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## NEWS RELEASE

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### **State Bank of Delano Signs with TCI for their Decisionlender Solution**

*\$110M asset bank to automate loan decisions to better serve their loyal customers*

**HAUPPAUGE, New York, April 28, 2005** – Teledata Communications, Inc. ("TCI"), a leading provider of flexible, turnkey, Internet-based loan origination solutions, announced that Minnesota's State Bank of Delano has chosen **Decisionlender**, TCI's industry-leading Application Service Provider (ASP) solution. State Bank of Delano plans to use the instant decision feature of Decisionlender and their own "best lending" criteria to provide real time, online loan approvals for qualified customers. Therefore, loan supervisors will be able to focus their efforts on applications that require more attention. Because Decisionlender provides a higher level of service for the indirect lending channel, the State Bank of Delano believes loan volume will increase substantially without adding additional staff.

Cliff Simon, Senior Vice President at the State Bank of Delano, said that "as a smaller community bank we don't have high loan volumes, but TCI installed an easy to use, powerful loan origination solution at an affordable price that meets our current needs and future plans." The bank will use Decisionlender for indirect lending for auto, motorcycle, snowmobile and recreational vehicle dealers in the south central Minnesota region, as well as with their in-house employees who are meeting face-to-face with their customers. Simon emphasizes that "TCI has a long history of working with community banks and we look forward to strengthening both our dealer and customer relationships through the use of Decisionlender."

William Nass, President of Teledata Communications, Inc., said that "the fact that a smaller community bank such as the State Bank of Delano has chosen to use our Decisionlender solution proves that Decisionlender meets the budget requirements of small banks while providing them with technology that is easy to incorporate, secure, and gives them significant competitive advantages over traditional bank lending methods. The State Bank of Delano offers the highest level of banking and financial services in their area, and we are confident that we can help them continue this long community service record. "

**About Teledata Communications, Inc.**

Teledata Communications, Inc. was founded in September, 1982. TCI employs a staff of 40 talented professionals to serve their customers, including a team of 20 who are highly dedicated to innovation and product development. In addition to Decisionlender, TCI offers many other ASP-based products. For additional information, visit TCI's website: [www.tcicredit.com](http://www.tcicredit.com) or call toll free: 800 824 9069.

**About State Bank of Delano, Inc.**

The State Bank of Delano is a locally owned, full service independent community bank in Delano, MN that has been in operation continuously since 1908. The Bank has received the Federal Deposit Insurance Corporation's highest rating of "outstanding" for community reinvestment and has received national recognition two years in a row in *Entrepreneur* magazine as one of the top 100 small business friendly banks in the nation.

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**Forward Looking Statements**

Statements made in this news release that relate to future plans, events or performances are forward-looking statements. Any statement containing words such as "believes" "anticipates" "plans" or "expects" and other statements which are not historical facts contained in this release are forward-looking, and these statements involve risks and uncertainties and are based on current expectations. Consequently, actual results could differ materially from the expectations expressed in these forward-looking statements.