

# DELIVERING ON THE PROMISE OF CARRIER ETHERNET

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## OVERTURE IS HARNESSING THE POWER OF CARRIER ETHERNET TO PROVIDE AN ENTRANCE TO A SMARTER NETWORK.

We develop and manufacture high-speed Carrier Ethernet edge and aggregation solutions that help our customers deliver high-capacity Ethernet services over any physical media – fiber, copper or TDM. With Carrier Ethernet solutions that accelerate service, multiply revenue and streamline operational costs, Overture is the preferred edge and aggregation partner to leading service providers and network operators worldwide.

The flexibility of our award-winning products and solutions provides consistent customer experiences from 1 Mbps to 10 Gbps over any network infrastructure. Our solutions support demanding applications that require greater bandwidth and more intelligent networks like online collaboration, cloud computing, 10GE services, Ethernet transport infrastructure and mobile communications.

### Our success begins with our commitment to reliability.

From our technology to our people who build and support it—Overture's commitment to reliability is company wide. It's at the heart of every product and engineered into everything we build.

We also know that reliability is measured in more than nines: It's measured in our ability to solve our customers' problems and how fast we solve them. We simply don't believe in downtime.

### Our solutions are built around products that are easy to deploy and by a company that's easy to work with.

We design our products to be simple to deploy and manage. Our remote management and web-based interfaces automate configuration and provisioning. This saves our customers money upfront and throughout the lifecycle of the network.

Throughout the industry, our people are known for leading standards development and working directly with customers to not just hear what they want today, but understand what they'll need for tomorrow's networks.

"Integra selected Overture as a key partner based on the ease-of-use, quality, and reliability of its leading edge EoC solutions, as well as its demonstrated commitment to superior service and support. Overture is a natural fit for us and we are very pleased to be working together to effectively serve our swiftly growing customer base."

— Craig Heidgerken, Vice President,  
Corporate Engineering, Integra



“With Overture’s world-class technologies, we’re better able to address that growing demand and deliver the high-quality service our customers have come to expect, no matter where they are within our network.”

— Luis G. Romero, President and CEO, Overture

### 7 out of 9 top US Ethernet providers use Overture

LEADERBOARD 2011

U.S. BUSINESS ETHERNET SERVICES	
RANK	ETHERNET PROVIDER
1	AT&T
2	Verizon
3	tw Telecom
4	Century Link/Qwest
5	Cox
6	Time Warner Cable
7	XO
8	Cogent
9	Level 3

Source: Vertical Systems Group

### 4 out of 6 top global Ethernet providers use Overture

LEADERBOARD 2011

U.S. BUSINESS ETHERNET SERVICES	
RANK	ETHERNET PROVIDER
1	Orange
2	Verizon
3	Colt
4	NTT
5	AT&T
6	Global Crossing

Global share measures ports outside of the provider’s home country.  
Source: Vertical Systems Group

Overture’s solutions ultimately are designed to do one thing— arm our customers to compete.

- Confidence to win stems from the parts of our customers’ networks that they don’t see.
- Whether fiber, copper or TDM—Overture Carrier Ethernet solutions enable our customers to meet their end users where they are without delay. We optimize network performance so service providers and operators can deliver tools that help their customers conduct business anytime, anywhere.
- Success isn’t just about great hardware and software, but having great partners and great people behind you.

From fiber to copper to TDM. From edge to aggregation. No matter how our customers connect. Overture provides a path to tomorrow’s network by delivering the full power of Carrier Ethernet.

### A PREFERRED PARTNER TO THE WORLD’S LEADING SERVICE PROVIDERS

Overture is a recognized expert in developing Carrier Ethernet solutions that increase revenue and drive down costs. Industry analysts identify us as a global leader in Carrier Ethernet Access Platforms (CEAP) and as the company offering best in class solutions across nearly every access technology.

We are the preferred Carrier Ethernet edge and aggregation partner to more than 450 service providers and enterprise customers in 45 countries worldwide. Headquartered in Research Triangle Park (RTP), North Carolina, Overture has development centers in both RTP and Richardson, Texas.

### AN ENTRANCE TO A SMARTER NETWORK

Consistent delivery, rapid time to service, differentiated technology—they are key to winning customers. And ongoing innovation is the key to keeping them. Our customers gain confidence through the quality of their network. Our Carrier Ethernet solutions arm them to compete.

