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**Global Caché and Spinoza Form Strategic Marketing and Technology Alliance**  
*Partnership to Ensure Complimentary Solutions to Control and Manage Enterprise AV Installations  
Over a Network*

**San Jose, CA, August 11, 2004** – Global Caché, the award winning provider of products that enable technology in homes and businesses, and Spinoza Technology, the leading provider of integrated PC-based software solutions for networked AV control, management, and content delivery, announced today they have signed an agreement allowing the two companies to work closely together in marketing to deliver products that address the fast-growing Enterprise AV market.

Together the companies' products allow remote control and management from anywhere, including the Internet, of a network of projectors, including proactive diagnostics with messaging and scheduling service, and the ability to control any function available on the projectors standard remote control. Based upon open industry standards, the products deliver substantial reductions in Total Cost of Ownership (TCO) of enterprise AV installations. Applications include display control and management in conference rooms, educational facilities, industrial installations, entertainment installations, and videoconferencing rooms.

Global Caché's GC-100 Network Adapter is designed to IP-enable existing hardware, including AV projectors, bringing Ethernet connectivity to equipment that otherwise could not be accessed over a network. The first of its kind, the GC-100 is an essential enabling piece, connecting networks to infrared (IR), serial (TVs and projectors), and relay (lighting and automated window shades) devices so they can be accessed and managed simply and inexpensively by network-based software. Global Caché offers IR learning devices, sensors and other network connectivity products.

Spinoza provides a powerful end-to-end projector and presentation manager platform that includes centralized content and ganged controls management, remote diagnostic and troubleshooting capability, and a wireless presentation function for laptops and PocketPC devices. The world's leading manufacturers of AV equipment have licensed Spinoza's integrated solution

“Spinoza has been very successful partnering with market leaders, assisting them with quick entry into the market by providing highly functional and integrated AV control and maintenance solutions for their networked equipment,” said Randy Massengale, Spinoza President. “This new alliance with Global Caché allows us to further expand our market and channel, and provides a seamless and pain-free upgrade path for our existing customers by allowing previously nonnetworked displays to be controlled and managed over a network. This rounds out our ability to provide full functionality in any AV environment.”

Walt Keller, Global Caché President, added, “We’re delighted to be joining forces with Spinoza, the leader in PC-based AV asset management software. Our products combined are a true testimonial to why open systems provide the most cost effective, flexible, and future proof products on the market. Working seamlessly out of the box, installers, integrators, distributors, and equipment providers now have a powerful solution they can deliver at a fraction of the cost, and with fewer restrictions of the currently available proprietary systems.”

#### **About Global Caché, Inc.**

Global Caché is dedicated to producing state-of-the-art products that enable technology in homes and businesses. Our GC-100 Network Adapter provides the means for PC-based home automation and management software to access, control, and deliver services in a networked home to diverse and previously unconnected devices and appliances. Global Caché sells through distributors, VARs, and OEMs. For more information on Global Caché and our products and services or to place an order, visit online at [www.globalcache.com](http://www.globalcache.com) or call us at 408-270-1300.

#### **About Spinoza Technology**

Spinoza Technology is the leading provider of integrated PC-based software solutions for networked AV control, management and content delivery. The Company’s wireless and wireline software products simplify the operation and unify the functionality of a broad range of AV devices within a variety of corporate, education, industrial, entertainment, government, and residential settings. The Spinoza Platform for Windows-based AV device management, control and content delivery is the preferred choice of the world’s largest and most innovative AV OEMs, including Christie, InFocus Corporation, Hitachi, Boxlight and Da-lite Screens. Spinoza has enabled its OEM partners to achieve industry recognition for innovation in network-enabling the operation of their AV devices in ubiquitous Windows-based environments. Spinoza's global headquarters are located in Seattle, Washington, USA, with a regional sales presence in Amsterdam and Kyoto, Japan. For more information, visit Spinoza’s web site at [www.Sp1n.com](http://www.Sp1n.com), or contact the company at (206) 686-2300.