



OPENREACH SELECTS ADVA FSP 3000 TO CONNECT ENTERPRISES THROUGHOUT THE UK

New Optical Spectrum Service Answers Need for Robust, High-Bandwidth and Low-Latency Solutions

Norcross, Georgia, USA and Martinsried/Munich, Germany. October 10, 2011.

ADVA Optical Networking announced today that Openreach, the infrastructure division of BT Group, is to use the ADVA FSP 3000 as the foundation for its new Optical Spectrum Access product (OSA) within its Optical Spectrum portfolio.

Designed to provide enterprises with the high-bandwidth, high-speed and high-availability network connections they need to respond to today's demanding business opportunities, OSA seeks to further strengthen the U.K.'s position as a global business center. Openreach will depend upon the ADVA FSP 3000 to transport enormous amounts of data throughout the U.K. securely and with the lowest latency possible.

"Our relationship with ADVA Optical Networking stretches back many years and has evolved into a strategic partnership mutually benefiting both companies," said Jon Hurry, MD, Commercial Portfolio and Policy, Openreach. "We believe that our new OSS solution is critical for UK enterprises as they seek to respond to ever greater business demands both from a fiscal and a competitive standpoint. The ADVA FSP 3000 ensures our customers will be able to scale to meet these challenges, deliver a best in class solution and position themselves well within an increasingly competitive global playing field."

The U.K. has one of the most demanding enterprise communities in the world, and Openreach's OSA product is designed to cover a range of critical business-driven applications, including data center connectivity for cloud and virtualized services, business continuity and disaster recovery, financial trading, video conferencing and data backhaul. With such a range of services to meet, Openreach spent time with ADVA Optical Networking's engineers in the company's U.K. lab facilities. This access ensured Openreach were able to thoroughly test the network before deployment.

"The amount of data being generated by today's enterprises is growing at a phenomenal level," commented Alistair Swales, senior vice president, U.K. sales. "Much of this data is mission-critical and needs to be securely transported and instantly accessible. Openreach understands this changing landscape and has developed a service that ensures U.K. businesses can continue to outperform global competition and rapidly respond to new business opportunities."

The ADVA FSP 3000 is a scalable Wavelength Division Multiplexing (WDM) system specifically designed for service providers and large enterprises that require a flexible, cost-effective system that will multiplex, transport and protect high-speed data, storage, voice and video applications. The ADVA FSP 3000's modular architecture, rack-mountable shelves, hot-swappable modules, universal cards, transparent interfaces and qualifications with all leading Storage Area Network (SAN) vendors enable Openreach to



meet its customers' varied requirements and to easily provision services of any standard protocol.

ABOUT ADVA OPTICAL NETWORKING

ADVA Optical Networking (FSE: ADV) is a global provider of intelligent telecommunications infrastructure solutions. With software-automated Optical+Ethernet transmission technology, the Company builds the foundation for high-speed, next-generation networks. The Company's FSP product family adds scalability and intelligence to customers' networks while removing complexity and cost. With a flexible and fast-moving organization, ADVA Optical Networking forges close partnerships with its customers to meet the growing demand for data, storage, voice and video services. Thanks to reliable performance for more than 15 years, the Company has become a trusted partner for more than 250 carriers and 10,000 enterprises across the globe. For more information, please visit us at www.advaoptical.com.

ABOUT OPENREACH

Openreach is responsible for the last mile of the UK access network – the copper wires and fibre connecting homes and businesses to their local telephone exchanges. Openreach provides communications providers with services and products associated with that network.

ABOUT BT

BT is one of the world's leading providers of communications services and solutions, serving customers in more than 170 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to our customers for use at home, at work and on the move; broadband and internet products and services and converged fixed/mobile products and services. BT consists principally of four lines of business: BT Global Services, Openreach, BT Retail and BT Wholesale.

In the year ended 31 March 2011, BT Group's revenue was £20,076 million with profit before taxation of £1,717 million.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York.

For more information, visit www.bt.com/aboutbt

PUBLISHED BY:

ADVA AG Optical Networking, Martinsried/Munich and Meiningen, Germany
ADVA Optical Networking North America, Inc., Norcross, Georgia, USA
ADVA Optical Networking (Shenzhen) Ltd., Shenzhen, China
www.advaoptical.com

FOR PRESS:

Gareth Spence
t +1 408 778 2024 (U.S.)
t +44 1904 699 358 (Europe)
t +86 755 8621 7400 (Asia)
[public-relations\(at\)advaoptical.com](mailto:public-relations(at)advaoptical.com)

FOR INVESTORS:

Wolfgang Guessgen
t +1 201 940 7212 (U.S.)
t +49 89 89 0665 940 (Europe)
t +86 755 8621 7400 (Asia)
[investor-relations\(at\)advaoptical.com](mailto:investor-relations(at)advaoptical.com)