



Graeme Bellis

Agenda

- The Numbers
- The Business
- The Application
- The Result

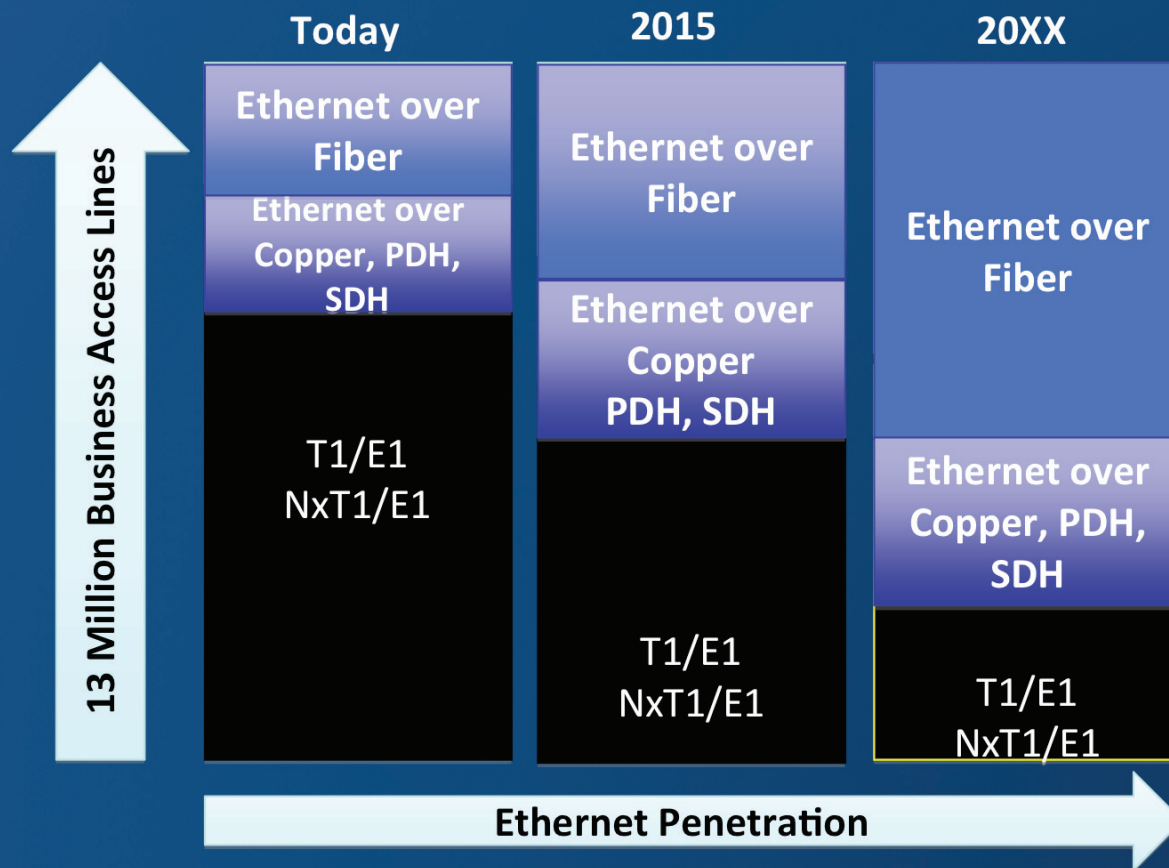
Numbers

4 out of top 6 Global Ethernet providers

7 out of top 8 U.S. Ethernet providers

The Business: Carrier Ethernet

Ethernet Access Evolution



Over any Network



Fibre



Copper



TDM

The Application: Edge and Aggregation

Business critical services



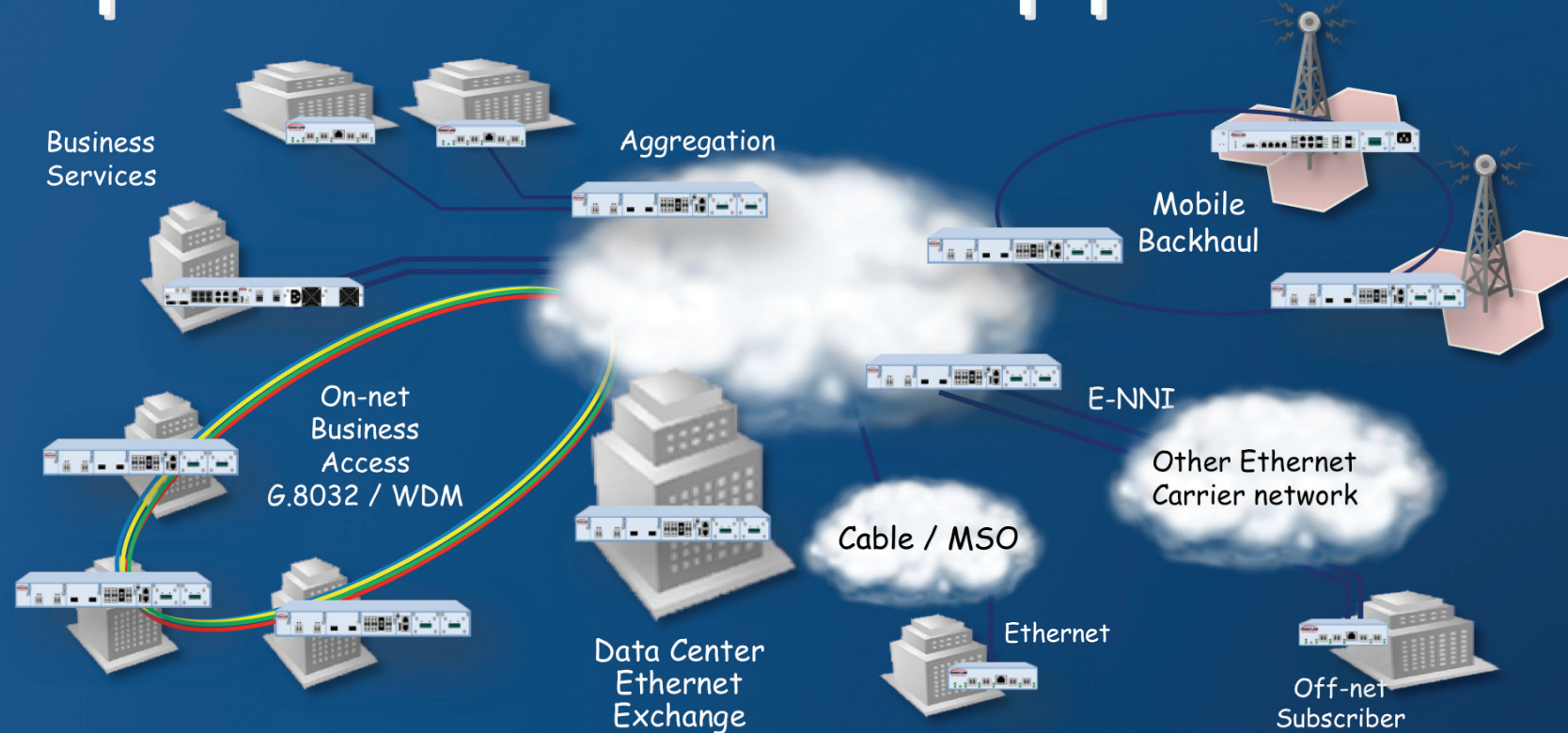
High-speed mobile backhaul



Modern packet infrastructure



Optical Ethernet Applications



Edge and Aggregation Applications from 10 Mbps to 10 Gbps

GPON for Business

There is a 4th Elephant

- Reliability
- Security
- Symmetric Speeds



Optical Solutions

ISG4800



Modular 10 Gbps Ethernet Service delivery and demarcation device supporting Native Ethernet and Ethernet aggregation

ISG400



Modular 1 Gbps Ethernet Service delivery and demarcation device supporting Native Ethernet and optional SDH/SONET/E3/DS3/E1/DS1 network connections

UTS4000



4x 1 Gbps Ethernet Service delivery with optional DS1 TDM pseudo-wire (8, 16 or 24 DS1)

ISG20/24/26



Fixed 1 Gbps Ethernet Service delivery and demarcation device

The Result

More Than Connectivity



Challenges

- Differentiating your services
- Generating more ARPU
- Reducing OpEx
- Delighting your customers



