NComm Gains Momentum with Key Customer Wins

Established and startup network equipment vendors incorporate proven NComm WAN solutions

SALEM, NH – April 12, 2004 – NComm, Inc. today announced eleven new contracts from networking equipment companies Avaya (NYSE:AV), Cedar Point Communications, Ceterus Networks, Integral Access, KS Telecom, Mangrove Systems, Navini Networks, Pannaway, Polycom (NASDAQ:PLCM), Seranoa and Telica. NComm's turn-key, standard-based solutions enabled these vendors to accelerate their time to market and reduce the risk and cost associated with complex wide area network (WAN) software engineering.

Each of these companies trusted NComm when it came time to add new WAN interfaces to its products. They used NComm software to quickly add reliable, standards-based WAN interfaces to their communications equipment platforms, while they focused internal development on their own core product offerings.

All eleven equipment providers purchased a variety of NComm products in NComm's flagship Layer 1 Trunk Management Software (TMS™) product line and the company's newest product, NComm Stacks, which adds higher layer software functionality.

"We see momentum in the telecom equipment market continuing to pick up," said John Brandte, vice president of marketing and business development at NComm. "Companies are now preparing to compete in the anticipated second-half 2004 recovery. After three years of shrinking development staffs and few active projects, firms are moving forward to introduce product offerings that take advantage of new, lower cost components and advances in new technologies like Voice Over IP (VoIP)."

"Performance, interoperability and reliability are the keys to service provider and enterprise user adoption of any product, and that's what we enable our customers to deliver. Our simple 'out-of-the-box' software takes the risk out of engineering, reduces development costs and accelerates time-to-market," Brandte added.

NComm TMS is a complete turnkey software package that delivers the alarming, performance monitoring, line testing, and signaling functions required in WAN communication products. It is the only complete source code solution that allows equipment vendors to substantially reduce time to market as they broaden their product offerings by adding reliable WAN interfaces such as T1/E1, T3/E3, SONET/SDH and SONET/SDH APS to their platforms.

NComm engineering expertise is focused on developing WAN interfaces for equipment vendors, ranging in size from startups to industry giants. Its standards-compliant software is rigorously tested, proven and fully functional. NComm TMS products are currently running in live networks at both network operations centers and customer premises.

"With NComm, we found a company we could trust to deliver a solid technology solution that met our own stringent development standards," said Keith Mumford, Director of Product Management at Mangrove. "Partnering with NComm enables Mangrove to focus its internal resources on delivering differentiated products, building upon a proven technology base that provides the quality product that our customers demand."

About NComm's Product Lines

NComm's Trunk Management Software (TMS™) and NComm Stacks portfolios of products includes T1, E1, T3, E3, SONET/SDH, APS, and ISDN technologies. Portable to any operating system, NComm provides its TMS customers with a fully functional device driver to interface with any industry standard framer.

NComm Stacks Primary Rate ISDN is the newest addition to the NComm product family, complementing the Layer 1 TMS software with its Layer 2 Q.921 and Layer 3 Q.931 D Channel signaling source code and software, needed to interface with PRI networks.

About NComm

NComm provides network equipment vendors with proven, standards-compliant Wide Area Networking (WAN) source code, software, and custom engineering. Its TMS trunk management suite enables faster time-to-market for network systems by reducing the development time for WAN interfaces from months to hours. The suite includes the turnkey software and source code to embed into WAN equipment, which performs all the framer, alarming, performance monitoring, line testing, and signaling functions that all WAN devices or products must have to operate. NComm, privately held and based in Salem, NH, has customers ranging from start-ups to well-established communications companies such as ADC, Nortel Networks, and Sonus Networks. For more information, please visit the NComm website at www.ncomm.com.

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