

A photograph of the Golden Gate Bridge in San Francisco, California, taken at dusk. The bridge's towers and suspension cables are illuminated with warm orange lights, which reflect on the water below. The sky is a deep blue, and the distant hills are visible in the background.

GLOBAL STRATEGIC AGREEMENT BETWEEN ERICSSON AND CIENA

Ericsson and Ciena Combine Strengths for
IP Optical Convergence and Service Provider SDN

Feb 2014

JAN HÄGLUND

Vice President,
Head of IP & Broadband, Ericsson

AGENDA

Agreement Summary

Market Strategy

Product Solution

OPERATOR CONCERNS



AGILITY

“Bring products to market much quicker”



INNOVATION

“Providing cloud services to enterprise”



EFFICIENCY

“Radically simplified network”

TECHNOLOGY DISRUPTION



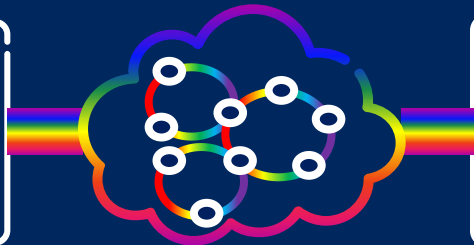
Network Function Virtualization

Flexible Applications
“Shared, Efficient, On-Demand”



Software Defined Networking

Programmable Network
“Flexible, Dynamic, Intelligent”



Optical Transport & IP integration

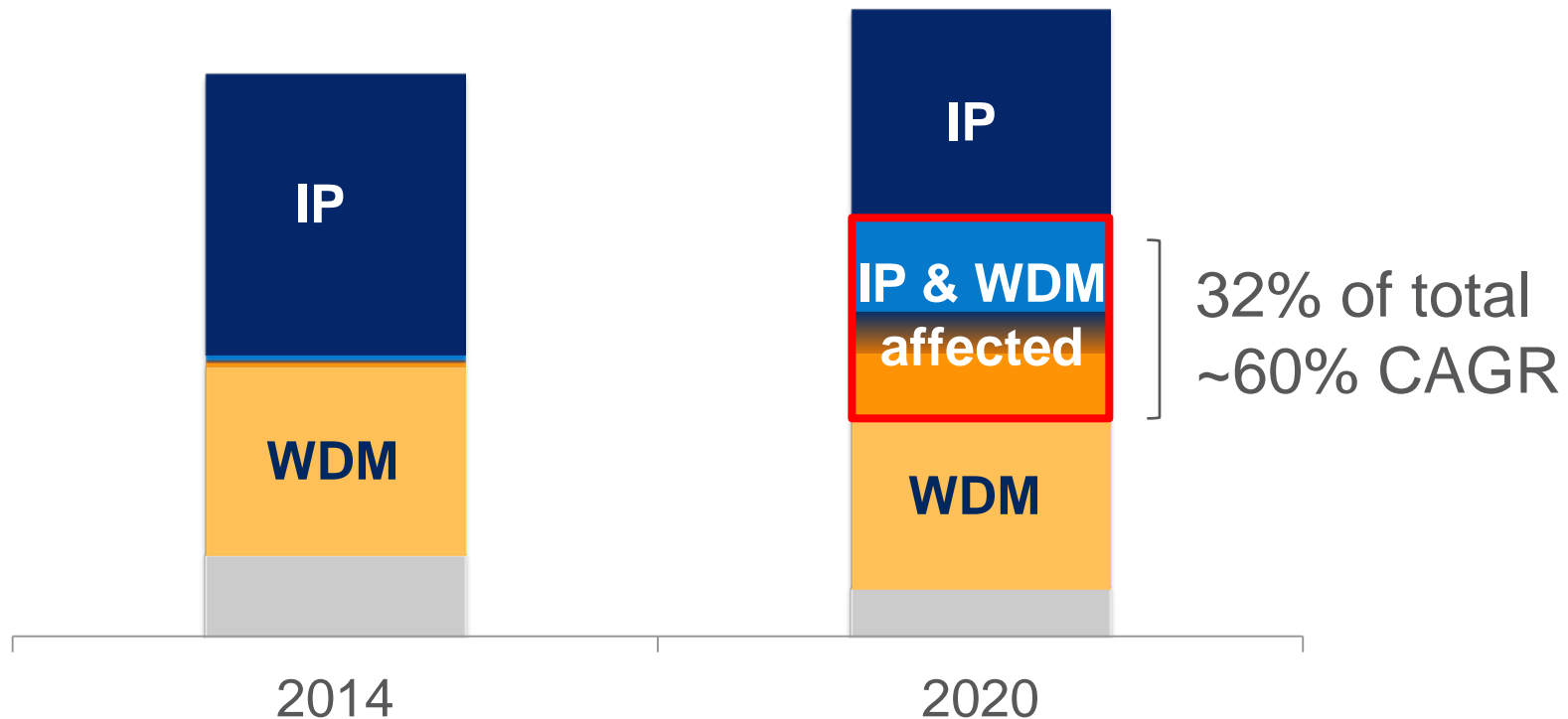
Unified transport network
“Simplified, Efficient”

