



May 25, 2006

To whom it may concern:

The purpose of this letter is in consideration of and a recommendation to validate Summit Technologies excellent standing and relationship they currently maintain as a Cisco Advanced Wireless Specialized Mobility Partner. Summit Technologies is authorized to resell, design and install Cisco mobility products that include our indoor WLAN portfolio, outdoor MESH and bridging solutions. Summit is recognized as one of our strongest and most reputable partners in the northeast and currently have commanded a very strong relationship with local Cisco stakeholders who consistently recommend Summit to our mutual customers as a preferred mobility partner. Summit was also recently invited to our World Wide Cisco Partner Summit which is reserved exclusively for our premier partners and is an invitation only event held annually throughout the world.

Our current market strategy for WLAN in North America is to engage a selective and targeted list of WLAN partners to represent Cisco with our enterprise and commercial customers. Key partners, like Summit Technologies are responsible for the pre-sales, planning, design, installation and optimization of our very complex controller based WLAN networking solutions. We look to them for their expertise in WLAN, data and video networks and rely on their technical competencies to deliver very complex RF solutions in all kinds of environments. We carefully select, recruit and invest my teams resources with an extremely short list of partners throughout the US and Canada and Summit Technologies currently enjoys this status with us. Our requirements are significant and stringent so only partners with the greatest competencies and expertise are allowed to represent Cisco products closely aligned with our direct and channels sales teams.

In my role at Cisco I am regularly engaged with our strategic National WLAN partners and system integrators who are constantly looking to improve their capabilities and WLAN resources. I am frequently asked to provide information about medium sized partners that may be in a position to merge or be acquired by larger entities. And while I cannot officially be engaged in any part of this process I would and have recommended that interested companies consider Summit Technologies for many of the reasons I have intimated in this letter.

We have a very strong relationship with Summit Technologies and consider them one of our premier WLAN partners. It is my privilege to recommend Summit Technologies as a valued and preferred member of the Cisco partner community. Our current position as the market leader in the WLAN industry is not possible without key relationships and partners like Summit Technologies as we truly value the incredible and mutually rewarding partnership that exists between the two companies.

Warmest Regards,

Mark Tyre

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