linux is available for

Intel, Compaq Alpha, and Sun SPARC platforms.

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