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News Release

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## **ALLOPTIC AND OFS TEAM UP TO STREAMLINE FTTH DEPLOYMENT FOR RESIDENTIAL DEVELOPERS**

**August 4, 2004 – LIVERMORE, CA & NORCROSS, GA** – Livermore, California-based Alloptic Inc. and OFS of Norcross, Georgia today announced that they have entered into a strategic alliance to simplify fiber-to-the-premise (FTTP) deployment for residential developers throughout the United States. Through the alliance, Alloptic will provide standards-based, passive optical access equipment and OFS will provide the optical fiber cable, optical connectivity and specialty photonics products, creating turn-key fiber-to-the-premise networks.

The teaming arrangement between Alloptic and OFS creates a unique industry solution designed to simplify the deployment of bandwidth to the home. Driven by today's digital lifestyle, developers are looking for connectivity solutions and transmission speeds that home buyers are demanding such as home networking and home entertainment technologies, including telecommuting, peer-to-peer file sharing, online gaming, HDTV and home automation.

"Developer's today have the unique challenge of designing and developing a community that is attractive to both builders and homebuyers; it requires a vision and planning beyond the traditional elements," said Tom Reiman, President of The Broadband Group, a full service technology and telecommunications consulting firm that assists Master Planned Communities in developing unique technology visions for voice, video, data and home security. "Modern communities require a plan for technology, both in the home as well as connecting them to the rest of the world. Having deployed fiber-to-the-home (FTTH) in award winning communities with both of these companies, I'm encouraged that they are teaming up to provide a turnkey solution."

Fiber technology offers a robust, broadband networking solution with virtually unlimited bandwidth and flexibility that is not possible through twisted pair, coax, or hybrid fiber/coax

(HFC) networks. For home buyers, FTTH is a significant amenity with a positive impact on home resale value. With the new alliance and turn-key offering between OFS and Alloptic, developers and builders across the United States can now offer home buyers seamless FTTH technology to address the increasing consumer demand for state-of-the-art home technologies.

"Alloptic's goal in teaming with OFS is to provide the highest quality turn-key solution to customers," said John Yuzdepski, Vice President of Sales and Marketing at Alloptic. "This alliance represents an important stride forward in fiber-to-the-home deployment to consumers through America's developers. By teaming with OFS, we have the opportunity to add value by integrating the world's best access equipment with OFS' state-of-the-art fiber cable, creating a comprehensive fiber strategy."

"We are very excited about this alliance and the impact it will have on addressing FTTH," said Ric Johnsen, Vice President of OFS. "The joint solution offered by Alloptic and OFS, not only gives builders and developers a way to invest in new strategies and architectures for the deployment of integrated digital services to their communities, it provides a competitive, sustainable and cost-effective platform that can also build a peripheral revenue stream by making them the broadband service provider."

#### **About Alloptic Inc.**

Alloptic provides industry leading network equipment for fiber-to-the-home, business, and Multi-Dwelling Unit. Enabling ultra fast internet, state-of-the-art cable TV and worry free telephone service connected reliably and efficiently at the speed of light. Alloptic's proven standards-based FTTP network access equipment serves communities, telecommunications carriers and cable providers in the U.S. and around the world.

Founded in 1999, Alloptic is privately held and based in Livermore, California. For more information, please visit [www.alloptic.com](http://www.alloptic.com).

#### **About OFS**

OFS is a world-leading designer, manufacturer and provider of optical fiber, optical fiber cable, connectivity, FTTx and specialty photonics solutions. Our marketing, sales, manufacturing and research teams provide forward-looking, innovative products and

solutions in areas including Telecommunications, Medicine, Industrial Automation, Sensing, Government, Aerospace and Defense applications. We provide reliable, cost effective optical solutions to enable our customers to meet the needs of today's and tomorrow's digital and energy consumers and businesses.

OFS' corporate lineage dates back to 1876 and includes technology powerhouses such as AT&T and Lucent Technologies. Today, OFS is owned by Furukawa Electric, a multi-billion dollar global leader in optical communications.

For more information, please visit [www.ofsoptics.com](http://www.ofsoptics.com).

For more information, please visit [our FTTx section](#).

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