

June 24, 2009

Nortel in the News, Reorganization Update:

Nortel announced this past weekend that it has a deal to sell off its CDMA Wireless and LTE Access assets, which includes the majority of carrier space products. We have already received numerous inquiries from our customers about the potential impact of this on Nortel's Enterprise division.

The most frequently asked question SharpComm has received is "Is this the end of Nortel as we know it?" We do not know the answer to this question but it is important to understand the full scope and context of the announcement. For months, there have been many rumors circulating, each talking about different possible outcomes. Nortel's current announcement, when put in context with its previous announcements, clearly indicate that Nortel is entertaining selling some or all of its remaining divisions, but continues to evaluate all options--including keeping some or all its divisions.

SharpComm knows the most important question to you right now is what all of this means to you and your relationship with Nortel. At this time, we do not have all the answers, but we remain committed to ensuring that you experience no disruption to your business during this process. SharpComm will continue to offer and service our Nortel portfolio, deliver on product commitments and service existing support contracts. As soon as a clear path forward is defined for Nortel, we will communicate that news to you.

SharpComm will continue to keep our customers as informed as possible and assist them wherever possible, regardless of the final outcome. SharpComm's executive team continues to monitor Nortel's activities closely and is ready with contingency plans to address possible outcomes. Will Nortel look different tomorrow than it does today? The answer is "probably yes." But regardless of the outcome, SharpComm will continue to stand by our Nortel customers and help them address any specific issues they may have.

Thank you for your business and continued support.