IP OPTICAL INTEGRATION

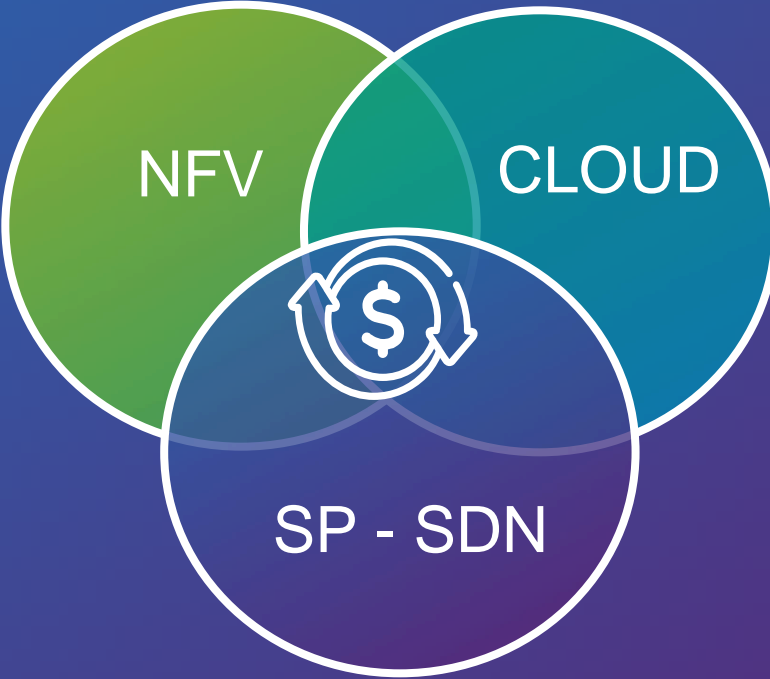
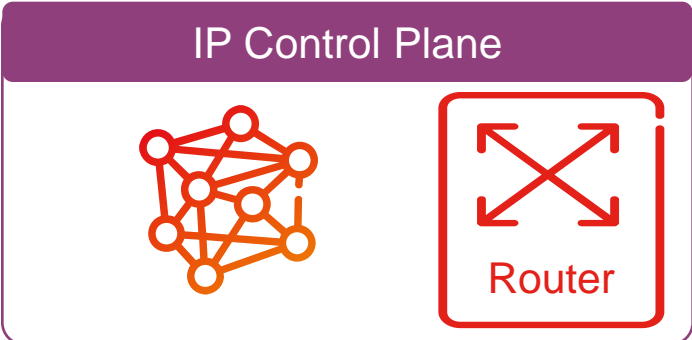
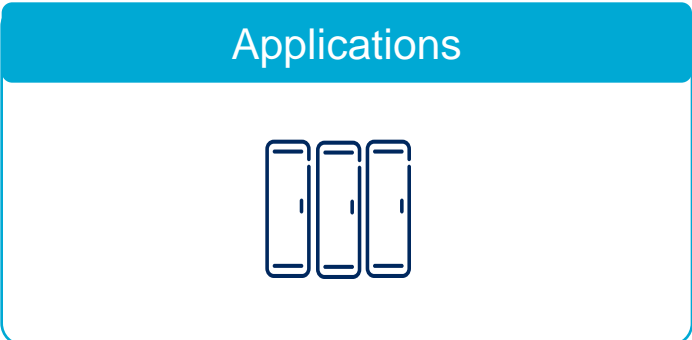
INTEGRATED IPoWDM / LOGICAL SYSTEM COMBINATION



