



**FOR IMMEDIATE RELEASE**

**HATTERAS NETWORKS PARTNERS WITH ATL TO DELIVER MID-BAND  
ETHERNET AND ETHERNET BACKHAUL SOLUTIONS TO  
CENTRAL EUROPE**

*Region's premier value-added business partner to aggressively target incumbent and alternative operators to support business and 3G services*

**RESEARCH TRIANGLE PARK, NC AND BARCELONA, FEBRUARY 11, 2008 –**

Hatteras Networks, the Mid-Band Ethernet™ market, technology and services leader, today announced that it has formed a partnership with ATL, a leading value-added business development partner with offices in Hungary and Romania. ATL is the premier system integrator of fiber-based Metro Ethernet equipment in the region and a preferred supplier of Metro Ethernet equipment in Central Europe.

ATL will initially target incumbent and alternative operators that are delivering business services as well as those targeting 3G wireless backhaul applications. In particular, ATL sees immediate opportunity to replace the thousands of E1 lines used today to backhaul 3G traffic from cellular networks with Ethernet backhaul. With Hatteras Networks solutions deployed, network operators will be able to easily satisfy the bandwidth, resiliency and reliability demands 3G operators require going forward.

“Hatteras Networks Mid-Band Ethernet equipment is the ideal complement to fiber-based Metro Ethernet services network operators are deploying today throughout Central Europe,” said András Nagy, General Director of ATL. “We are at the beginning of a very large market shift for traditional as well as alternative operators as they look to better leverage the copper network to deliver valuable services to business customers and to support emerging 3G Ethernet backhaul.”

ATL selected Hatteras Networks as its exclusive technology partner for Ethernet over copper solutions as the company's Mid-Band Ethernet platforms meet the service creation, resiliency and reliability requirements of its target customers. Hatteras Networks

Mid-Band Ethernet solutions have already been deployed in the region as a means to address the E1 to STM-1 services gap, providing up to 45 Mbps of bandwidth to business customers without having to trench fiber to each location. Mid-Band Ethernet enables network operators to effectively extend existing Metro Ethernet services to the over 90 percent of business locations that don't have access to fiber facilities.

“Our partnership with ATL is an integral component of our sales strategy in central Europe as we expand our sales efforts and looks to penetrate deeper into the region's leading network operators' infrastructures,” commented Kevin Sheehan, President and CEO of Hatteras Networks. “Mid-Band Ethernet and Ethernet backhaul have garnered tremendous appeal worldwide as network operators look to cash in on their existing investments in copper facilities to drive revenue, reduce costs and support emerging 3G applications.”

### **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 *\$21 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](http://www.hatterasnetworks.com).

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