Solutions

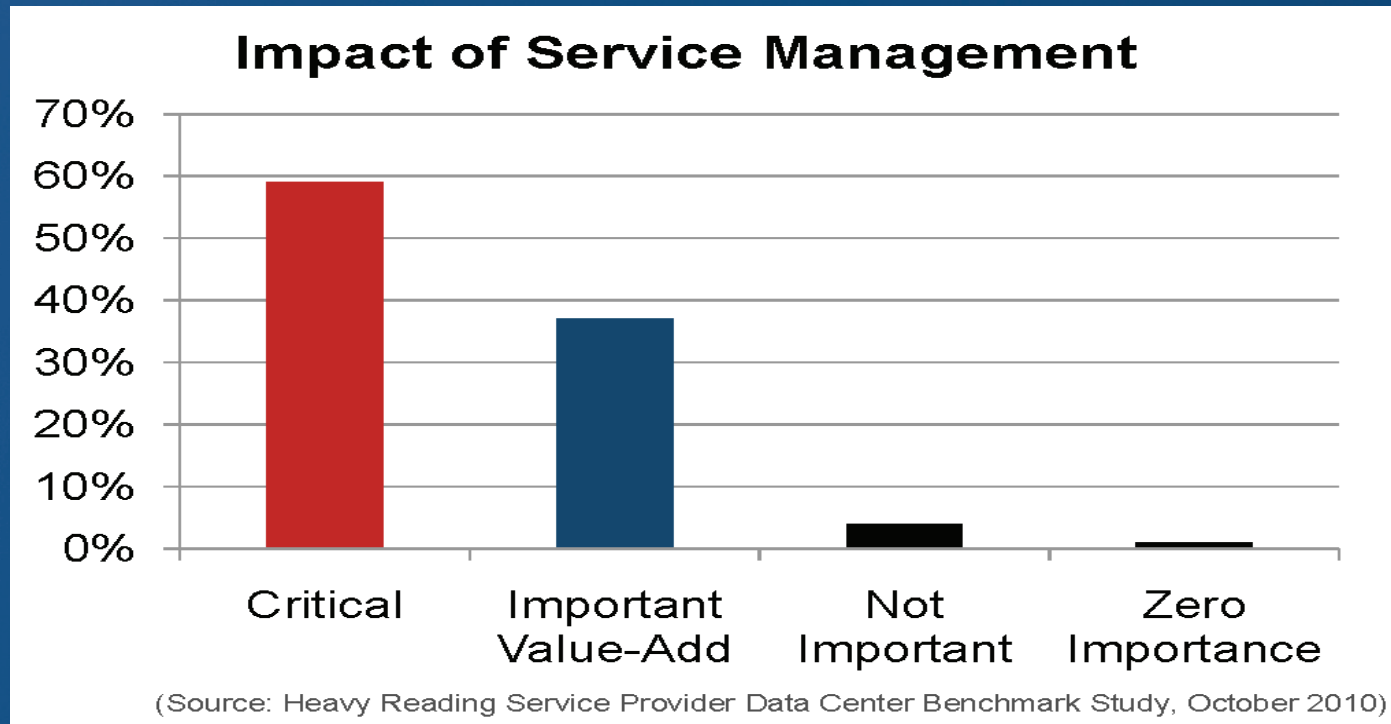
- Performance metrics
- Full SLA capabilities
- High reliability
- It REALLY is easy to use

Premium Business Services

- Consistent Ethernet and IP Delivery
- Rapid Service Turn-up
- Ubiquitous Footprint
- Clear Differentiation
- Performance Assurance
- Positive Wholesale Revenue Generation



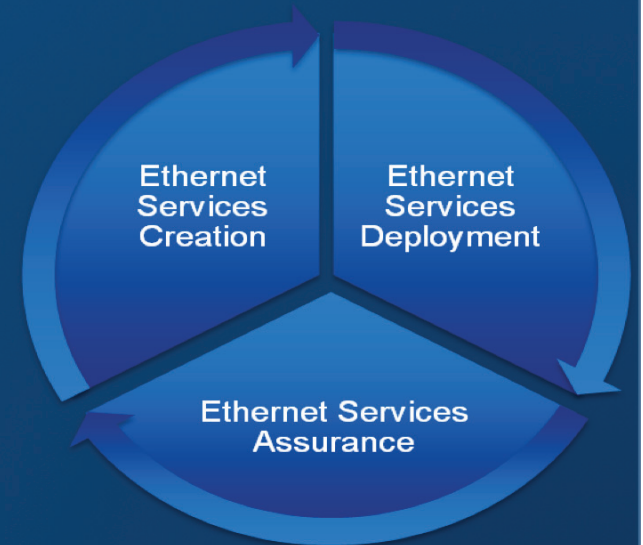
The Carrier's View



What impact do you think Service Management has on Customer Experience and your ability to stay competitive?

Service Management

- Subscriber and Service Focused
- Accurate & Prompt Service Fulfillment
- Service Assurance
- Service Engineering/OPEX savings



Key Services

- **Commitment to reliability**
 - Lowest field failure rate in industry
 - Network resiliency engineered into products
- **Focus on customer success**
 - Service differentiation built-in to products
 - Customer satisfaction metrics
 - Plug-and-play provisioning
- **Uncompromising customer experience**
 - “30 seconds to an engineer” technical service
 - Trusted partner to our customers
- **Broad portfolio**
 - Optical, copper, TDM – from 1 Mbps to 10 Gbps
 - Edge and aggregation
 - Ethernet, IP and pseudo-wire