



**FOR IMMEDIATE RELEASE**

**CARRIER MAKES QUANTUM LEAP WITH  
HATTERAS NETWORKS**

*Hatteras Networks Mid-Band Ethernet solutions enable Quantum Communications to rapidly boost revenue and expand customer base*

**RESEARCH TRIANGLE PARK, NC, FEBRUARY 25, 2008** – Hatteras Networks, the Mid-Band Ethernet™ market, technology and services leader, today announced that Quantum Communications, an Oregon-based competitive local exchange carrier (CLEC), has deployed Hatteras’ innovative Mid-Band Ethernet solutions, transforming Quantum’s existing copper lines into Ethernet superhighways. The resulting service, Quantum Ethernet First Mile (EFM), extends the reach of Quantum’s fiber-based Ethernet services by 90 percent, enabling it to reach hundreds more business customers with its existing underlying copper infrastructure.

“Our goal is to provide our customers with highly reliable, efficient communications services,” explained Mark Holden, General Manager of Quantum Communications. “With Hatteras’ scalable, resilient Mid-Band Ethernet solutions, we can quickly and easily extend the benefits of Ethernet to more businesses without the cost of installing fiber.”

Quantum Communications is deploying the HN4000 and HN400s to deliver a highly resilient, Quality-of-Service (QoS)-enabled wholesale and retail service in Bend, Redmond and Prineville, Oregon. With partnership agreements, Quantum is also rolling out the service in select Metro markets along the I-5 corridor in Oregon and Washington. Quantum’s EFM service leverages existing copper to deliver guaranteed bi-directional speeds from 2Mbps up to 45Mbps.

“Carriers around the globe continue to harvest significant new revenue from their existing copper infrastructure,” said Kevin Sheehan, President and CEO of Hatteras Networks. “With Mid-Band Ethernet services, carriers of all sizes can grow top-line revenue and add more customers, with a simple deployment, easy operations and in-year payback on CapEx.”

### **About Quantum Communications**

Founded in 2001, Quantum Communications delivers cutting edge data services to Central Oregon businesses, hospitals, banks, government agencies, and ISP’s. Through its partner’s regional optical backbones, Quantum Communications reaches nearly 75% of Oregon Business addresses as well as cities in Washington, Idaho, and California. Quantum Communications offers a complete set of products including: Ethernet Everywhere, IP, TDM, SONET, and Wavelength services.

For more information regarding Quantum Communications, visit [www.quantum-networks.net](http://www.quantum-networks.net).

### **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).

### **Media Inquiries:**

Andrea Joest  
Connect2 Communications  
919-554-3532  
[andrea@connect2comm.com](mailto:andrea@connect2comm.com)