Opengear reduces Australian prices by 30%

Strong Aussie dollar to deliver lower ICT management costs

BRISBANE – 8 January 2010 - Opengear (www.opengear.com.au), today announced they have reduced thelist price of their console server and other management products in Australiaby between 15% and 42%.

"AtOpengear over eighty percent of our sales are made to customers in USA Europeand Asia markets, where ICT prices largely are set in US dollars. So globallyour prices have not moved." said Bob Waldie, founder and chairman of Opengear. "However the Australian dollarramped over 2009 and clearly our economic outlook is strong. So we reset ourAustralian price book with a more bullish outlook at a 90 cent plus rate."

TheAustralian dollar averaged 66.3 US cents during the first quarter of 2009.However the dollar strengthened over the year and the average exchange rate forthe last quarter was 91 US cents.

Like allglobally competitive ICT companies, Opengear manufactures offshore where costsare have remained firm in US dollars. Sothey believe Australian customers should be enjoying similar price reductionsfrom other ICT hardware product suppliers.

"AtOpengear we undertake all of our R&D in Australia and appreciate that ourstrong Aussie dollar is making life hard for all our exporters - be theyfarmers or software developers." Waldie said.“It is essential that small,medium and large enterprises as well as government take full advantage of thestrong dollar for ICT."

About Opengear

Opengear (www.opengear.com.au) designs and manufactures next-generation consoleserver, power management and kvm over ip solutionsfor secure remote access and control of infrastructure. Opengear console servers are installed in more than 10,000 locationsaround the world. Opengear's open sourceplatform gives network managers and system integrators the most flexible,extensible, console server solution on the market today for serial consoleports, service processors, power solutions and environmental monitoring.

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