HAYES ANNOUNCES HAYES ISDN EXTENDER

Hayes - NeXT Strategic Relationship results in Low-cost ISDN Connectivity for NeXT Computer

ATLANTA, GA, 22 January 1992 -- Hayes Microcomputer Products, Inc. today announced Hayes ISDN eXTender, the first telecommunications network interface module that provides ISDN Basic Rate Access as well as analog telephone line connectivity to NeXT computers. This product is the result of the Hayes and NeXT strategic relationship committed to the promotion of ISDN and to providing low-cost, powerful connectivity to NeXT users worldwide. Hayes has also expanded its ISDN Developer Program to include support for the ISDN eXTender for NeXT computers.

Hayes ISDN eXTender provides an 8-pin modular connector to an ISDN Basic Rate line and a 6-pin modular RJ11 connector to an analog telephone line. When used in conjunction with NeXTstep Release 3.0 and application software, the eXTender can be used for remote LAN connections, as well as high-speed, digitized voice, data, fax modem, and multimedia applications. Hayes ISDN eXTender takes advantage of the NeXTstep object-oriented application development environment, powerful CPU, and DSP port to provide analog telephone network and ISDN (Integrated Services Digital Network) connectivity.

"We see customer applications, such as remote LAN connectivity and evolving multimedia applications, driving the need for the higher speed transmission of ISDN," said Hayes President Dennis C. Hayes. "Therefore, Hayes ISDN eXTender for NeXT computers with Release 3.0 is a logical and powerful combination. This is the first tangible result from our strategic relationship with NeXT and when Steve and I get together we have no shortage of good ideas. We are very pleased to be working with a company that shares our vision of global connectivity and ISDN."

"Dennis and I have worked together over the years to bring technology that has changed the way people work," said NeXT Chairman and CEO Steve Jobs. "And, with this announcement, we are continuing our tradition. This hardware/software solution gives our customers a low-cost, yet very flexible, solution for ISDN connectivity."

Hayes ISDN Developer Program is designed to provide qualified third party developers with the support and information they need to develop high-quality applications for ISDN, and to complement the NeXT developer support program for the PhoneKit API. The program includes special product purchase programs as well as access to Hayes Developer Verification and Test Lab, located at Hayes ISDN Technologies in San Francisco, CA. Developers can also use the ISDN applications development laboratory, located in Beeston, Nottingham, England, that was established as a joint effort by Hayes and GPT, Britain's leading telecommunications systems supplier.

Hayes ISDN eXTender will be available throughout the United States and Canada in April 1992 for an estimated retail price of US$--- and CN$---. The product will be distributed through Value-added Resellers and Dealers who sell NeXT computers as well as Hayes Customer Service. In addition, Hayes anticipates availability of Hayes ISDN eXTender in the global marketplace, including France, Germany and Japan as country approvals are obtained and NeXT system software is prepared for support.

"We see customer applications, such as remote LAN connectivity and evolving multimedia applications, driving the need for the higher speed transmission of ISDN," said Hayes President Dennis C. Hayes. "Therefore, Hayes ISDN eXTender for NeXT computers with Release 3.0 is a logical and powerful combination. This is the first tangible result from our strategic relationship with NeXT and when Steve and I get together we have no shortage of good ideas. We are very pleased to be working with a company that shares our vision of global connectivity and ISDN."

"Dennis and I have worked together over the years to bring technology that has changed the way people work," said NeXT Chairman and CEO Steve Jobs. "And, with this announcement, we are continuing our tradition. This hardware/software solution gives our customers a low-cost, yet very flexible, solution for ISDN connectivity."

Hayes ISDN Developer Program is designed to provide qualified third party developers with the support and information they need to develop high-quality applications for ISDN, and to complement the NeXT developer support program for the PhoneKit API. The program includes special product purchase programs as well as access to Hayes Developer

Verification and Test Lab, located at Hayes ISDN Technologies in San Francisco, CA. Developers can also use the ISDN applications development laboratory, located in Beeston, Nottingham, England, that was established as a joint effort by Hayes and Grr, Britain's leading telecommunications systems supplier.

Hayes ISDN eXTender will be available throughout the United States and Canada in April 1992 for an estimated retail price of US$349 and CN$499. The product will be distributed through Value-added Resellers and Dealers who sell NeXT computers as well as Hayes Customer Service. In addition, Hayes anticipates availability of Hayes ISDN eXTender in the global marketplace, including France, Germany and Japan as country approvals are obtained and NeXT system software is prepared for support.

Hayes ISDN eXTender carries a two year limited performance warranty and is backed by the same level of quality support as Hayes modems. Applications consultants and technical support engineers are available through Hayes Customer Service in the U.S. at 404/441-1617 and in Canada at 416/283-2672. Unlimited, free technical assistance is available electronically through "Online with Hayes," an electronic Bulletin Board System, at 404/HI MODEM or 800/US HAYES, as well as Hayes Forums on CompuServe and GEnie information services.

NeXT Computer, Inc. designs, manufactures and markets professional workstations based on the pioneering NeXTstep object-oriented system software. NeXT computers are used to develop mission-critical custom applications and to run these applications alongside breakthrough productivity applications. NeXT is headquartered at 900 Chesapeake Drive, Redwood City, California, 94063. For further information, customers and potential customers are encouraged to call 800-TRY-NeXT.

Best known as the leader in microcomputer modems, Hayes develops, supplies and supports computer communications equipment and software for personal computer and computer communications networks. The company distributes its products through an international network of authorized distributors, dealers, mass merchants and original equipment manufacturers.