



About Corente

Corente provides secure, cost-effective and global delivery and management of distributed enterprise applications over IP networks. The company markets its award-winning, modular, and extensible services platform to enterprise customers through channel partners such as managed service providers (“MSPs”), service providers (“SPs”) and regional and application value-added resellers (“Application VARs”). Corente’s complete solution substantially enhances integration, automation, and total cost of ownership for enterprise application administration, while effectively transforming the profitability profile of the historically labor-intensive, low-margin managed services model.

Corente provides its solutions to its enterprise customers through a subscription based, software-as-a service (SaaS) model. Corente’s channel partners can choose to serve their customers through Corente’s own carrier-grade facilities or by purchasing a complete Corente SaaS platform that integrates easily into their existing service infrastructure.

Market

Targeting the distributed enterprise customer, Corente provides a real-time IP-based control system for the management and delivery of enterprise applications that easily integrates with any existing network and data center infrastructures without network or application modification. Corente’s services-oriented platform introduces a “network virtualization layer,” providing instrumentation, security and surveillance for applications and network resources, essentially creating a single applications-centric network across multiple wide area networks (“WANs”). It allows for the central administration of distributed applications using session level management for all IP applications, providing IT administrators with real time alerting, change management, audit and control.

Technology

The Company has developed considerable intellectual property, including ten pending or issued patents in

- security
- address management
- network monitoring protocols
- authentication.

The Corente Intelligent Services Platform™ architecture base layer creates a secure, end-to-end virtual private network environment across diverse provider networks, with connectivity management, including encryption, authentication, firewall and address translation. Whereas other solutions that attempt remote infrastructure management do so by establishing an inventory of tools and components, Corente’s software platform incorporates these tools and components. This application-centric view creates scale advantages for MSPs and IT administrators of 10:1 versus traditional managed services. It enforces business policies defined by the IT organization for all network resources, administrators and application users through its policy database engine.

Corente’s platform has at its core a standards-based policy engine that enables organizations to ensure quality of service (“QoS”) for any application utilizing IP transport. From the customer’s perspective, distributed applications are installed easily and securely and run seamlessly over any network.

“Our partnership with Corente extends Tivoli compatible management capabilities deep into the network fabric and allows data center managers to manage their networked applications using a single set of tools that are akin to the advanced data center automation tools that they already use.”

*-Mickey Nix
Senior Technology
Architect*



Customer Benefits

Enterprise customer benefits of the Corente solution include:

- Delivery of Software as a Service for application networks
 - Secure and scalable across diverse networks Self service logistics and provisioning
 - End-to-end environment and SLA management
 - 7x24 help desk and customer support
 - Global logistics, order entry and billing
 - Patented federated security model
- Elimination of complex and error prone provisioning, configuration and management
 - Complete package for the distributed applications infrastructure
 - Automated IP address management between locations
 - Real-time change management, audibility and control for administrators
 - Immediate authenticated changes
- Integration of end-to-end core connectivity, security and management functions
 - Single integrated management of networks, servers and applications
 - Stateful firewall, routing, network address translation, DHCP server, application delivery services, and best-in-class encryption and authentication
 - Patented session management for all IP applications.

Channel Partner Benefits

The Corente platform enables channel partners to profitably deliver managed solutions to their clients. Through the use of the platform, services firms can dramatically reduce labor costs associated with distributed application deployment and management. Channel partners are thus able to offer both mid-tier and large enterprises a complete standardized-component package of management *and* services while addressing the low (or even negative) margins associated with their traditional labor-based model. Furthermore, the monitoring and reporting functionality brought by Corente ensures proper pricing for MSPs tied to strict rate cards based on performance against service level agreements (“SLAs”). Exhibit 1 provides an example comparison between Corente’s solution and the traditional managed services model.

Channel partner benefits of the Corente *Intelligent Services Platform™* include:

- Software as a Service profitability
- Opening of new markets and geographies
- Carrier class security and reliability
- Central control and administration.

Corente has developed a leading position as a technology partner to IBM and is a participant in IBM PartnerWorld® Industry Networks for independent software vendors. The Company’s technology solution was the first and one of only six to be awarded IBM’s Self-Managing Autonomic Technology label and was one of four companies selected to demonstrate its automated capabilities and Tivoli integration at IBM’s 2006 PartnerWorld. The relationship has been fruitful for the Company, with joint opportunities at clients such as Reilly Mortgage Group, Link Staffing Marco Polo Network and Barnes Aerospace.