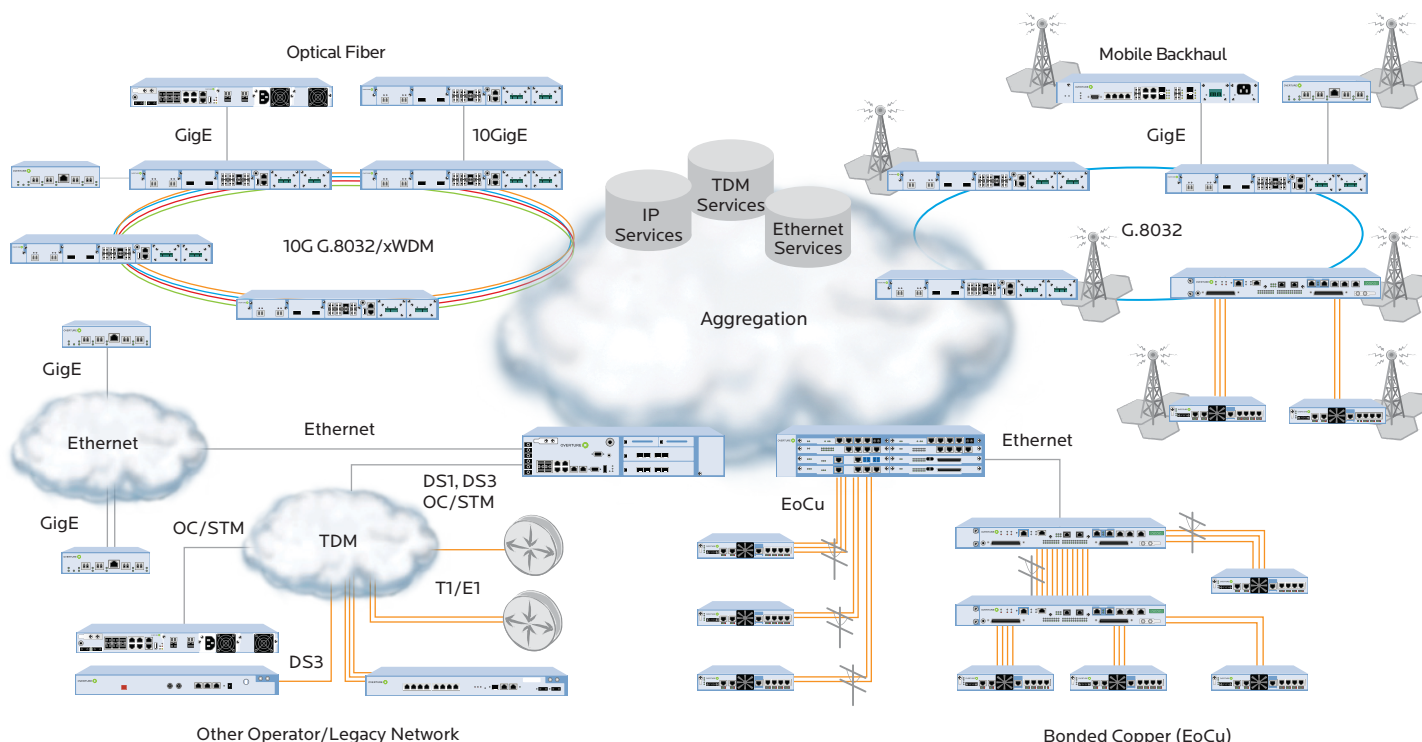
Overture’s products are flexible and installation-ready, increasing service velocity. As bandwidth demands grow, customers can push service-enabling features to our products without touching the hardware. Our solutions simplify integration challenges within literally hundreds of applications. It’s one way our customers achieve a faster, smarter return on their investment.

Overture’s award-winning Carrier Ethernet edge and aggregation solutions make it easy for service providers and operators to:

### EXTEND THEIR SERVICE FOOTPRINT USING FIBER, COPPER AND TDM

- Improve uptime and deliver consistent, scalable performance
- Differentiate with high value service offerings
- Increase revenue and customer retention
- Accelerate services with zero-touch deployment
- Deliver a consistent and winning customer experience from 1 Mbps to 10 Gbps

End customers care about reliable service, not the specifics of the network that delivers it. With Overture, our customers compete with confidence knowing they’re supported by a smarter network.