Total Addressable Market, Revenue BUSD

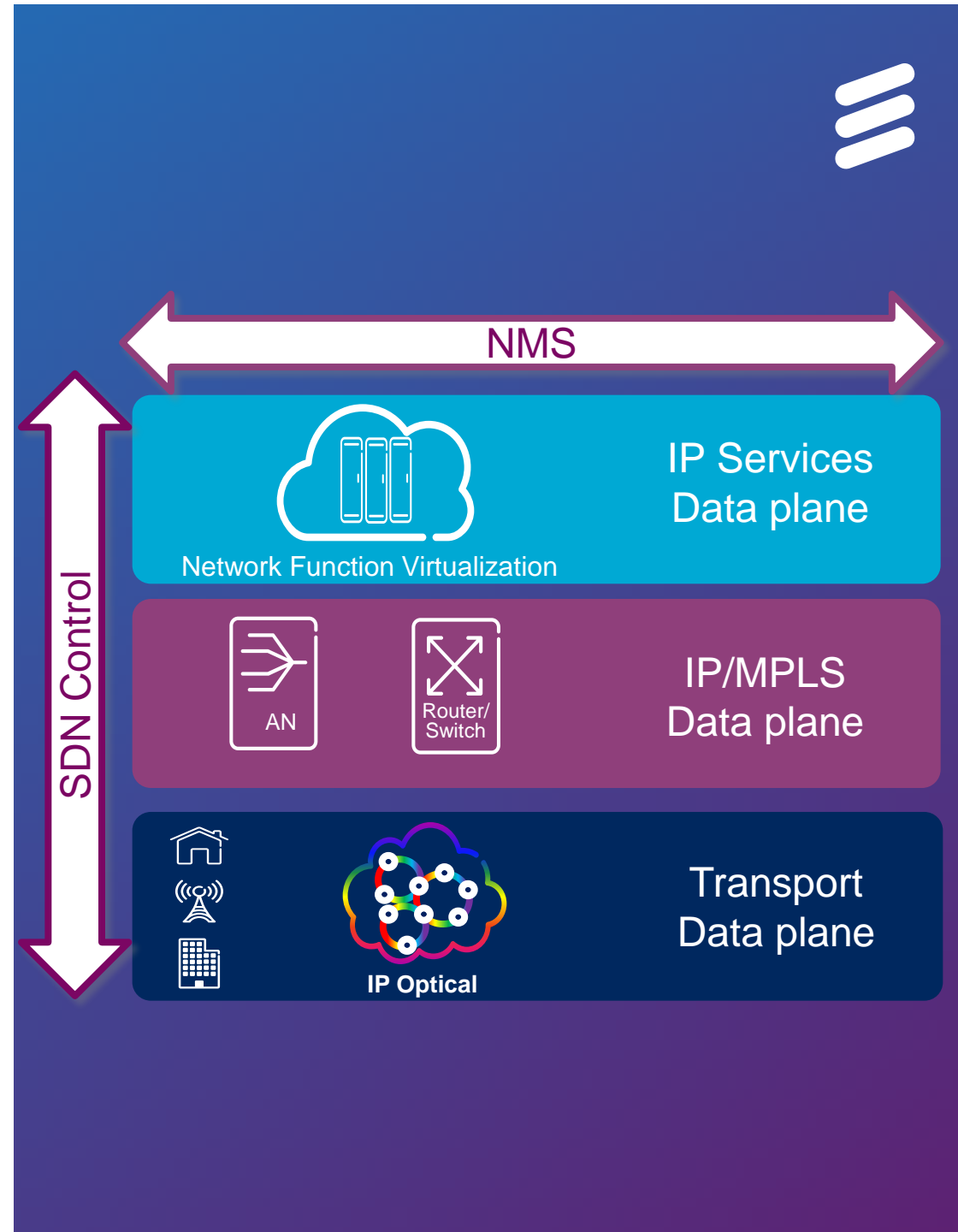
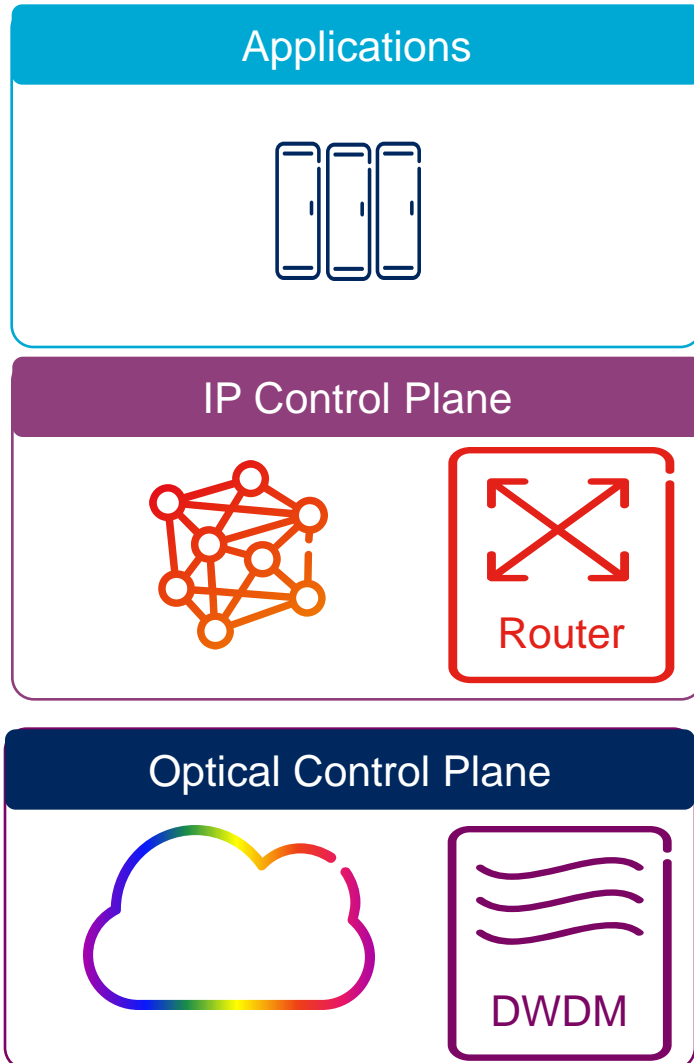


NETWORK EVOLUTION



ACCELERATING EVOLUTION TO THE NETWORKED ENABLED CLOUD

NETWORK EVOLUTION



STRATEGIC AGREEMENT OVERVIEW



- › Joint development of IP Optical solution
 - Leverage Ciena Optical Transport - Ciena WaveLogic coherent optical processors
 - Build IPoWDM interfaces/boards for Ericsson SSR 8000 platform
 - Develop multi-layer and multi-vendor open Service Provider SDN Transport Control
- › Global resale agreement
 - Ericsson to resell Ciena 6500, 5400 and OneControl NMS to its customers
 - Provide complete e2e solution

