

## ***Glenbriar outlines first steps in new expansion phase***

CALGARY, Alberta, September 21, 2005 – **Glenbriar Technologies Inc.** (CNQ:GBRT) today announced a new sales and expansion phase. The company's business technology and communications solutions have reached sufficient maturity to commercialize more broadly, enabling Glenbriar and its **Peartree Software** division to shift away from its earlier, service-based business model. The first step in this new phase is to position new resources for the company. To this end, we are pleased to announce the appointment of Brian Pleet as Director, Marketing & Sales.

### *Highlights of the Release:*

- Glenbriar is moving into the commercialization stage with a series of products;
- Oriel Partners has been chosen to assist with international business opportunities and funding options;
- Brian Pleet has been appointed Director, Sales & Marketing.

Over the past years, Glenbriar has followed a long-term strategy of investing in the development of robust and potentially market-leading solutions, funded entirely from internal sources. Some of these new solutions are now approaching commercial maturity, driving a change in business focus.

In June 2005, Glenbriar embarked upon a strategic planning exercise to change itself from a services-based to product-oriented company in order to pursue commercialization of these new solutions. To assist in this review, Glenbriar retained Oriel Partners ([orielpartners.com](http://orielpartners.com)), whose services include international business development and the sourcing of capital funding alternatives to address Glenbriar's future expansion plans.

In order to assist in the implementation of this expansion phase, Glenbriar has contracted the services of Brian Pleet as Director, Marketing & Sales. Mr. Pleet has over 20 years of experience in marketing and management positions with telecom and technology companies, including Telus, Xerox, Honeywell and Aliant, and has business degrees from the University of Waterloo and the University of Western Ontario.

Mr. Pleet will work with Glenbriar to assess the market potential of Glenbriar's new solutions and development of an overall market strategy, including value proposition, targeting and competitive analysis. This will include development of a positioning statement for each solution and for Glenbriar as a whole. These positioning statements will then be implemented with marketing plans designed to maximize efficiency and effectiveness. It is a principal objective of this engagement to instill a marketing and sales culture within Glenbriar and Peartree while providing strong guidance on the tools and techniques of the trade.

### *About Glenbriar and Peartree*

**Glenbriar Technologies Inc.** (CNQ:GBRT) creates and supports business-driven technology solutions. Glenbriar's **Peartree Software Inc.** division develops software solutions for specific market verticals, including dealerships, distributors and manufacturers. Glenbriar also delivers VoIP, IP call centre, and technology management solutions for small and medium enterprises. Glenbriar is headquartered in Calgary, with locations in Alberta, British Columbia and Ontario. See [www.glenbriar.com](http://www.glenbriar.com) and [www.ptsoft.com](http://www.ptsoft.com) for more details.

*The CNQ has not reviewed and does not accept responsibility for the adequacy and accuracy of this information.*

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