



ShoreGroup appoints Carl Gambello to Director of Advanced Automation Solutions

Expert in intelligent, networked buildings to lead new ShoreGroup real estate practice

NEW YORK, NY. April 5, 2006 – ShoreGroup, Inc., a leading converged network solutions and management provider, today announced that Carl Gambello has been appointed to the newly formed position of Director of Advanced Automation Solutions. Gambello will lead ShoreGroup's building solution initiatives, working with Real Estate Investment Trusts (REITs), developers, owners, municipalities and other organizations interested in obtaining the maximum business advantage that can be derived from deploying intelligent Internet Protocol (IP) enabled properties. Gambello will report to James LaRosa, ShoreGroup's Vice President of Sales & Operations.

Gambello comes to ShoreGroup following eight years at Cisco Systems, where he was the United States sales lead for the company's emerging Connected Real Estate (CCRE) program. While at Cisco, Gambello was instrumental in the design, marketing and sales of the IP-based solution set for the real estate market, including IP Telephony and wireless solutions. He has worked with architects and engineers throughout the United States on focused real estate initiatives addressing space utilization, personal mobility, energy efficiencies and business continuance issues. Gambello's experience also entails guest and tenant-focused advanced technology deployments, including the esteemed Mandarin Oriental Hotel located within the Time Warner Building in New York City.

Gambello is a member of the CoreNet association of real estate and related professionals, Building Owners and Managers Association (BOMA) International, and Continental Automated Building Association (CABA). He has served on the RealShare advisory board and is a frequent speaker at CoreNet, RealComm, American Institute of Architects (AIA), and American Hotel and Lodging Association conferences.

"Traditionally a building has been viewed as a physical structure that provides a place of work, commerce or residence", said Robert Kennedy, ShoreGroup President & CEO. "Now a building is viewed as the nucleus that encompasses the technology that businesses need to succeed, and the amenities that enhance the quality of life for its occupants. In response, building automation technologies are advancing well beyond their original scope of producing operational savings. Building owners and property managers are now strategically deploying IP-enabled technologies to deliver enhanced services as a market differentiator to increase tenant value and occupancy rates. ShoreGroup's new real estate practice provides the complete resources they need to deliver and support the advanced services that today's tenants are demanding. Carl's leadership and experience in the smart building arena will be a major asset in developing and growing this ShoreGroup business area."

"An effective Internet Protocol strategy can help decrease the cost of constructing or refurbishing existing facilities by five to fifteen percent," added Carl Gambello. "ShoreGroup's solution is based on establishing a smart infrastructure foundation during the initial design or renovation stage of a real estate project. We implement building services that dramatically increase the value proposition for the building's tenants, such as broadband access, wireless and IP Telephony. As a building deploys IP-enabled real estate applications, such as video

surveillance, access controls and building controls, they achieve a more efficient overall environment and enhance the tenant experience. Once the infrastructure is in place, ShoreGroup's CaseSentry® Systems Management solution is deployed to maintain the property, providing vendor agnostic end-to-end operational visibility of all building systems and the means to optimize the management of the property through automated service management capabilities. I'm looking forward to helping our clients realize the full potential that the networked building offers."

About ShoreGroup, Inc.

ShoreGroup is an employee owned converged solutions provider delivering management applications, operational maintenance services and infrastructure professional services. As a Cisco Gold Certified Partner with IP Communications Specialization, and a Cisco IP Contact Center (IPCC) Enterprise Advanced Technology Provider (ATP), ShoreGroup designs, deploys, maintains and develops leading management applications for high availability converged networks and customer contact centers. Technology expertise includes IP Telephony, VoIP, communications systems and applications, systems and network management, LAN/WAN, physical layer infrastructure and wireless. Founded in 1999, with over 300 global and national customers, ShoreGroup is based in New York City and Syracuse, NY.

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April 5, 2006

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