



PRESS RELEASE

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Portola Systems, Inc. Achieves SMB Select Partner Designation From Cisco Systems

Sebastopol, CA – August 10, 2005 – Portola Systems, Inc. announced today that it has achieved the small and medium-sized business (SMB) Select Partner designation from Cisco Systems®. By earning the Cisco® SMB Select Partner designation, **Portola Systems, Inc.** demonstrates to customers that it understands and supports networking solutions for the small and medium-sized business market, defined as companies that have between 20-500 employees. The Cisco SMB Select Partner program provides **Portola Systems, Inc.** with a tailored set of resources, training offerings, and sales and marketing tools to enhance the company's expertise in selling, implementing and supporting Cisco networking solutions for SMB customers.

“We are committed to recognizing, supporting, and rewarding channel partners like **Portola Systems, Inc.** who focus on the SMB market,” said Surinder Brar, senior director, Worldwide Channels for Cisco Systems. “Cisco wants to work closely with partners who understand the requirements and business challenges of SMB customers and can support their specific needs.”

Portola Systems, Inc. is part of the first round of systems integrators in the United States to achieve the Cisco SMB Select Partner designation which requires Cisco channel partners to demonstrate a focused business practice selling into the SMB market. In order to qualify for the Cisco SMB Select Partner designation, **Portola Systems, Inc.** had to meet specific program requirements in the areas of training, employee certification, sales volume and sales mix.

The program offers SMB Select Partners with a tailored set of sales and technical resources, programs, training offerings and tools to help promote their success and address the needs of the SMB market. As a Cisco SMB Select Partner, **Portola Systems, Inc.** will enjoy several program benefits such as being highlighted on the Cisco Partner Locator, making them easily identifiable for potential customers and differentiating themselves from other resellers.

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About Portola Systems, Inc.:

Portola Systems Inc. is a leading computer network engineering and integration firm that provides advanced networking and integration services to private companies and government agencies in Northern California.