BENEFITS



- › Combined strength of industry leaders
 - Ericsson’s Service Provider SDN and Information Communication Technology (ICT)
 - Ciena’s optical expertise and vast installed infrastructure
- › Complete solution providing lowest TCO
 - Capitalize on existing Ciena-based optical infrastructure investment
 - Add Service Provider SDN and Ericsson IP to existing infrastructure
- › Accelerates benefit of Service Provider SDN and convergence for operators
 - Fast time to market of multi-layer and multi-vendor solution
 - Competitive best-in-class solution from industry leaders

AGENDA

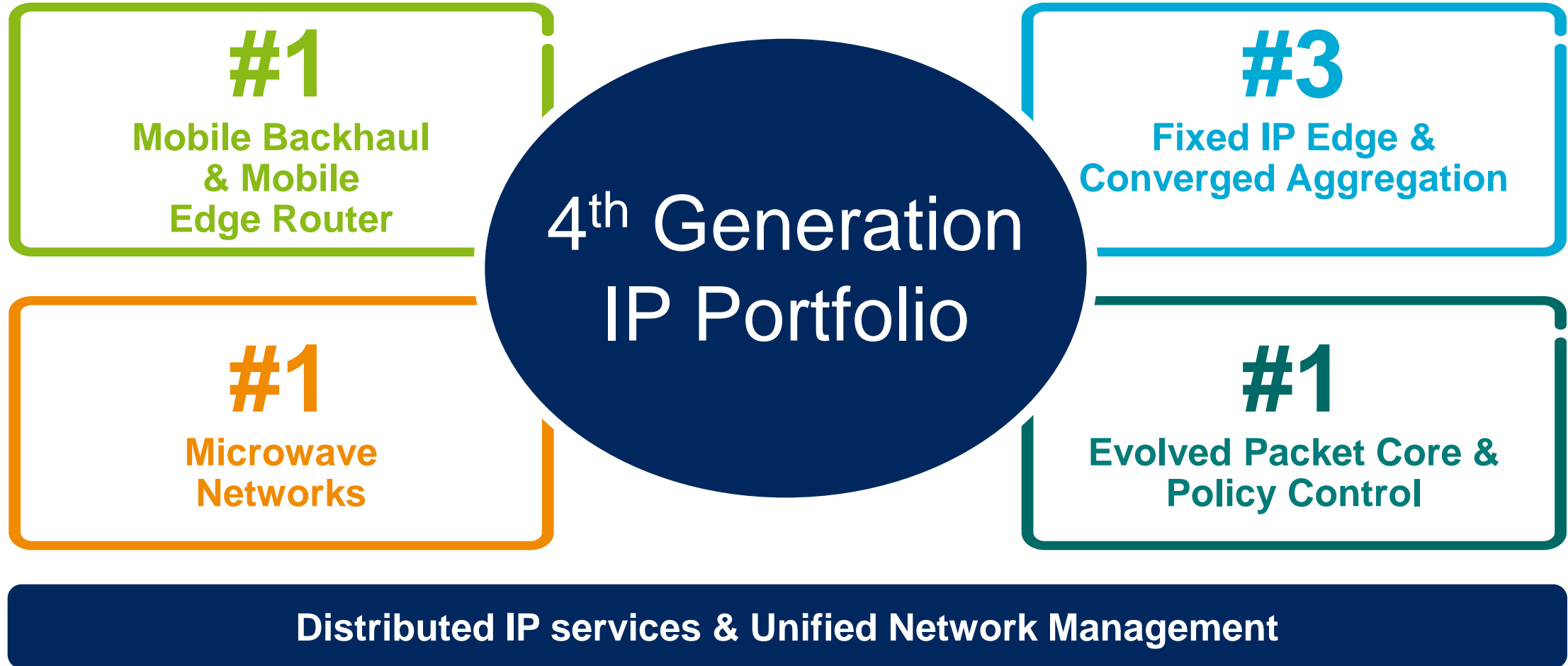


Agreement Summary

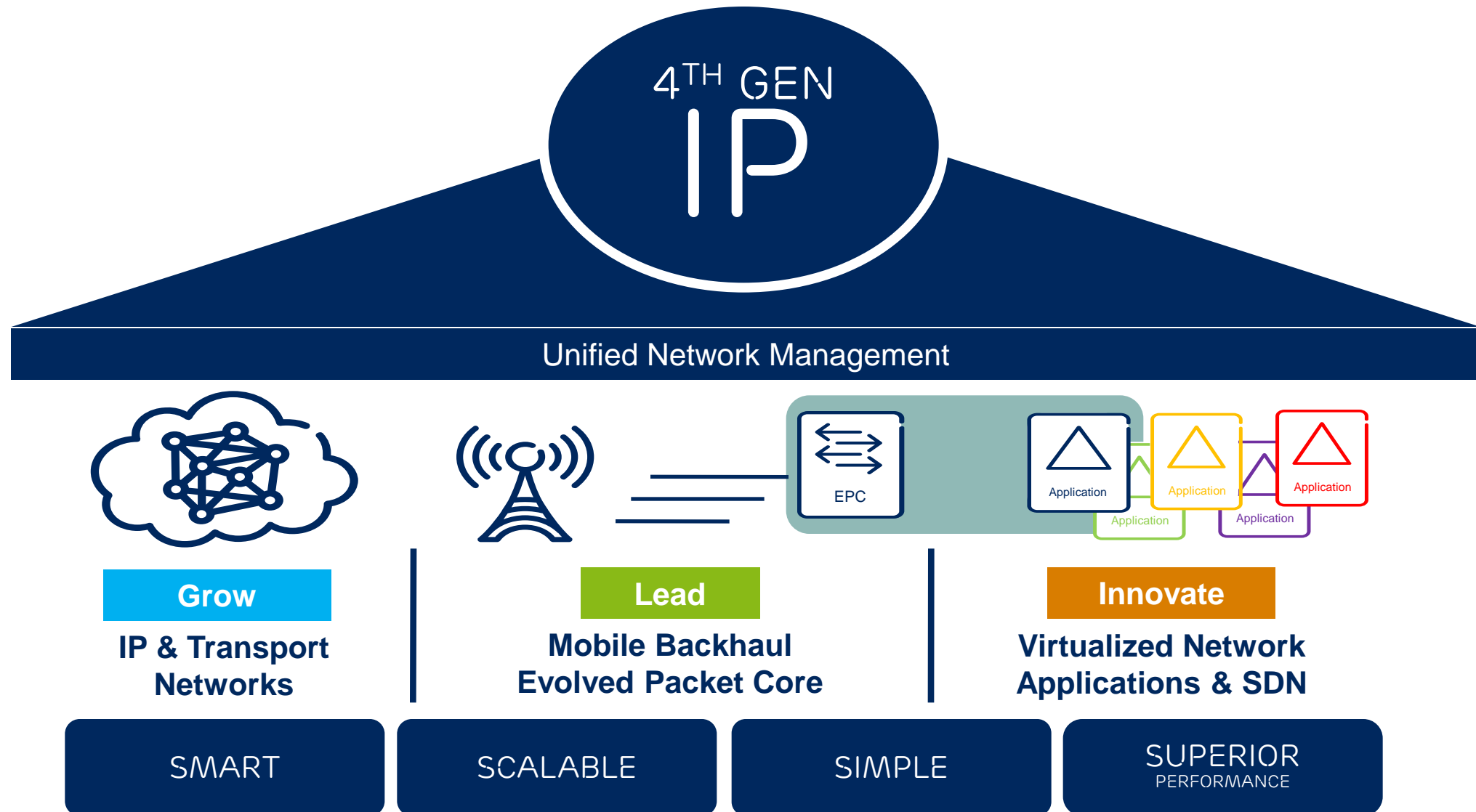
Market Strategy

Product Solution

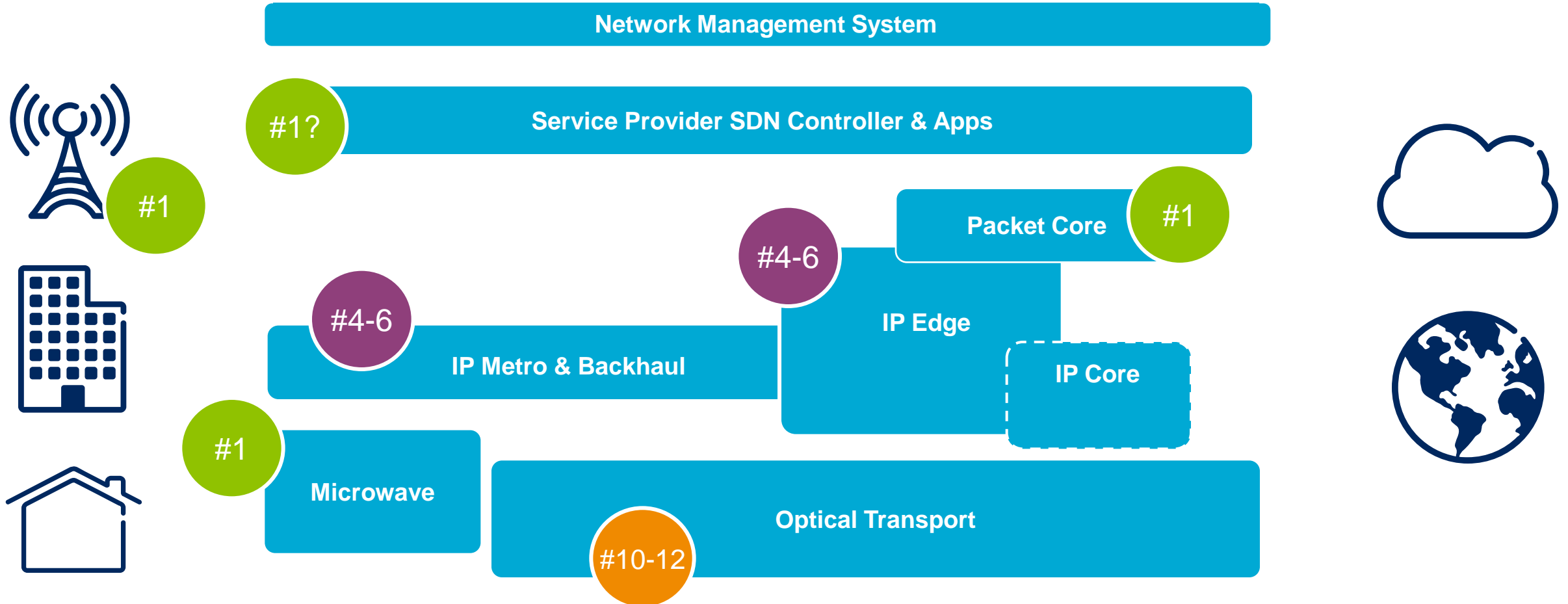
ERICSSON WANTED POSITION



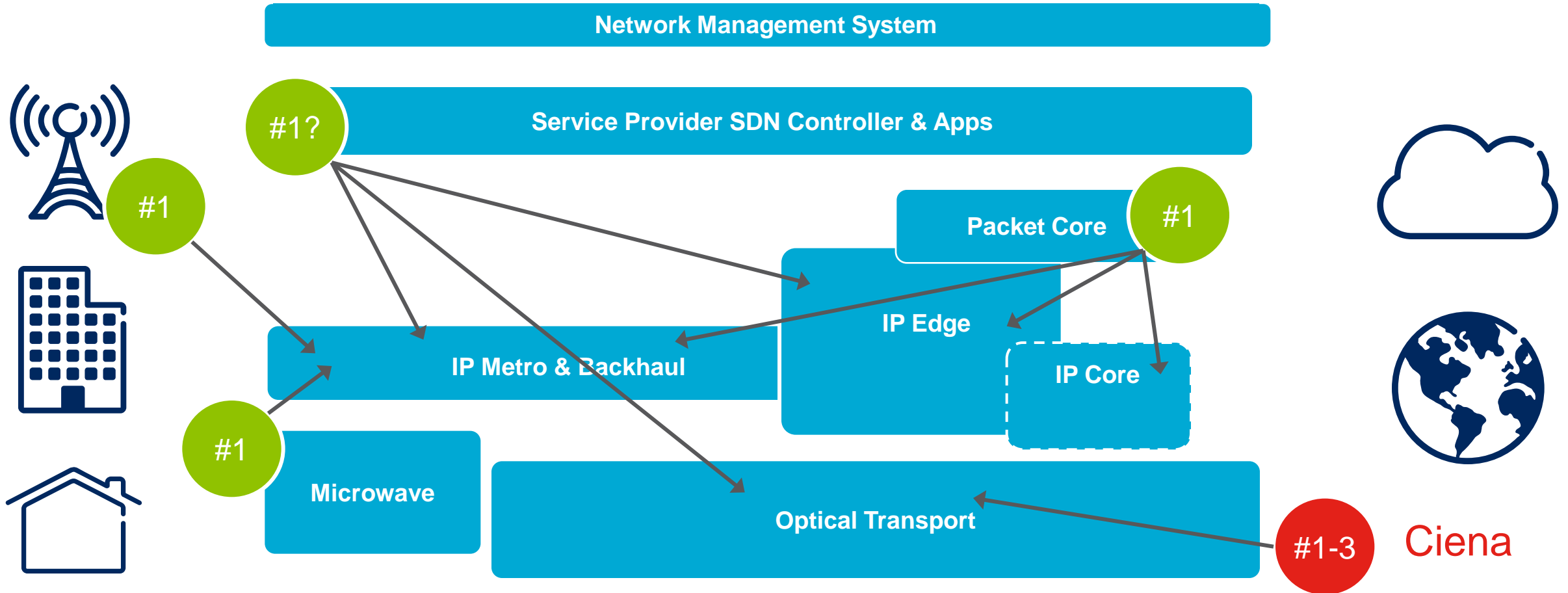
STRATEGY FOCUS AREAS



