

Infinera

What's with a Difference

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Sales Director



# Company Snapshot

- ▶ Optical systems with unique **Photonic Integrated Circuit** chip technology
- ▶ Customer benefit: Simpler, more scalable & efficient core; fast & flexible bandwidth delivery
- ▶ **#1** LH DWDM market share in North America; **#2** worldwide
- ▶ Strong financials
  - Nasdaq: INFN
  - Debt-free



## Customers include:

Bandwidth  
wholesalers

3 of 5 largest  
carriers

Numerous  
competitive  
carriers

5 of top 5  
CableCo's

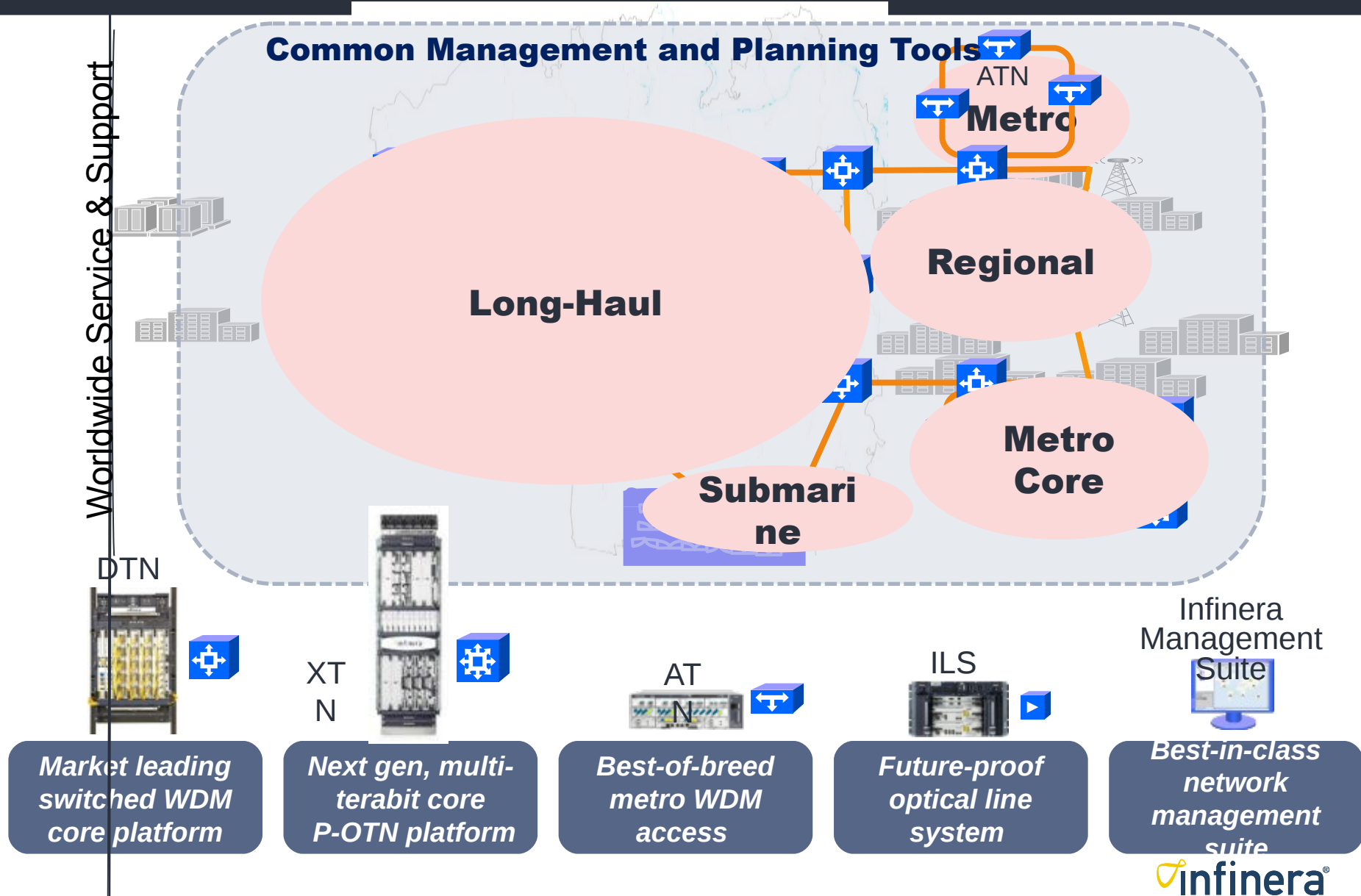
2 of world's  
largest internet  
content  
providers

