



**For further information, contact:**

Neptune Technology Group Inc.  
Debra Causey  
Marketing Services Manager  
(334) 283-7482  
[dcausey@neptunetg.com](mailto:dcausey@neptunetg.com)

Tropos Networks, Inc.  
Scott Green  
CLS Communications, Inc.  
(650) 679-9044  
[teamgreen@rcn.com](mailto:teamgreen@rcn.com)

**FOR IMMEDIATE RELEASE**

**NEPTUNE TECHNOLOGY GROUP AND TROPUS NETWORKS PARTNER TO  
FACILITATE AUTOMATED WATER METER READING OVER WIRELESS  
BROADBAND NETWORKS**

**Joint Solution to Improve Utility Efficiencies and Conservation**

TALLASSEE, ALABAMA and SUNNYVALE, CALIFORNIA, JULY 24, 2008 – Neptune Technology Group Inc. and Tropus<sup>®</sup> Networks, Inc. announced today that they have entered into a Joint Marketing Agreement to work collaboratively to promote the benefits of using Neptune’s Wi-Fi enabled water meter reading solution with a Tropus metro-scale wireless broadband network. The combined solution enables cities and water departments to improve worker productivity and operational efficiencies as well as help meet water conservation initiatives.

As communities across the country “go wireless”, utilities have an opportunity to leverage the benefits of a citywide wireless broadband infrastructure to improve operations. In some cities, automated meter reading is the primary application for which a network is justified due to the substantial benefits it provides. Using a single metro-scale Wi-Fi municipal network for reliable and secure public safety communications, traffic management, public works, and other city services, utilities can also read meters more efficiently, detect leaks faster, and provide more accurate and timely billing to customers.

When Neptune’s R900 Wi-Fi Gateway (Gateway) is installed on a Tropus MetroMesh<sup>™</sup> network, the Gateway “discovers itself” automatically and is programmable over the network. The R900 Wi-Fi Gateway is just one of many examples of how Neptune continues to innovate and provide high value options for its utility customers.

“By partnering with Neptune, we are able to combine their innovations in AMR technology with our leading Wi-Fi mesh network to provide cost-effective and state-of-

the art solutions that greatly benefit utilities as they seek to improve their operational efficiencies, enhance customer service, and meet today's increasing demands for water conservation," said Rob Pilgrim, Vice President Business and Corporate Development for Tropos. "This agreement underscores our commitment to provide the best solutions for communities that enable them to optimize the utilization of their broadband infrastructure."

"The combination of Tropos' market leading MetroMesh system and Neptune's field-proven R900 radio frequency meter interface unit technology will provide the highest levels of customer value to support our plans for continued market leadership," said Neptune Technology Group President Charles (Chuck) DiLaura. "We will continue to lead the water AMR market; and, with Tropos, we will offer a complete value-added solution to our customers. By enhancing the migration path of the R900, our relationship with Tropos reinforces our value proposition of providing the best life cycle value for our utility customers."

#### **About Neptune**

Neptune Technology Group Inc., a pioneer in the development of Automatic Meter Reading (AMR) technology for more than 43 years, is a leading provider of data collection systems which are used to read more than 59 million meters per month. Since 1892 Neptune has continually focused on the evolving needs of utilities – revenue optimization, optional efficiencies, and improved customer service. Neptune continues to broaden its focus beyond automatic meter reading and metering to include service orders and meter asset management and to extend this capability to electric and gas utilities. Neptune provides utility automation software touching over 96 million connected customers throughout North America. For additional information, please visit the company website at [www.neptunetg.com](http://www.neptunetg.com).

#### **About Tropos Networks**

Tropos® Networks is the market leader in wireless IP broadband mesh networks enabling cities and other organizations worldwide to own and control smart, affordable, IP infrastructures for deploying high-value applications that improve the efficiencies of its mobile workers while reducing operational costs. These applications include mobile public safety (for police, fire and EMS vehicles), video surveillance, utility automation and industrial deployments. The patented Tropos MetroMesh™ system delivers the ultimate reliability, scalability, and security at low cost that is required for business critical and life saving wireless applications and is installed in over 30 countries. Founded in 2001, Tropos Networks is headquartered in Sunnyvale, California. For more information, please visit [www.tropos.com](http://www.tropos.com), call 408-331-6800 or write to [info@tropos.com](mailto:info@tropos.com). Tropos is a registered trademark and MetroMesh is a trademark of Tropos Networks, Inc.