



**FOR IMMEDIATE RELEASE**

**HATTERAS NETWORKS AND TELECOM 180 PARTNER TO DELIVER  
NEXT-GENERATION NETWORKS TO AFRICA**

*Partnership brings the benefits of Mid-Band Ethernet to South Africa, Southern Africa and Sub-Saharan Africa*

**RESEARCH TRIANGLE PARK, NC AND BARCELONA, FEBRUARY 11, 2008** – Hatteras Networks, the Mid-Band Ethernet™ market, technology and services leader, today announced that it is partnering with Telecom 180 to develop the market for Mid-Band Ethernet and Ethernet backhaul in Africa. The Telecom 180 Group provides consulting, technology provisioning, systems integration and project funding to network operators to enable them to meet the rising demand for mobile connectivity, advanced telephony and Internet access services.

“The economic, regulatory and political climate in Southern Africa is now conducive to growth and development, and we believe that Hatteras Networks Mid-Band Ethernet and Ethernet backhaul solutions present a significant opportunity for regional operators to explore,” said Delio Senatore, Vice President of Sales for Telecom 180. “Mid-Band Ethernet enables the region’s operators to leverage the existing network infrastructure to deliver next-generation network services.”

The partnership with Telecom 180 enables Hatteras Networks to participate in one of the world’s most rapidly growing markets for mobile telephony, which is also home to one of the fastest growing fixed telephony markets in the world. Explosive growth in the mobile sector has meant that by early 2007, mobile users constituted almost 90% of all African telephone subscribers<sup>1</sup>. Hatteras Networks Ethernet backhaul solutions provide an ideal mechanism for network operators to handle the capacity, resiliency and reliability requirements for backhaul traffic from cell towers to the network.

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<sup>1</sup> **Africa - Telecommunications Market, Regulatory and Infrastructure Overview**, BuddeComm, an independent global telecommunications research and consultancy company, September 2007

“The market for Hatteras Networks Mid-Band Ethernet and Ethernet backhaul solutions continues to grow as network operators look to expand market share, create more robust services and better serve an increasingly savvy customer base,” explained Kevin Martin, Vice President of Sales in Europe, Middle East and Africa for Hatteras Networks.

“Telecom 180’s market, industry and technical knowledge base make them the ideal partner for Hatteras Networks as we look to develop opportunities throughout the African continent.”

### **About Telecom 180**

Telecom 180 delivers specific telecommunication solutions that enable customers to leverage NGN technologies for the purpose of customer loyalty, speed of (customer) product to market and reducing costs of infrastructure and services - delivering profits, shareholder value, employee empowerment and customer satisfaction at all times. The Founders of Telecom Degrees have over 80 man years of industry experience and a track record of success spanning 20 years in the industry Operated at C-level and executive management level in the public, para-statal and commercial sector.

### **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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