



**For Immediate Release**

**HATTERAS NETWORKS, WALKER AND ASSOCIATES PARTNERSHIP OPENS  
NEW AVENUES FOR ETHERNET ACCESS EVOLUTION**

*Successful partnership offers carriers clear-cut copper-to-fiber migration strategy while preserving infrastructure investments*

**RESEARCH TRIANGLE PARK, NC, January 10, 2011** – Hatteras Networks, the global leader in multi-service Ethernet solutions for enterprise access services and next-generation mobile backhaul, announced today its partnership with telecommunications network products distributor, Walker and Associates. The agreement covers the resale of the entire Hatteras product line, including the HN6100, the telecommunication industry's first rapid-deployment, multi-service platform, to carriers across North America.

“We are excited to add all of Hatteras’ award-winning products, including the HN6100 industry-leading multi-service platform, to our family of solutions,” said Mark Walker, President of Walker and Associates. “With the addition of the HN6100 to our catalog of Hatteras Networks technologies, customers have a reliable, cost-efficient means of capitalizing on emerging market opportunities and generating increased revenues throughout the copper-to-fiber Ethernet access evolution process.”

“Dialog has had great success in deploying Hatteras solutions,” said John Padgett, Director of Network Services of Dialog/AMA Techtel. “While evaluating Hatteras for Ethernet over copper, we broadened our evaluation to include EoTDM. It quickly became evident that the HN6100 would be our choice for its multiservice capability while the simplicity, ease of use and management is unparalleled. ”

Walker will distribute the full range of the Hatteras product line, including:

- HN6100, an innovative and industry-unique modular, multi-service Ethernet platform whose nimble, adaptable design enables carriers to offer any service, over any media, via any port or slot from a single chassis;
- HN500, a cost-effective Ethernet-over-Time Division Multiplexing (EoTDM) demarcation device, which allows bonding of multiple PDH signals (T1 or E1) into a single Ethernet connection for delivery of 10 Mbps of Ethernet service capacity;
- HN4000, facilitating high-speed symmetrical bandwidth up to 100 Mbps and Ethernet services over copper;
- HN400 series of Ethernet over Copper CPE; and HN239 Repeaters, enabling interconnection of enterprises or mobile towers over longer loop lengths
- PWE3-plus, a patented method of simultaneously transporting native Ethernet and native TDM with embedded network timing over the existing copper infrastructure for mobile backhaul solutions.

“Hatteras has a long-established reputation for excellence within the communications industry, as noted by the many accolades we’ve received, and increasing sales velocities to both new and returning customers,” said Kevin Sheehan, CEO, Hatteras Networks. “Much of our track record of success is based on carefully cultivated, forward-thinking alliances we’ve built with industry leaders, like Walker and Associates. This partnership is generating tangible benefits and added value across the board, and we look forward to our continued mutual success.”

For more information about Hatteras Networks and its products, please visit [www.hatterasnetworks.com](http://www.hatterasnetworks.com); for information on Walker and Associates, please visit [www.walkerfirst.com](http://www.walkerfirst.com).

### **About Hatteras Networks**

Hatteras Networks is redefining the way carriers think about Ethernet services. Hatteras Networks’ Carrier Ethernet service delivery solutions are leading service providers worldwide to a significant expansion of the Metro Ethernet market, which had previously been limited by legacy technologies in the access network. Now service providers are empowered to cost-effectively offer 100 Mbps Ethernet services over existing facilities, enabling businesses to migrate from legacy networks to transparent Ethernet services for voice and data business connectivity, infrastructure backhaul and mobile wireless backhaul solutions via copper and fiber.

### **About Walker and Associates**

Walker and Associates is a national distributor of network products and services for broadband providers, including wireline, wireless, cable TV, government and enterprise network operators. Walker's extensive range of products from over 350 suppliers facilitates carriers' delivery of high speed internet, video, data and voice services to residential, business, and mobile users. Walker supports communications delivery technologies such as IP, VoIP, Carrier Ethernet, FTTX, BLC, MSAP, optical transport, WDM, routing, point-to-point wireless, and point-to-multi-point wireless. In addition, Walker provides a host of physical plant products such as fiber/copper connectivity, power systems, indoor/outdoor enclosures and other outside plant products.

**###**

**Media Contact:**

Vivian Kelly

Interprose PR for Hatteras Networks

T: +1 (703) 860.0577

C: +1 (703) 509.5412

E: viviankelly (at) interprosepr.com