EXECUTIVE SUMMARY

Ciena is pleased to provide Massachusetts Broadband Institute with this RFI response. The goal of this document is to not only discuss possible business models and technical capabilities per request, but to illustrate the company's intention of creating a true partnership with Massachusetts Broadband Institute over future decades.

Ciena will support Massachusetts Broadband Institute directly throughout the initial configuration phase, installation and ultimately ongoing maintenance. The account team supporting Massachusetts Broadband Institute is based in Boston and includes Ward Cunningham – Account Manager, Eric Hoose – Systems Engineer, and Paul Schoenau – Systems Engineering Manager. Ciena has also additional technical resources that Massachusetts Broadband Institute can leverage to support future initiatives. We feel the model of direct support in alliance with the appropriate partners will provide a high level of service for Massachusetts Broadband Institute.

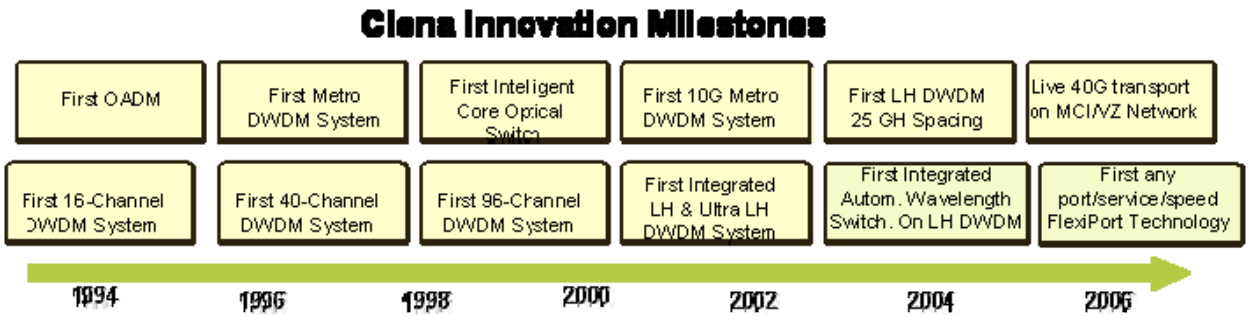
Ciena counts among its customer base national carriers such as AT&T, Verizon, Qwest and Sprint. Regional carriers such as Fairpoint, RCN Metro, AboveNet, XO and other service providers have also realized the benefits of Ciena's flexible and cost effective network infrastructure. Within the enterprise segment Ciena has supported multiple educational, health care and municipal applications. These companies count on Ciena for their underlying optical network platform, ease of management and scalability. We feel that Massachusetts Broadband Institute will also be positioned to realize these benefits.

As the network specialist, Ciena is the authority on helping customers transition to next-generation converged networks. We offer tools and technologies that tailor a migration path to more efficient networks that capitalize on unique business opportunities.

Since its incorporation in 1992, Ciena has consistently pioneered innovation in the fields of Wave-Division Multiplexing (WDM), intelligent optical switching, and software tools for automated management and provisioning. Since introducing the world's first 16-wavelength DWDM system in 1996, Ciena has maintained its leadership with first-to-market solutions that offer the most robust functionality and the most compelling customer economics. Ciena's first generation CoreStream™ DWDM platform, introduced in 1999, was the first 96-wavelength, 10Gb/s DWDM system. In 1999, Ciena introduced the first Intelligent Optical Switching solution with the CoreDirector® platform. In 2003, Ciena rolled out the first ROADM in a long haul system. In 2005, Ciena introduced the CN 4200™ FlexSelect Advanced Services Platform with our breakthrough FlexiPort technology supporting Ethernet, SONET/SDH, wavelength, storage/mainframe extension, or digital video transport services on any port of any line card at any network location using completely remote service provisioning and management.

In early 2007, Ciena launched its FlexSelect for Ethernet solution and initial products to enable network providers to build a converged Ethernet infrastructure. Ciena makes Ethernet performance-grade by combining the flexibility, scalability and cost-effectiveness of connection-oriented Ethernet with the resiliency, bandwidth optimization and operational simplicity afforded by Ciena's mesh-enabled control-plane and service level management technology. Essentially, FlexSelect for Ethernet enables more profitable IP/Ethernet revenue growth by simplifying the service architecture and making Ethernet as deterministic, robust and easy to manage as SONET/SDH circuits.

The figure below summarizes some significant milestones in Ciena's ongoing history of technology leadership:



Since its inception, Ciena holds 264 United States patents in the optical WDM, switching, management, and provisioning arenas. In addition, Ciena has 408 pending U.S. patent applications. Ciena also has a number of foreign patents and patent applications. It is focus on innovation and product leadership that has established Ciena as both the pioneer and technology leader in optical transport and switching, and that will continue to distinguish Ciena as an industry leader in advanced optical networking.

Cutting edge technology, compelling customer economics, and superior service have enabled Ciena to maintain a leadership position in the optical networking marketplace. Many of the largest telecommunications carriers in the world have chosen Ciena both as an equipment provider, and as a partner in the design, implementation, and ongoing management of their networks.

With a proven track record of technology and market achievement, coupled with business and financial stability, Ciena provides the best value and the low-risk choice to meet the requirements of this project. With dedicated personnel experienced in partnering with customers on worldwide network deployments, we are confident in our ability to demonstrate leadership in next-generation optical transport, switching, management and provisioning.

There are a number of options available when creating a regional high bandwidth broadband network. We understand this, and appreciate the RFI's intent in evaluating multiple scenarios to address these requirements. Ciena welcomes the opportunity to engage Massachusetts Broadband Institute in and further discussion to maximize network efficiency, minimize costs in order to provide an optimum optical platform for the next several years. In the end, Ciena is committed to providing Massachusetts Broadband Institute with a carrier class optical infrastructure that will enable underserved communities to secure low cost, high quality broadband. We look forward to working with Massachusetts Broadband Institute during this review phase and afterwards.