

NEI Releases New DC-Powered Servers Based on Dell PowerEdge Technology

CANTON, MA, November 3, 2009 – NEI (NASDAQ: NENG), a leading provider of application platforms and deployment services for software developers, OEMs and service providers worldwide, today announced it is working with Dell to manufacture and co-market a new line of DC-powered servers based on Dell's PowerEdge R710 platform. NEI worked with Dell OEM Solutions to specify, engineer and test the new DC-powered server. The two companies will co-market the new model E-2710 to enterprise and telecom application developers and OEMs worldwide. NEI will be Dell's exclusive manufacturer of the E-2710 and the leading provider of support and deployment services as well as reverse logistics for this platform. Other terms and conditions of the agreement were not disclosed.

"Dell identified a growing segment of OEMs - including several large telecommunications equipment manufacturers - that require high-quality server-based technology to run and manage their OEM solution," said Rick Froehlich, general manager of Dell's OEM Solutions Global Division in Round Rock, Texas. "We decided to leverage NEI's expert design and integration capabilities to target this growing industry vertical and produce a highly advanced solution. NEI worked hard to develop the E-2710 and we're excited to offer OEMs and end-users this DC-optimized version of Dell's PowerEdge R710. The result is a purpose-built, highly efficient server made for DC-powered environments seeking to deploy green server-based solutions."

"The Green Power revolution is real and we have every intention to help our business partners remain at the forefront of this movement," said Greg Shortell, president and CEO, NEI. "I believe our ability to engineer world-class solutions like the E-2710 extends the reach of our partners' products, allowing them to address new market segments and customer profiles. We focus on high-value design innovation, hardware and software integration, manufacturing and deployment services that mesh well with the value proposition that Dell OEM is trying to bring to market in these types of niche applications."

The E-2710 features Intel's® Xeon® 5500 series processor to better scale power usage to the workload and make IT environments more energy efficient. "The E-2710 is a highly available, open-standard application platform that delivers the speed, computing power and flexibility the market demands for green-compliant data center and carrier-class central office technologies," said Rusty Cone, senior vice president of sales and marketing, NEI. "The E-2710 can host NEI's Smart Services to deliver network-ready, lifecycle-managed applications, OS and patch management, streamline support processes, accelerate deployments and gain a real competitive advantage."

When the E-2710 is Smart Services enabled, IT shops can benefit from the automated health, update and backup capabilities – all of which make it easier to maintain and support the platform throughout its lifecycle.

For more information about the E-2710, please visit www.nei.com/dell. For more information on Dell and DC Power, consult the [Dell DC Power blog post](#).

About NEI

NEI is a leading provider of application platforms, appliances and deployment services for software developers, OEMs and service providers worldwide. Through its comprehensive suite of services that include solution design, integration control, support and other value-added service capabilities, NEI enables customers to more effectively deploy, manage, service and support their solutions. Founded in 1997, NEI is headquartered in Canton, Massachusetts and trades on the NASDAQ exchange under the symbol NENG. For more information about NEI's products and services, visit <http://www.nei.com>.

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