

The pioneers of open-access broadband

*Transforming communities and broadband
businesses. Everywhere.*





OPEN UP



Open-access broadband: *innovation, choice and profitability*

Imagine this. You turn on your PC or TV at home and bring up a menu listing the competing TV, phone, movie, internet, gaming, health care and other services available on your broadband network. You click on the services you want from the providers of your choice and you get those services immediately. No waiting. No lengthy installation times. And, due to healthy competition and the way we designed the broadband network, your overall monthly costs are much less than what you pay today.

This is the result of an open-access broadband network powered by PacketFront. Our solutions are transforming communities and broadband businesses around the world.

Market leaders in FTTH

PacketFront was founded in 2001 by the visionaries behind some of the world's largest triple-play fiber networks of the 1990s. Through their experiences in these pioneering efforts, PacketFront's founders realized that convergence – the delivery of many services over one connection – was changing the requirements of the industry. Whether you

were seeking to use broadband to promote local economic development or simply trying to maximize profitability, it was no longer enough to deploy, sell and manage connections quickly and efficiently. The challenge now was how to innovate, deploy, market and manage new services as rapidly and efficiently as possible.

Based on their real-world experience struggling with the challenges of delivering multiple services to hundreds of thousands of fiber subscribers, our founders sat down and designed an integrated technical and business solution that would change the way telecommunications services could be delivered. And hence PacketFront and its award-winning BECS™ solution were born.

Today, we are a leader in the global FTTH market with a 40% market share in Europe and rapidly expanding markets in the Americas and Asia. Our customers and solutions are winning top innovation awards in the industry. Proven worldwide, we are on a mission to open up the world of broadband – and empower citizens. Everywhere.

*Pioneering open access
for our customers' success,
around the globe*

53%

*uptake in the world's most
advanced citynet.*



*European leaders in
FTTH with a market
share of*

40%

(ABI Research 2005)

71 customers in **25** countries
and **153** communities.

6 days
to roll out,
not 6 months.

Our exceptional people and award-winning solutions are transforming communities and broadband businesses around the world.

From California to Tokyo

The benefits of PacketFront's solutions

An automated open-access network can benefit everyone. End users get more choice, lower prices, and better access to community services like health care and education. Community leaders can leverage open networks to enhance local economic and social development. Utilities can leverage their existing infrastructure to support the community, lower costs, and increase revenues. Property developers can increase the desirability of their properties. Network operators can lower their capital and operational costs while significantly boosting their revenues through an automated wholesale offering.

How do we know? Because we've been successfully building these networks around the world for years. We combine our pioneering knowledge of open-access best practices with our advanced services hardware and software to ensure

our customers' success, even in the most demanding environments.

Award-winning results

Our customers include many of the largest and most successful municipal and utility fiber networks in the world, as well as property developers and network operators. Several of these customers have won prestigious industry awards such as "Municipal Area Network of the Year," "Most Advanced Fiber to the Premise Network," "Best Use of Fiber to Bridge the Digital Divide" and "FTTH and FTTB with Most Advanced IP Services." And the list keeps growing. PacketFront has also won many awards and accolades for our solutions, including the 2006 International Engineering Consortium's InfoVision Award for our innovative approach to creating and managing open-access networks.

New thinking attracts new winners

PacketFront offers the ultimate in flexibility for utilities, municipalities, property owners and developers, and alternative operators. Whether your strategy is to enable multiple services offered by competing service providers, or simply to provide a select variety of multi-play services, PacketFront helps put your business in control of your technology and increase profitability.



Utilities

Our pioneering team has proven solutions to help utility companies transform their existing assets, skill sets, and communication needs into new revenue streams. Our solutions dramatically simplify the deployment and management of utility broadband networks over any access technology. Utilities can decrease their operational costs, increase profits and play a vital role in transforming regional economic potential.



Municipalities

A properly designed open-access network, regardless of access technology, can significantly improve access to employment, health care, and educational opportunities on a regional level. Furthermore it can lower telecom costs for residents and, unlike many other infrastructures, it can pay for itself. In short, a properly designed open-access network benefits residents as well as businesses by acting as a powerful engine for local innovation.



