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Netopia Signs IOC Distribution Deal with EMBARQ Logistics

Agreement eases triple-play deployment and management for independent telcos

EMERYVILLE, Calif., Nov. 30, 2006 – Netopia, Inc. (Nasdaq: NTPA), a market leader in broadband service assurance solutions for service providers, has signed a distribution agreement with EMBARQ Logistics, the deployment, distribution, and logistics division of Embarq Corporation (NYSE: EQ).

EMBARQ Logistics will offer all of Netopia's products—including the 2200 series cost-optimized gateways, 3300 series performance-optimized gateways, the MiAVo triple-play gateways, the NBBS physical layer management platform, and the eCare application layer customer care solution. Embarq will offer these products to North American network service providers to help provide the successful deployment and management of competitively differentiated broadband networks.

"From initial network design to final testing, we work with our customers to eliminate costly and time-consuming obstacles that can slow down their broadband network deployments," said Brad Clark, vice president of Sales and Marketing at EMBARQ Logistics. "It makes sense to offer products that address carriers' network needs for quality, capacity, and speed, and Netopia's extensive portfolio makes it easy for us to work with carriers to upgrade their networks so they can offer new broadband services."

The agreement expands Netopia's access to the IOC community as these carriers face new competitive threats from cable and wireless providers. Building out their networks to support advanced broadband services is one way they can sustain their competitive advantage. With Netopia's MiAVo triple-play gateways, carriers can deliver bandwidth-intensive services such as IPTV and VoIP without compromising quality of service, while NBBS and eCare allows them to centrally manage and support customer networks from the gateway to the desktop, and even the set-top box. Carriers benefit from Netopia's end-to-end solutions to ensure their networks are performing optimally and delivering reliable, high-quality services to subscribers.

"For carriers, triple play provides a lucrative opportunity to monetize new services, increase per-customer revenue, and decrease customer churn," said Greg Dunbar, Distribution Manager at Netopia. "By leveraging EMBARQ Logistics' expansive reach into the IOC market, we are able to reach a wider audience of carriers with our broad range of solutions that support the deployment and management of triple-play services."

About EMBARQ

Embarq Corporation (NYSE: EQ), headquartered in Overland Park, Kansas, offers a complete suite of common sense communications services. The company has approximately 20,000 employees and operates in 18 states. EMBARQ, which is expected to rank among the Fortune 500, is included in the S&P 500.

For consumers, EMBARQ offers an innovative portfolio of services that includes reliable local and long distance home phone service, high-speed Internet, wireless, and satellite TV from DISH Network® – all on one monthly bill.

For businesses, EMBARQ has a comprehensive range of flexible and integrated services designed to help businesses of all sizes be more productive and communicate with their customers. This service portfolio includes local voice and data services, long distance, Business Class DSL, wireless, enhanced data network services, voice and data communication equipment and managed network services.

EMBARQ believes that by focusing on the communities the company serves and by employing common sense and practical ingenuity, it is able to provide customers with a committed partner, dedicated customer service and innovative products for work and home. For more information, visit embarq.com.

About Netopia

Netopia, Inc. delivers broadband service assurance solutions through high-performance broadband customer premises equipment and carrier-class remote device management and support software. Netopia's broadband gateways feature advanced technology, high reliability, and remote manageability to assure delivery of triple-play and IPTV services. Netopia's service assurance software platforms empower carriers, service providers, and enterprises with remote device management, centralized support, and value-added services to speed deployment of innovative new broadband applications across home and business networks. Netopia has established strategic distribution relationships with leading carriers and broadband service providers, including AT&T, BellSouth, Covad Communications, eircom, Swisscom, and Verizon.

Headquartered in Emeryville, Calif., Netopia's common stock is listed on the NASDAQ Capital Market under the symbol "NTPA". Netopia has entered into a definitive agreement with Motorola, Inc., under which Motorola will acquire all of the outstanding shares of Netopia's common stock. The acquisition is subject to customary regulatory approval and the approval of Netopia's stockholders, and is expected to be completed in early 2007. Further information about Netopia can be obtained via phone at (510) 420-7400, fax at (510) 420-7601, or on the Web at www.netopia.com.

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