



FOR IMMEDIATE RELEASE

FARMERS TELEPHONE HARVESTS REWARDS FROM THE ACCESS NETWORK WITH HATTERAS NETWORKS

Farmers Telephone leverages Hatteras Networks' industry-leading outside plant capabilities to reach remote businesses with robust Mid-Band Ethernet services

RESEARCH TRIANGLE PARK, NC, MAY 15, 2007 — Hatteras Networks, the Mid-Band Ethernet™ services specialist, today announced that Farmers Telephone Cooperative (FTC), an independently operated multi-faceted telecommunications company, is delivering Mid-Band Ethernet services from both central offices (COs) and remote terminals (RTs). Leveraging Hatteras Networks' Mid-Band Ethernet solutions, FTC is able to easily reach customers outside the traditional CO customer service area, reaching deep into the access network to provide high-performance Mid-Band Ethernet services to business customers.

Because FTC is deploying HN4000 from outside plant cabinets, the company is able to serve more customers with higher bandwidth services using fewer copper pairs. FTC is successfully deploying Mid-Band Ethernet services to a broad market including small-medium sized businesses (SMBs), school systems, government offices, banks and hospitals using the Hatteras HN4000 and HN400 family of products. These facilities can now enjoy secure, commercial-grade, high-bandwidth symmetric Ethernet services without waiting for the availability of fiber facilities.

“Hatteras Networks' equipment was easily integrated into our existing outside plant cabinets due to the HN4000's low-power, single-rack-unit footprint and full front-access design. The Hatteras Mid-Band Ethernet solution is also spectrally compatible with our existing last-mile services,” said Richard Haddock, Chief Engineer at FTC. “With Hatteras Networks Mid-Band Ethernet solutions deployed, we can now offer businesses a wide range of Ethernet-based services, no matter where they are located.”

FTC is using single-mode fiber to directly connect the HN4000 from the RT back to the CO. Since the HN4000 supports a field-replaceable network interface module, customers can easily change from one module type to another with the HN4000 platform.

“Hatteras Networks were designed from the ground up to enable our carrier customers to deliver Mid-Band Ethernet services throughout the access network, including customers through locations in the outside plant,” noted Kevin Sheehan, President and CEO of Hatteras Networks. “Our Mid-Band Ethernet solutions can be leveraged by the rural Independent Operating Companies (IOCs) like FTC to deliver the same broad range of services that are available in large metropolitan areas, enabling them to benefit from features such as service level assurance (SLA) and quality of service (QoS) controls and intuitive management interfaces.”

About Hatteras Networks

Hatteras Networks is redefining the way carriers think about Ethernet services. Hatteras Networks’ Ethernet service edge solutions are leading Service Providers worldwide to a \$15 billion expansion of the Metro Ethernet market, which had previously been limited to the fiber footprint. Historically, T1s and E1s have been the fundamental building block for voice and data business services. Now, Service Providers can cost-effectively offer up to 45 Mbps Mid-Band Ethernet services 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.

About Farmers Telephone Cooperative

Farmers Telephone Cooperative, Inc. (FTC), founded in 1951, is a local, multi-faceted telecommunications company headquartered in Kingstree, SC. Serving over 60,000 customers within a coverage area of 3000 miles, they provide cutting-edge technology to businesses and residents in Williamsburg, Lee, Sumter, Clarendon and Florence counties. A veteran in the telephone industry, FTC, 3rd largest telephone cooperative in the United States, is a state-of-the-art organization offering local, long distance, paging, digital wireless, Internet access and DSL services.

Note to Editors: Hatteras Networks and Mid-Band Ethernet are trademarks of Hatteras Networks. All other trademarks are the property of their respective owners.

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