Property Developers and Owners

Now it's possible to attract top tenants, differentiate properties, and increase recurring revenues by offering residents a premium in-home media experience. Property developers and owners can offer them the widest selection of TV, movies, music, internet, health care and other applications, all at the click of a button.



Alternative Operators (CLECs)

Our knowledgeable people and innovative solutions can help operators implement a fiber-optic network that creates new revenue streams, while minimizing capital and operational costs. In a PacketFront network it is possible to enter the market with 10 or more services and add new options every week. Our automated wholesale solutions ensure the ability to out-innovate the competition.



PacketFront's solution includes these families of products:

Software

BECS, the award-winning control and provisioning system, enables automated control of services, network elements and end-user access to broadband services.

SMT, the Subscriber Management Tool, supports efficient administration of the customer base.

HMT, the Helpdesk Management Tool, ensures visibility of key network information, thus reducing resolution times when troubleshooting.

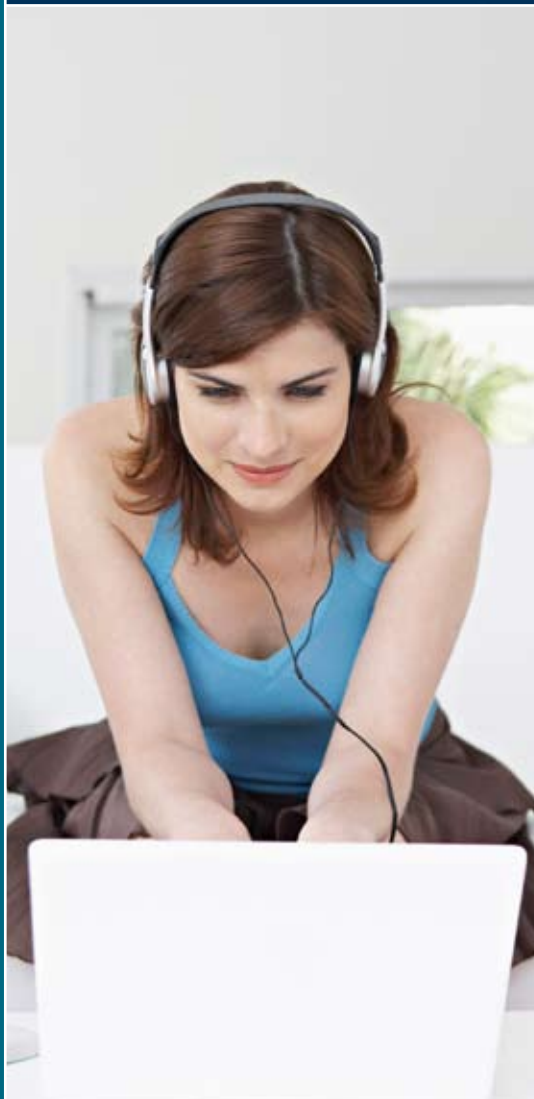
SSP, the Service Selection Portal, allows self-provisioning of services in real time via an attractive and easy-to-use end-user interface.

Hardware

THE ASR SERIES of Advanced Services Routers delivers multi-play services to the end users through point-to-point FTTH and broadband aggregation. Powered by the iBOS software, the ASRs are optimized for the control of each single service individually, which makes it ideal for open-access environments.

THE DRG SERIES of customer premises equipment provides end users with multi-service switches including embedded VoIP functionality. The DRG Series presents options for a Fiber Termination Unit and a CATV receiver as well.

A metro-network using PacketFront's automated broadband solution can be quickly rolled out to serve all neighborhoods, regardless of access technology.



Knowledge and insight cannot be contained in a box. That's the essence of our unique combination of software, hardware and expertise.

