



Madge completes major network upgrade at ARCS Commercial Mortgage Company

Madge.connect's Smart Ringswitch Plus™ Token Ring solution supports expanding network, with implementation completed in just two days

Wexham Springs, UNITED KINGDOM (August 06, 2000) – Madge.connect™, a subsidiary of Madge Networks N.V. (NASDAQ NM: MADGF), has completed a major network migration project for ARCS Commercial Mortgage Co., L.P., a leading American provider of commercial financing. ARCS has upgraded its existing IT network to a high-speed, fully switched Token Ring solution providing a powerful network infrastructure that will support its rapid expansion and protect its existing Token Ring investment. The flexible integration capabilities of the Madge solution enabled ARCS to carry out the implementation in-house in just two days with no disruption to ongoing services, and to realize significant savings on network reconfiguration costs.

The ARCS Token Ring solution is based on Madge.connect's Smart Ringswitch Plus and Smart DeskStream™ products. The solution also provides network management features that allow ARCS to streamline its network applications by simply and effectively monitoring, analyzing and altering all network traffic patterns from remote workstations. This provides immediate efficiency improvements, both between the servers and to the desktop. The solution also support future integration with Ethernet at minimum cost.

"Over the last few years, ARCS has experienced tremendous growth – our service portfolio has grown to nearly \$8 billion for more than 1,400 properties in 38 states across the US," said Don Lydiksen, Network Manager, ARCS Commercial Mortgage Co., L.P.

"This inevitably puts a huge strain on our existing network operations, which we found could not cope with the growing number of workstations required. The Smart Ringswitch Plus solution provided the flexibility we needed, both to make the most of our existing Token Ring investment and meet the increasing network demands."

"Madge supported us throughout the whole process, offering consultancy that helped us to refine our configuration and deployment strategy. ARCS was already using Madge NIC cards in all its servers and workstations, which eliminated the need to make any changes to our production equipment. And the Madge solution has also enabled us to streamline our network applications by moving the Token Ring to Ethernet translation function from our servers to the switch," added Don Lydiksen.

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About ARCS Commercial Mortgage Co

Established as ARCS Commercial Mortgage Co., L.P. in 1995 to meet the needs of the commercial real estate market for 2000 and beyond. The name ARCS has been synonymous with America's mortgage banking community for almost 30 years. Now with 165 full time staff employed in 16 offices across the country, ARCS is a nationwide provider of commercial property financing with a distinct expertise in multifamily financing. Three distinct divisions help ARCS serve the specialized needs of borrowers: multifamily and co-op buildings, affordable housing and the full range of investment properties including office buildings, shopping centers, industrial parks and hotels.

About Madge.connect

Madge.connect is a global supplier of advanced networking product solutions to large enterprises. As the market leader in Token Ring, Madge.connect is pioneering next generation networking solutions, which enable the painless deployment of 100Mbps and Gigabit speed IP-based applications within existing corporate networks while protecting customers' investments in Token Ring.

About Madge Networks N.V.

Madge Networks N.V. (NASDAQ NM: MADGF), through its Madge.connect subsidiary, is a global supplier of advanced networking product solutions to large enterprises, and is the market leader in Token Ring. Madge Networks also has an associate company, Red-M™, a leading supplier of Bluetooth™ wireless networking product solutions. The Company's main business centers are located in Wexham Springs, United Kingdom and Milpitas, California. Information about Madge's complete range of products and services can be accessed at www.madge.com.



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