Gov't & R&E

# 82 Network Operator Customers Including:

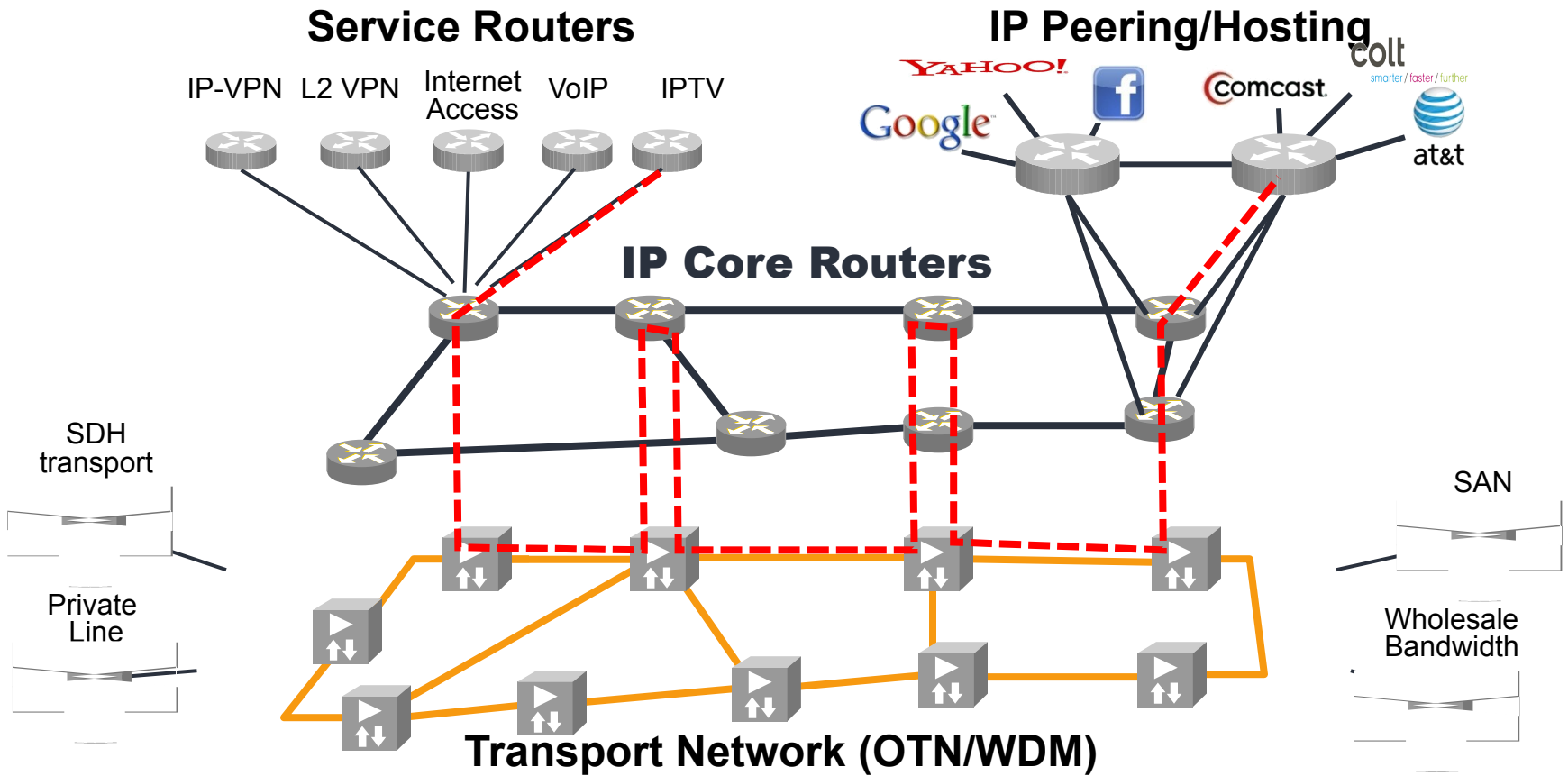


# Infinera Product Portfolio



# Where do we fit into your network?

Core / Backbone Network



# Three Key Themes Drive Our Vision

Innovation

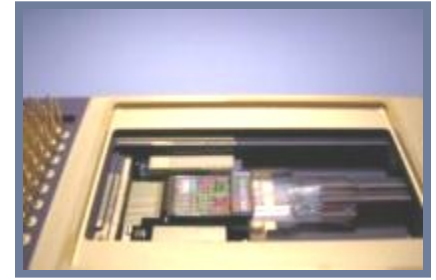
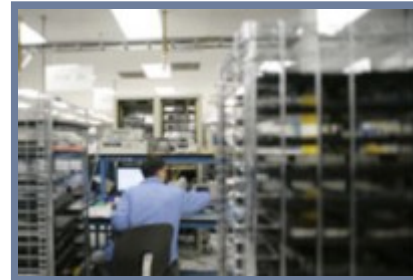
Integration