Our offer doesn't fit into a box

Born from the hard lessons learned in building some of the largest and most innovative broadband networks around the world, PacketFront's unique solution is purpose-built to maximize innovation and ensure profitability in multi-service environments. The BECS™ control and provisioning system automates the vast majority of the processes behind the creation, deployment, and activation of broadband services. And it presents unlimited possibilities for services differentiation and packaging into attractive offerings. The result? Significantly lower operational expenses ensure that your multi-service network achieves its goals profitably. And the ease with which new services can be added ensures that our customers can maximize innovation – the key to driving local economic development and sustainable competitive advantage in the markets.

Our all-IP automated solutions support multi-play services and open-access business models over any mix of access technologies – FTTH, PON, xDSL, wireless and others. And did we mention speed of implementation? By automating element deployment our customers' roll outs are limited only by the speed the trucks can drive.

PacketFront's solution lets our customers:

MINIMIZE OPEX – Operational costs can be driven down to an absolute minimum due to the full automation of the

underlying processes involved in subscription management, change control, new service roll out, installation, and upgrades of network elements.

MAXIMIZE REVENUES – By enabling complete service differentiation, network owners can maximize the revenues available to themselves, to their network operator and to any service providers on the network.

MAXIMIZE INNOVATION – Our customers can create, test market, adjust and deploy new services with a few clicks. Whether the goal is economic development or profits, our solution makes the development of new services as simple as possible.

IMPROVE THE EXPERIENCE – End users can simply and easily self-provision the services they want, when they want them, from the provider of their choice. And it's all online with immediate access.

MAXIMIZE FLEXIBILITY – Our solution gives our customers total flexibility to change their business model over time: The network can be fully open, selectively open or integrated/vertical.



With our deep background in both networking and broadband we can foresee many of the challenges our customers face. So right from the start we can make sure that your solution is perfectly suited to your needs.

For our customers' success

Are you looking for help with business modeling, network planning, and service implementation? Or perhaps you would like to tap into our knowledge about marketing and promoting open-access services. Because we've lived through each of these steps many times before, we're happy to assist you with an inspiring view of what is possible and out-of-the-box thinking to create new, unexpected solutions. Often the answer involves a creative collaboration with one of our many partners in the industry.

Our Service & Support teams offer expertise in:

BUSINESS INTELLIGENCE

PacketFront's BroadBand Business Intelligence (3Bi) includes professional services within business modeling, service provider access, legal counseling, venture creation and financials, network planning, security development, service implementation strategies, integration and operations.

TECHNICAL SUPPORT

PacketFront's Technical Assistance Centre (TAC) is our customers' resource for networking and system expertise. Our team of technical experts assists in all PacketFront product or solution-related technical issues, including software and hardware support, and extended warranty issues.

CUSTOMER SERVICES

The PacketFront Customer Service (CS) department handles all shipment logistics, invoicing and related administrative tasks.

PROFESSIONAL SERVICES

PacketFront Professional Services assists our customers with network roll-outs, upgrades, migrations and similar challenges. Take advantage of our wealth of best-practice experience to gain key benefits, such as reduced time-to-market; a high-quality multi-service offering; easy-to-use customer self-care interfaces; and minimized OPEX. Our Professional Services include specific resources for Business Assessment, Technical Assessment, Network & Systems Design, Project Management, Engineering, Primary NOC, and Optimization.

TRAINING

Comprehensive training courses are available to help our customers meet the specifications and goals in their business plan. In addition to courses for network owners and field engineers, our training program also covers Business Development, Network Engineering, Product Development, Department Management, Network Installation, Network Operation, System Administration, and Customer Support/Support Staff.

*We are not just a company. We are a force of wholesale change.
We are creators of open access. We believe in the limitless potential of open-access
networks to revolutionize education, health care and regional development around the world.*

*We are enablers of choice. Our citizens have instant access to a near infinite variety of
services at the click of a button. Our customers' flexibility is limited only by their imagination.*

*We inspire innovation. We transform broadband networks by creating a platform for ideas.
We open new markets and revenues. We automate design, deployment and operations.*

*We are committed to our customers. Our customers are our friends and partners.
Our success depends on theirs. Together we change the world.*

Open up the possibilities. Open up the Network.