ERICSSON'S CURRENT POSITION



STRENGTH TO SHAPE THE FUTURE



Agreement puts Ericsson together with Ciena in leading position

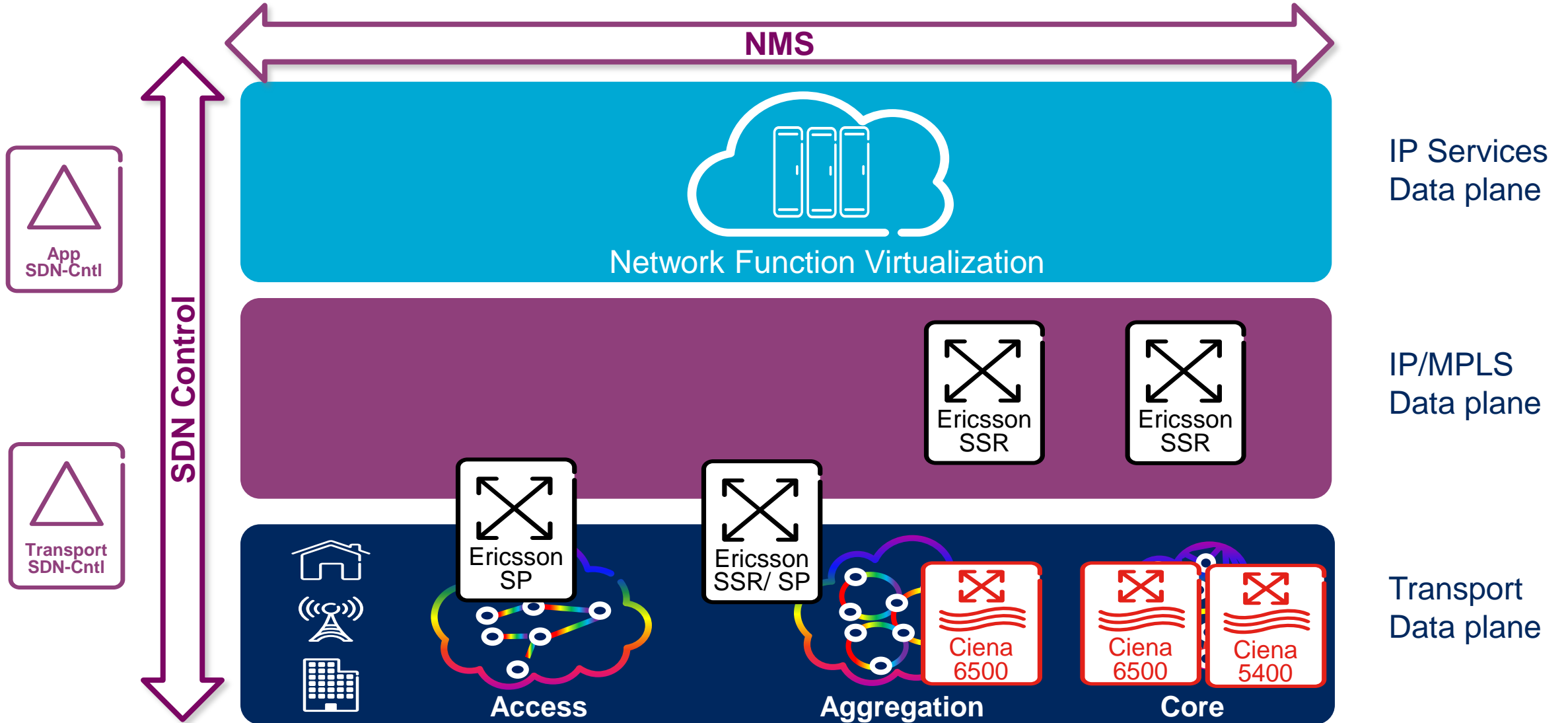
AGENDA

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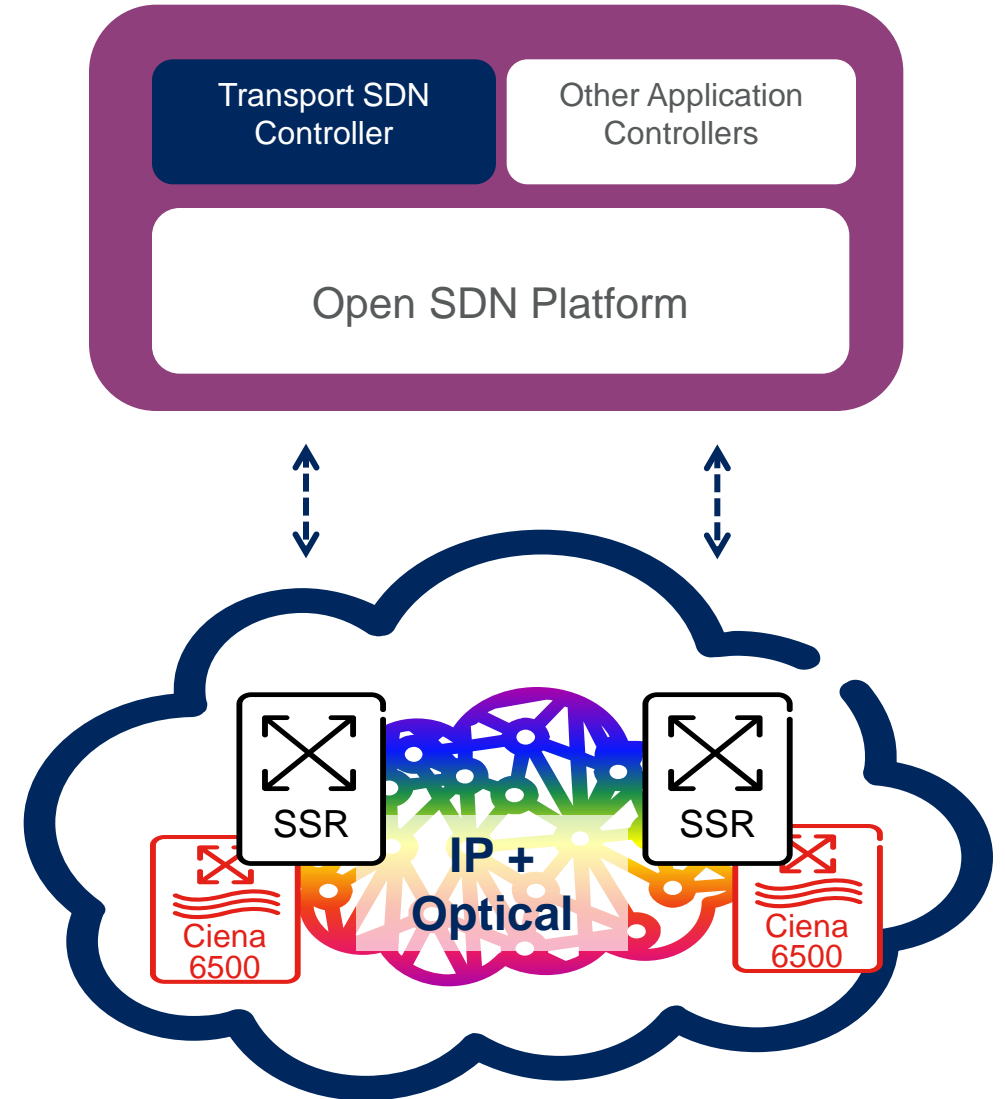
Product Solution

