



Press Release
For Immediate Release

6WIND APPOINTS DOMINIQUE LANFRANCHI AS SALES VP OF EUROPE

Paris, 31 January, 2005 – 6WIND (www.6wind.com), a pioneer in advanced IP software technologies and solutions, announced today the appointment of Dominique Lanfranchi as Regional Vice President for European Sales, effective immediately.

In this role, Dominique Lanfranchi drives all business development and growth of 6WIND's sales operations in Europe, focusing in particular, on reinforcing the company's European team and developing major equipment vendor and OEM accounts. Dominique brings more than 10 years' sales leadership and business development experience in the fast-evolving sectors of telecommunications software and data networking systems where communication networks and technologies are increasingly converging.

Prior to 6WIND, Dominique spent six years as Sales Director of NetCentrex, a VoIP solutions company he helped found in early 1999. Largely responsible for the creation and management of an international sales operation across seven key European markets, he successfully turned the start-up into a revenue-generating business of Euros 10 million with a significant customer base. His career included several management positions such as Channels Director and responsibilities covering large government and industrial accounts with equipment vendor, Newbridge Networks. Dominique complements his business savvy with solid engineering experience during his early years at Bull Ingénierie, France, after having graduated from France's Ecole Supérieure de Technologie Electrique (ESTE). He also holds a master's degree in computer science from Manchester University, England.

« I am very happy to have Dominique in our management team to lead the next ramp-up phase of 6WIND European operations. His wealth of experience in the domain of converging Internet services combined with his shrewd business insight and sales leadership is a big plus for rapidly understanding and bringing to bear the right 6WIND solution answering to our customers' challenges. This is crucial as converging networks, coupled with the exponential growth of intelligent Internet services, place economic pressures on network equipment providers in Europe to produce better multi-services gateways”, said Alain Dasté, CEO of 6WIND.

« I am very pleased to join 6WIND at a time when there is great momentum to developing multi-services access equipment in response to the natural evolution of more demanding telecommunication services. 6WIND's software which optimizes networking product development and seamless third party technology integration, frees up time needed for equipment developers to focus on differentiating their value-add and speedily go to market with a competitive solution for growing user needs,” said Dominique Lanfranchi.

About 6WIND

6WIND is the undisputed leader and innovator of advanced and fully-integrated dual Internet Protocol (IPv4-IPv6) networking software for OEM licensing. The company's patented software technology empowers network equipment providers to significantly cut development time and cost, simplify network application integration and accelerate the go-to-market process of new generation multi-services and secure networking equipment.

6WIND was the first European company certified IPv6-ready by the global IPv6 Forum and is a European Information Society Technology award winner (EIST 2004). A spin-off of Thales (HO.FP), the company is headquartered in France and has offices in China and South Korea.

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