

## **ADVA OPTICAL NETWORKING PARTNERS WITH HATTERAS NETWORKS TO DELIVER COMPLETE ETHERNET ACCESS SOLUTION**

***Ethernet-over-copper capabilities complement FSP 150 product family,  
enabling ubiquitous Ethernet access solutions***

**Norcross, Georgia, USA, Martinsried/Munich, Germany and Research Triangle Park, North Carolina. January 19, 2010.** ADVA Optical Networking is enhancing its distinguished FSP 150 family of Ethernet access devices with the addition of Hatteras Networks' award-winning Ethernet-over-copper solutions. The combined capabilities of these unique product lines create the industry's only fully integrated, end-to-end carrier Ethernet access solution. Hatteras Networks' solutions are fully integrated with ADVA Optical Networking's FSP Network Manager, and the integrated solution has been proven in global deployments.

The FSP 150 family provides devices for Ethernet demarcation, extension and aggregation to support the delivery of intelligent Ethernet services both in-region and out-of-region. The family enables providers to deliver profitable and differentiated Ethernet services over a wide range of transport options.

Hatteras Networks' components deliver increased broadband over existing copper facilities, providing an ideal last-mile transport solution. By fully leveraging their existing copper infrastructure, Carriers are empowered to provide enhanced services while reducing operating expenses. They are perfectly positioned to deliver transparent metro Ethernet services and address the growing demand for high bandwidth mobile wireless backhaul transport.

"We are excited about our existing partnership with ADVA Optical Networking," said Kevin Sheehan, chief executive officer of Hatteras Networks. "They have strong relationships with many tier one carriers, a long and successful history and a world-renowned reputation for delivering value to these carriers. Together, we offer a true, end-to-end carrier Ethernet access solution."

"Our companies are working closely to deliver carrier-class solutions that better serve the needs of our customers," added Christoph Glingener, chief technology officer for ADVA Optical Networking. "Hatteras Networks shares our commitment to rich operations, administration and maintenance features and extensive traffic management for service differentiation. Their Ethernet-over-copper solution is an excellent companion to our FSP 150 product line."

**# # #**

### **ABOUT ADVA OPTICAL NETWORKING**

ADVA Optical Networking (FSE: ADV) is a global provider of telecommunications equipment. With innovative Optical+Ethernet transport solutions, we build the foundation for high-speed, next-generation networks. Our FSP product family adds scalability and intelligence to our customers' networks while removing complexity and cost. With a flexible and fast-moving organization, we forge close partnerships with our customers to meet growing demand for data, storage, voice and video services. Thanks to reliable performance for more than 15 years, we have become a trusted partner for more than 200 carriers and 10,000 enterprises across the globe. For more information, please visit us at [www.advaoptical.com](http://www.advaoptical.com).

### **ABOUT HATTERAS NETWORKS**

Hatteras Networks is redefining the way carriers think about Ethernet services. Hatteras Networks' service delivery solutions are leading Service Providers worldwide to a significant expansion of the Metro Ethernet

market, which had previously been limited to the fiber footprint. Historically, T1s and E1s have been the fundamental building blocks for voice and data business services. Now, Service Providers can cost-effectively offer up to 45 Mbps Mid-Band Ethernet services and higher over existing copper facilities, enabling businesses to migrate from legacy Frame Relay, ATM and T1/E1 connections to transparent Ethernet services for voice and data business connectivity, infrastructure backhaul and mobile wireless backhaul solutions.

Already deployed on five continents, Hatteras Networks solutions are enabling a market expansion for carriers that is as significant for business services as “triple play” is for residential. For more information, visit [www.hatterasnetworks.com](http://www.hatterasnetworks.com).

#### **CONTACTS**

##### **FOR ADVA OPTICAL NETWORKING:**

Christine Keck  
t +1 301 920 0237 (U.S.)  
t +44 1904 699 358 (Europe)  
t +86 755 8621 7400 (Asia)  
e: [public-relations@advaoptical.com](mailto:public-relations@advaoptical.com)

##### **FOR HATTERAS NETWORKS:**

Vivian Kelly  
Interprose PR for Hatteras Networks  
t: +1 (703) 860.0577  
c: +1 (703) 509.5412  
e: [viviankelly \(at\) interprosepr.com](mailto:viviankelly@interprosepr.com)