## PREMIUM BUSINESS SERVICES

Every service provider and network operator wants to access more customer locations. Whether you use your optical network or go “off-net” on another operator’s network to access the customer site, Overture Carrier Ethernet solutions extend your network with stability, advanced class of service and full performance assurance.

Whether fiber, copper or TDM—we help you build fast, reliable and consistent Ethernet services for your business customers. And many of our products help you deliver services over multiple network technologies using a single platform, so you can streamline operations to focus on delivery, not integration and maintenance.

Overture Ethernet edge and aggregation solutions leverage all types of network infrastructure.

- Ethernet over optical fiber
- Ethernet over bonded copper
- Ethernet over bonded DS1/E1
- Ethernet over DS3/E3
- Ethernet over SONET/SDH

Our Carrier Ethernet solutions help our customers deliver winning business services.

- Ethernet and IP services
- Rapid service turn-up
- Ubiquitous service footprint
- Service differentiation
- Performance assurance
- Revenue from wholesale

“Our research puts Overture at the forefront of delivering compelling Carrier Ethernet solutions to service providers around the globe. Their comprehensive portfolio and solid reputation in the market, position them well to support the fastest-growing communications services and applications – including enterprise Ethernet and access to cloud-based services, wholesale Ethernet access and mobile backhaul applications.”

— Stan Hubbard, senior analyst, Heavy Reading

“Overture’s EoC solutions are an integral part of our 200 Mbps strategy, and we’re pleased to have them as one of our trusted technology partners.”

— Clint Heiden, President of National Accounts and Fiber Services, PAETEC

“We recognized Overture to be a leader in Carrier Ethernet edge and aggregation because of their focus on giving service providers like us the means to offer premium services to any location, regardless of the access media required to reach our customers.”

— Jim Capuano, Chief Operating Officer, Verocity

## HIGH PERFORMANCE MOBILE BACKHAUL

Demand for video and data services is exploding. Mobile operators are exploring ways to deliver reliable services to mobile devices while reducing transport costs on this ever-increasing traffic load.

Overture is the preferred partner of service providers and network operators who want to deliver Ethernet and DS1/E1 circuits to the mobile base station and aggregate traffic in the central office or mobile switching center. And we're building a better backhaul with universal Ethernet services platforms that leverage optical Ethernet, existing copper wiring or original TDM infrastructure.

By expanding mobile bandwidth – overhaul over existing radio access networks is one example – Overture provides a variety of cost-efficient solutions for mobile backhaul applications.

- Access from 1 Mbps to 10 Gbps
- Access via fiber or copper
- Legacy DS1/E1 transport via pseudo-wires
- Synchronization via sync-E or 1588v2
- 24/7 performance monitoring

## ETHERNET TRANSPORT AND INFRASTRUCTURE

Overture Carrier Ethernet solutions optimize our customers' networks to meet the demands of today's packet transport without sacrificing legacy applications. Our solutions create reliable, flexible and scalable transport and infrastructure applications that address service provider and operator challenges. You demand reliable networks to deliver services with no downtime. Your business and reputation depend on it. As your partner, so does ours.

- Resilient Ethernet rings
- Broadband and DSLAM backhaul
- IP services aggregation
- Interoffice transport
- DS1/E1 transport over Ethernet


## Overture—delivering on the promise of Carrier Ethernet.

From fiber to copper to TDM.

From edge to aggregation.

No matter how you connect.

Overture provides **an entrance to a smarter network.**



"Spirit earned its place as one of the preeminent communications providers in the Southeast by providing next-generation solutions tailored to our customers' needs. Overture's superior, flexible Carrier Ethernet platforms allow us to expand our product portfolio while maintaining the high level of service quality we've become known for. Overture's Metro Ethernet offering is also opening the door to new downstream market opportunities, allowing us to extend our service footprint. Our collaboration with Overture is a key element of our success, and we look forward to a long, productive partnership."

— Greg Guerra, Executive Vice President of Strategy, Product Management and Business Development, Spirit Communications



OVERTURE

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