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### ValuePoint and HotAir Network Group Bring Wi-Fi to Florida Hotels

MELBOURNE BEACH, FL - September 30, 2003 -- Hotel guests in Florida are now able to access the Internet for work and pleasure, thanks to a unique partnership between ValuePoint Networks Inc. of San Bruno, CA and HotAir Network Group Inc. of Melbourne Beach, FL.

With HotAir service, guests of a hotel can access the Internet and email from anywhere on the hotel property using their own 802.11b wireless device, or the hotel can provide them with a HotAir Wireless Connection Kit. Corporate travelers can access their company network securely using their VPN, while casual users can instant message, check email and surf the Internet. ValuePoint's tamper- and weather-resistant SuperAP Rugged Access Points (APs) and Gateways are at the heart of HotAir's turnkey Wi-Fi network solution for hotels.

HotAir has deployed wireless networks in numerous major hotels across Florida this year, including Holiday Inn, Jameson Inn, Ramada Plaza, Best Western and Hampton Inn. Wi-Fi is also available to travelers in Florida restaurants such as Durango Steakhouse in Suntree.

Steve Gould, President of HotAir, chose ValuePoint because it was a perfect fit for the HotAir solution. "ValuePoint offers the ability to rapidly deploy an extensive wireless architecture. We use the ValuePoint Gateway to aggregate an entire property into a seamless network. The hotel immediately benefits from our extensive guest services and co-branded network interface."

Using the SuperAPs Rugged Access Point provided by ValuePoint, hotel guests will now have an option to get connected with high-speed Internet access in each of the hotel's rooms as well as other indoor and outdoor areas of the hotel property.

Sam Trierer, Vice President of HotAir Operations, found that he could improve support options for customers and hotel owners with the ValuePoint AP. "ValuePoint offers extensive remote features that allow us to remotely manage a location and avoid unnecessary service calls. The underlying features of the gateway provide guests with seamless connectivity without reconfiguring their network connection."

ValuePoint and HotAir are committed to solving the unique challenge of true public access, as opposed to just shoehorning a solution designed for the home or enterprise into the hotel environment. Michael Edison, ValuePoint VP of Product Development, elaborated on the public access design: "SOHO Wi-Fi hardware is too simple, Enterprise is too complex, and neither has the unique branding and configuration features required for public access. The SuperAP allows HotAir to deploy a wireless network in a public space quickly so that customers can get access easily and securely."

HotAir Network Group will continue to expand wireless access across the southeast, utilizing the ValuePoint SuperAPs and Gateways. Together, ValuePoint and HotAir are providing solutions uniquely appropriate to the needs of the public for Wi-Fi access outside the home or office.

#### **About HotAir**

HotAir has quickly gained recognition for providing a comprehensive business solution for high-speed Internet access (HSIA) for the hospitality industry. HotAir optimizes the solution by providing a turnkey, low maintenance network that has a minimal impact on hotel staff while providing associated support on a 24/7 basis. HotAir offers a complete HSIA package tailored to each customer's operational requirements, brand standards and other unique considerations. HotAir is rapidly advancing the future of high-speed wireless technologies through innovative solutions based on firm industry knowledge and dedicated installations. HotAir specializes in integrated solutions allowing remote management and support for its customers. More information regarding HotAir's products and services can be found at [www.hotairnetwork.com](http://www.hotairnetwork.com) or by calling 877-464-4742.

#### **About ValuePoint Networks**

ValuePoint is a manufacturer of Wi-Fi products for service providers, small- and medium-sized businesses, and the shared access market. ValuePoint's products are designed for the unique needs of service providers, wireless ISPs, billing providers and venue operators in the burgeoning mobile access space. This includes airports, hotels, multi-tenant units, multi-dwelling units, pay telephones and storefronts. For more information on ValuePoint's rugged access points and wireless gateways, please visit [www.valuepointnetworks.com](http://www.valuepointnetworks.com).

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