SOLUTION MAPPING

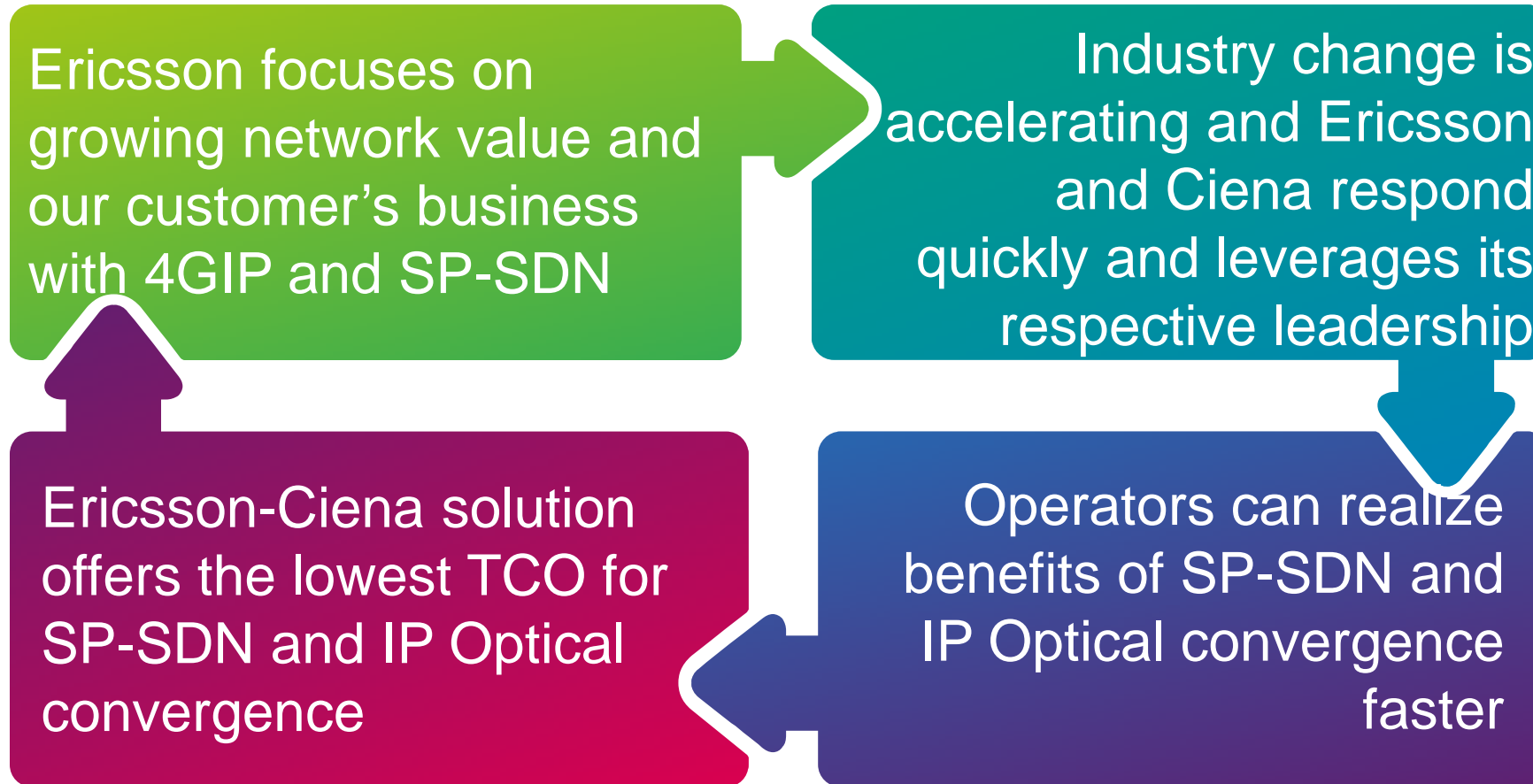


JOINT DEVELOPMENT

- › IP Optical Interfaces (IPoWDM)
 - › Ciena WaveLogic coherent optical processors
 - › Ericsson SSR multiservice platform
- › Transport SDN Controller
 - › Application running on open SDN platform



SUMMARY





Q&A

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