

Hatteras Networks Wins NXTcomm Eos Awards for Product Leadership and Strategic Customer Support
Wednesday June 4, 5:00 am ET

Hatteras Networks Continues String of Wins with Awards for Its Innovative HN4000 Mid-Band Ethernet Product Platform and for Strategic Customer Support

RESEARCH TRIANGLE PARK, N.C.--(BUSINESS WIRE)--Hatteras Networks, the leader in Mid-Band Ethernet solutions, announced today it is the winner of NXTcomm's Eos Award for Ongoing Innovation for its best-in-class Mid-Band Ethernet products. In addition, Hatteras Networks has been recognized as the finalist for the NXTcomm Eos Award for Strategic Support for support of Cavalier Telephone's Mid-Band Ethernet rollout.

"This year's Eos winners demonstrated the best and most promising advancements to the network-enabled voice, video and data ecosystem," said Wayne Crawford, NXTcomm Executive Director. "We congratulate Hatteras Networks for its leadership, innovation and role in driving our industry forward."

The award for Ongoing Achievement is presented to the technology vendor that has, over an extended period, demonstrated a proven record of superior performance and shows continuing excellence in evolving to meet the needs of the changing marketplace. First introduced in 2004, Hatteras Network's HN4000 portfolio of Mid-Band Ethernet products promptly won a SUPERCOMM SUPERQuest Award for Most Promising New Technology in the Access Networking Equipment category. Hatteras Networks spearheaded the development of standards for Ethernet-over-copper and was the first to commercialize this technology into production networks. Since then, the product line has undergone a number of advancements, with technology breakthroughs in each new generation that dramatically increase bandwidth and service velocity and feature the broadest and most flexible support of Ethernet service offerings. Today, the HN4000 products enable carriers to deliver—over their existing copper infrastructure—ten times the bandwidth over T1s at one tenth of the cost. Hatteras Networks continues to lead the industry in terms of innovation and vision, with deployments on five continents in networks of all types and sizes.

The finalist award for Strategic support recognizes Hatteras Networks for its outstanding strategic support of Cavalier Telephone, one of the nation's largest competitive local exchange carriers (CLECs). For this award, support must be tied to a broad-based solution that integrates a range of products and services and advances the strategic and tactical business aims of a client. Hatteras Networks demonstrated comprehensive customer support as the two companies partnered to plan for and deploy a new service category: Mid-Band Ethernet. Working together with Cavalier, Hatteras Networks helped to ensure the new technology seamlessly integrated with not one, but two different networks—Cavalier's own network, and the one they gained in the recent Talk America acquisition—each with unique operating equipment and technology. Hatteras provided provisioning training, sales training, sales engineer training and product development support and teamed with Cavalier to ensure its sales teams could articulate the technical and business value propositions of Mid-Band Ethernet. Today, Cavalier's Ethernet Express Mid-Band Ethernet service is available in hundreds of carrier exchanges across seven states and Washington, D.C. at speeds from 3 to 45 Mbps.

"Hatteras Networks continuously dedicates itself to the success of our customers, constantly striving to raise the bar in terms of product innovation and customer support," said Kevin Sheehan, CEO for Hatteras Networks. "We are very honored to be recognized by the NXTcomm Eos Awards committee for our ongoing product innovation and our strategic support of our customers."

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.

About NXTcomm

NXTcomm has replaced SUPERCOMM. The Telecommunications Industry Association (TIA) and the U.S. Telecom Association (USTelecom), the two organizations that owned and produced SUPERCOMM for 18 years, have joined forces again to produce NXTcomm, which replaces SUPERCOMM as the one event delivering the entire ecosystem of network-enabled voice, video, and data. NXTcomm08 comes to the Las Vegas Convention Center June 16-19 and will co-locate with InfoComm08, the leading audiovisual business-to-business marketplace. For more information, go to www.NXTcommShow.com.

About the Eos Awards

Named for the Greek goddess of dawn, the NXTcomm Eos Awards honor those exhibiting companies that have developed the most promising new technologies or provided the best new network services, strategic support and ongoing achievement. Winning a NXTcomm award confirms a company's contribution to advancement and excellence in the ecosystem of network-enabled voice, video and data.