



March 2010 – PRESS

Atrion Networking Corporation and RhodeOne Technology Solutions Enter into Joint Venture to Form Atrion Networking SMB, LLC

Atrion SMB division will offer small and medium businesses comprehensive IT and hosting services at a competitive price point.

Warwick, RI / Pawtucket, RI – March 8, 2010 – Atrion Networking Corporation, a leading provider of Information Technology and managed services, today announces it has entered into a joint venture with Pawtucket, R.I.-based technology company, RhodeOne Technology Solutions. The venture between the two Companies has created Atrion Networking SMB, LLC, which will focus on delivering comprehensive technology solutions to small and medium sized businesses.

Atrion SMB will provide high quality, high touch solutions centered on networking, servers, operating systems, wireless, security and voice and unified communications. Premium hosting services, including Microsoft Exchange, SharePoint and CRM, BlackBerry and encryption will create the opportunity for clients to eliminate the headaches of self-managing the diverse aspects of their business-critical applications.

The venture comes for Atrion after 18 months of extensive market research and over 200 face-to-face interviews with businesses around the New England area. Results of the research showed smaller organizations facing similar IT challenges as larger companies, but lacking adequate staffing and financial resources to design, deploy and maintain IT solutions as a strategic asset. Bringing nearly 23 years of IT experience to shine on these challenges, Atrion's goal with its SMB division is to assist smaller companies in building "world class" information technology solutions as a strategic asset to propel the growth and success of their organizations.

"As one of our principle values, Atrion continues to invest in understanding the needs and goals of our clients," said Tim Hebert, CEO of Atrion. "With Atrion SMB, we will be able to better meet the needs of small and mid-sized businesses across New England through providing them the high-level technical knowledge and business acumen that until recently has only been afforded to Fortune 1000 companies. And we will offer it at an affordable price point. On behalf of the entire Atrion family, we are very excited to work with Rick and his incredible RhodeOne team to introduce Atrion Networking SMB!"

"Atrion SMB is a one-of-a-kind opportunity," said Rick Norberg, president of RhodeOne as well as Atrion SMB. "The combined knowhow, technology solutions and client-focus approach of Atrion and RhodeOne will create in Atrion SMB a "1-stop CIO" service for the small and mid-sized businesses whose CIO's may not have the time or resources to navigate the complex IT solution sphere – or for some of the smaller businesses who may not have a designated CIO at all. Atrion SMB will take on the role of 'trusted technology advisor,' helping our clients to increase business productivity while reducing cost."





The Atrion SMB division of Atrion Networking Corporation will join the Company's two additional divisions: Atrion Carrier Services, offering multi-vendor voice and data, network, consulting and contract negotiation services and solutions; and Shazamm, Atrion's interactive agency specializing in creative multimedia, web, marketing and software development and design. Atrion SMB will be housed at the Hope Artist Village in Pawtucket, RI.

About RhodeOne:

RhodeOne Technology Solutions, a Microsoft Gold Certified Partner, is a leader in providing business critical E-mail and collaboration services to companies and educational institutions in the Greater New England area. Customers can reduce cost, increase productivity, and work from anywhere and at any time with New England's premier hosted Microsoft Exchange E-mail and SharePoint Services provider. Our employees hold a combined 20+ Microsoft certifications and have over 25+ years of direct, hands on IT management and messaging experience in organizations up to 100,000 seats. For more information, visit www.rhodeone.com.

About Atrion:

Established in 1987, Atrion specializes in the fusion of business and technology. Through a dedicated focus on our clients, we accelerate business productivity and satisfaction with full-scale customized technology solutions including consultation, project management, manufacturer-certified training, carrier services, telephony, software and application services, equipment procurement, local and wide area networks and managed services. Atrion's multimedia division, Shazamm, offers innovative and interactive multimedia designs to enhance solution functionality and visibility. Atrion's 1nService affiliation allows it to service companies locally and internationally. We are a Cisco Gold Partner, Microsoft Gold Partner and placed 455 the 2009 VAR 500 list. To learn how we can empower your company, visit www.atrion.net.

Contacts:

Giselle LaFrance

Manager of Media Relations
Atrion Networking Corporation
401.829.8321
glafrance@atrion.net

Rick Norberg

President
Atrion Networking SMB, LLC
401.312.4545
rnorberg@atrionsmb.net