Acceleration

what **THE NETWORK** will be

# Innovation: What makes us different?

- ▶ Vertically integrated
- ▶ Intellectual property
  - 230 patents filed or granted
  - Process trade secrets
- ▶ Significant lead
  - Only producer of large-scale Photonic ICs
  - Largest GMPLS networks



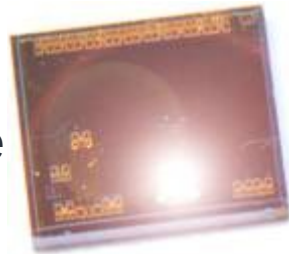
# Integration: Traditional DWDM Architecture





# Integration: Infinera's Photonic IC

100Gb/s Receive

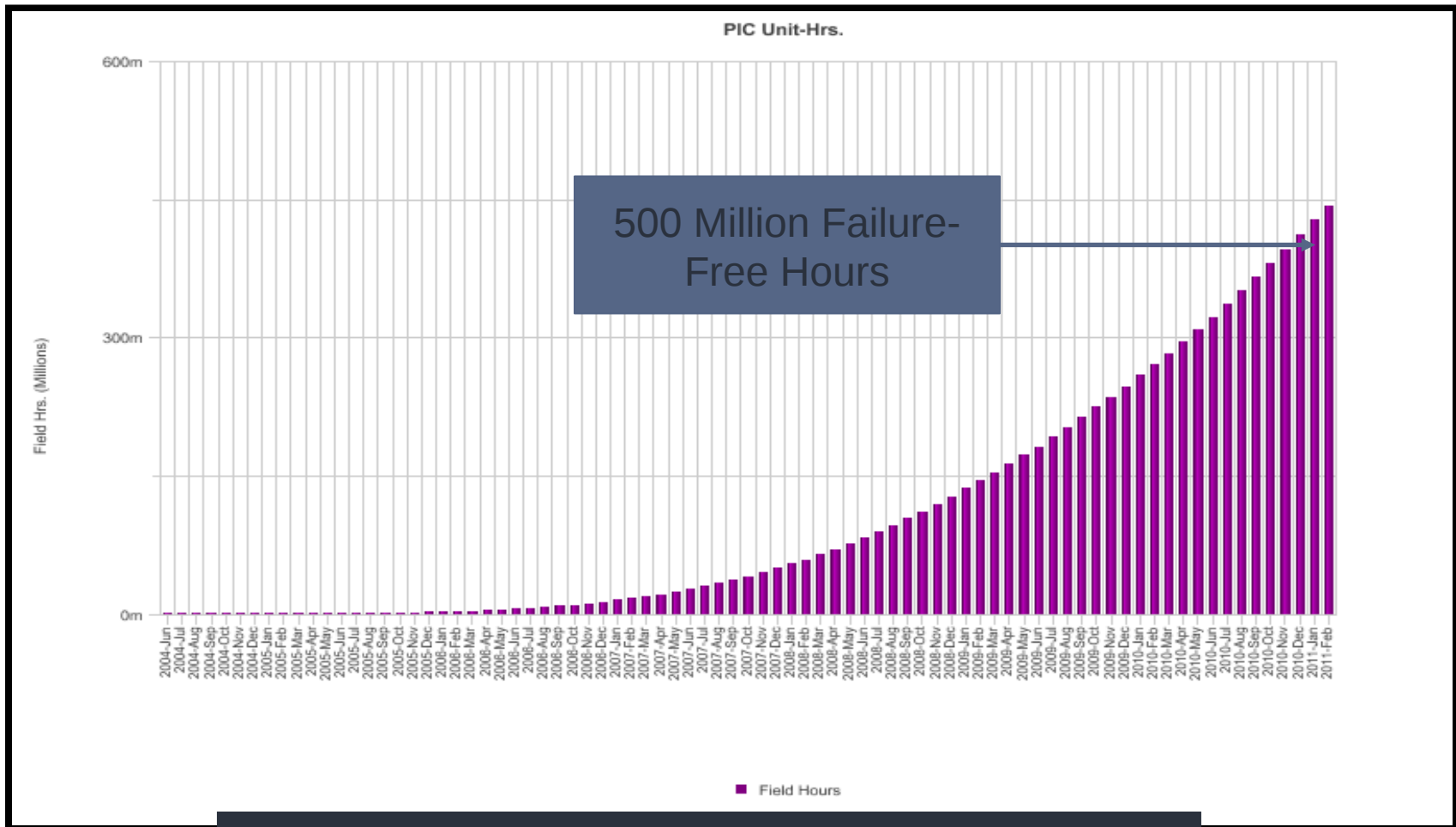


100Gb/s Transmit



5mm

# Integration: PICs are Simply more Reliable



Zero PIC failures in 6.5 Years

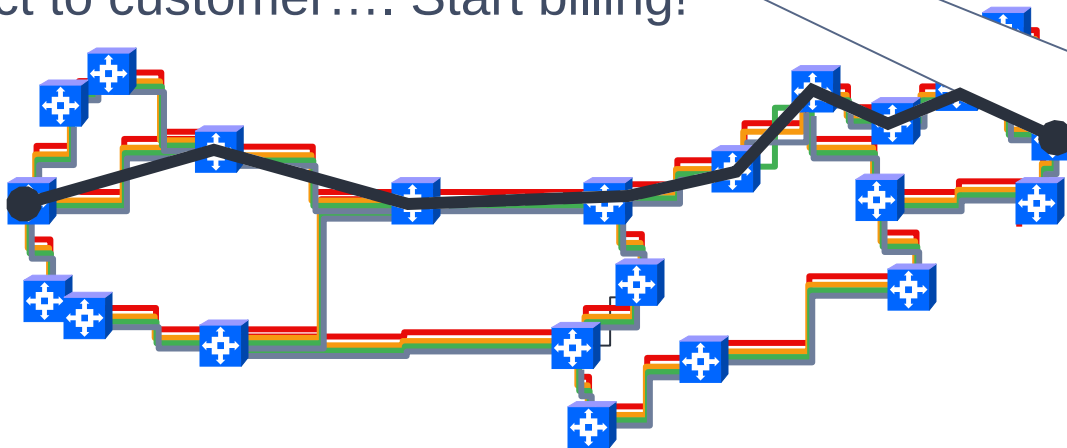
# Acceleration: Just-In-TAM™

Allows Infinera customers to offer the fastest turn-up of high-speed bandwidth in the industry

1. Infinera networks offers 100G capacity with each DLM.
2. Customer order comes in. Pre-provision and test if desired.
3. Order two Tributary Access Termination Modules, one for each end point.
4. TAMs arrive within 10 days of order.
5. Install TAMs, activate, and test.
6. Connect to customer.... Start billing!



## Service Order: 10GE Service



# Acceleration: The “Digital Experience”



Photonic IC-  
based DWDM

- ▶ Lower space and power
- ▶ Higher reliability

Bandwidth  
Virtualization

- ▶ Service Flexibility
- ▶ Network Efficiency

GMPLS  
Software  
Intelligence

- ▶ Simple operations
- ▶ IP/Optical integration

# infinera® : what THE NETWORK will be

what THE NETWORK will be

- ▶ Innovating end-to-end next-generation optical systems
- ▶ Leader in PICs to scale networks
- ▶ Strong market uptake due to:
  - A better approach:  
*Digital Optical Networks*
  - A compelling value proposition of:  
*speed, simplicity, flexibility*
  - Responsive, easy-to-work with company with solid financial footing





## THE INFINERA EXPRESS IS COMING

- Experience the simplicity, scalability, and ease-of-use of Infinera systems first-hand
- Learn about the Infinera Digital Network Administrator (DNA), a carrier-class management system that offers extensive fault detection, performance, and security management capabilities across multiple Infinera network elements and sub-networks

### SEE THE INFINERA EXPRESS AT:

- Create circuits in seconds using Infinera's IQ™ network operating system with GMPLS
- 14 & 15 July  
Don't • Hotel Don Giovanni  
Vinohradská 157-a  
CZ – 130 20 Praha 3

**infinera**®  
what **THE NETWORK** will be

Thank You!  
Děkuji!

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