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**PREMIER BANK ROLLS OUT BRANCH OFFICE NETWORK WITH  
CROSSCOMM INTEGRATED BRANCH AND BACKBONE ROUTERS**

*CrossComm-based Data Highway Accelerates Loan Processing  
and Customer Services for 140 Louisiana Branch Locations*

MARLBOROUGH, Mass., -- CrossComm Corporation (NASDAQ/XCOM) today announced that Premier Bank NA, Louisiana's third largest retail bank, has launched a new enterprise-wide communications network using CrossComm's integrated branch and backbone routers. The CrossComm-based network is supporting new PC-based branch banking applications and mainframe-based transaction processing applications.

The fail-safe CrossComm XL80, XL20 and XL10 systems are accelerating customer services, such as loan processing and cash machine transactions, up to 10-fold for more than 140 Louisiana branch locations. CrossComm also is providing the Baton Rouge-based bank with network management software and services. In 1995, Premier Bank plans to use the network to introduce electronic imaging and videoconferencing using the Asynchronous Transfer Mode (ATM)- ready CrossComm routers.

"Using CrossComm, we've developed a high speed data highway to perfect existing applications, introduce new PC-based services at the branch level and improve our competitive position," said Ben Baker, Vice President of Premier Bank's Data Services. "The CrossComm systems' multiprotocol support of SNA and LAN traffic from hardware platforms across our enterprise and their ATM readiness are providing us with the bandwidth, modularity, reliability, and cohesion we need to satisfy our present and future needs."

Implemented in just four months by two in-house networking professionals, Premier Bank's bank-wide internetwork supports local area networks (LANs) and PC/server-based applications in 140 branches and connects each branch to an operations center in Baton Rouge. Premier Bank also consolidated its previous mainframe/cash machine teller terminal network with the new branch LAN internetwork.

"Few banks have accomplished so much in so little time, and so efficiently as we have," added Baker.

To simplify and speed network installation and management, Premier leveraged CrossComm's new integrated branch office routers and Internetwork Management System (IMS) software. The routers combine LAN/hubs, routers, and other devices in a single unit. CrossComm's IMS software enabled the bank's non-technical branch employees to plug in the LANs at each site and permitted two trained professionals to configure the network using remote software downloads over telephone lines from Baton Rouge.

Once installed, IMS enables Premier Bank to manage its entire network from a single desktop or portable PC. In addition, the bank used CrossComm's advanced Protocol Independent Routing (PIR) software to streamline the consolidation of new LAN and existing mainframe networks, and to ensure the integrity of mainframe communications.

#### Application Highlights

Designed to provide "home town" service to every customer,

the CrossComm-based network emanated from Premier Bank's plan to employ more sophisticated and versatile PC-based "bank-floor" automation than its 3270 SNA network could provide. To do that cost-effectively, the bank needed to support SNA and LAN traffic on a single network without sacrificing the reliability of time-sensitive SNA sessions. Premier Bank also needed a multi-functional integrated solution to streamline branch network installation and management. CrossComm was selected over Cisco, Welfleet, and IBM after a three-day test in 1993 in which the firm alone was able to satisfy these criteria.

Installed from July through November, the network's 13 XL80s, 30 XL20s and 110 XL10s enable the bank to rapidly deliver customer information to and from the mainframe and any desktop PC or teller terminal and cash machine. Loan decisions, which once took up to two weeks to process, are now concluded in hours or days. The new PC applications and network provide local branches with customer profiles, instant credit analysis, electronic mail, and fraud detection.

"We're able to get a single image of every customer in every branch so our Customer Service Representatives can swiftly respond to that customer's needs and recommend banking services that could potentially improve that customer's position based on complete account information," said Randy Johnson, Premier Bank's Manager of Data Communications.

Premier Bank also expects to capitalize on CrossComm's recently announced ClearPath (TM) ATM and bandwidth capabilities for branch-wide imaging of customer documents, graphics and photographs to users' desktops. The bank's plan to introduce videoconferencing will enable remotely located customers and Cutworm Service

Representatives to conduct face-to-face meetings without driving across the expansive Louisiana terrain.

### **About Premier Bank**

Premier Bank is Louisiana's third-largest retail bank with \$4 billion in assets and more than 140 branches. Based in Baton Rouge, the bank offers a full range of financial services to its customers and recently launched a corporate-wide strategy to increase its marketshare in 1993 by introducing a wide range of new customer services.

### **About CrossComm**

Marlborough, Mass-based CrossComm Corporation is a leading worldwide provider of internetworking solutions (a broad family of integrated communications platforms, multiprotocol software, network management software, and remote and on site service). CrossComm's products and services help companies transition from mainframe networking to client-server-based networking, while protecting mission critical network traffic, building, and maintaining reliable corporate-wide networks, and reducing costs of maintenance and support.