



Proximetry and Cisco Partner to Deliver Dynamic Performance Management Solutions for Advanced Smart Grids

SAN JOSE and SAN DIEGO; January 23, 2012 – Cisco and Proximetry Inc., a member of Cisco's Connected Grid ecosystem, are extending their collaboration to address the unique performance management requirements of multiservice Field Area Network (FAN) GridBlocks™ with AirSync™.

Cisco and Proximetry share a joint vision that advanced smart grids are the fusion of two-way power-flow grids with IP-based multiservice communications networks, software, and hardware, to effectively monitor, control, and manage the creation, distribution, storage, and consumption of energy.

Dynamic performance management is critical in IP-based multiservice networks to align the network management architecture with the utility's need to monitor, control and manage a vast and disparate set of loosely coupled systems. The significant number of renewables, electric vehicles and energy storage introduce a multitude of networking technologies, protocols, and standards. Cisco and Proximetry are aligned in the vision that products such as the recently announced Cisco CGR 1240 is core for the deployment of such advanced smart grids.

"Cisco is pleased to be working with Proximetry and the AirSync solution, which complements the Connected Grid Field Area Network solution with enhanced RF management capabilities. As a key member of the Connected Grid ecosystem in the Cisco Developer Network, AirSync extends the visibility in the Field Area Network GridBlocks with unique performance management capabilities", said Jennifer Lin, Sr. Director of Product Marketing from Cisco's Connected Energy Networks BU.

This collaboration expands the Connected Grid ecosystem, building on Cisco and Itron's complete FAN solution, which integrates Itron's smart grid solutions onto the Cisco IPv6-based network – all with the common goal of addressing key utility concerns around cost, reliability and scalability in their communications infrastructures.

"We believe that Cisco and Proximetry's joint work to integrate dynamic performance management across multiple network technologies is great evidence that the Connected Grid Ecosystem continues to mature positively. Our common vision of a truly open, interoperable suite of offerings that build off of each other will be a success for utilities and consumers alike. It's not more of the same," said Simon Pontin, Chief Technology Officer at Itron.

"Cisco and Proximetry have been working to align the architectural imperatives, points of integration, and furthering standards required to make the management of FAN connections

easier, more open, more secure, and more scalable. Our joint solutions deliver advanced performance management, service assurance and security services to wireless users and devices”, said Tracy Trent, CEO of Proximetry. “We look forward to our continued collaboration for years to come.”

About Proximetry

Proximetry is a leading global wireless network and performance management solutions provider for the energy, telecommunications, and transportation industries. Founded in 2005, Proximetry is privately held, headquartered in San Diego, California, and backed by Munich Venture Partners, Aeris Capital, Investec, and Rembrandt Venture Partners. For more information, please visit www.proximetry.com.

Proximetry is a trademark of Proximetry, Inc. All other trademarks are the property of their respective owners.

Proximetry contact:

Julie Wright
(W) right On Communications
jwright@wrightoncomm.com
C: (760) 419-4664