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# Fujitsu Network Communications Corporate Profile

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## Heritage, service, quality

Today when you access the Internet, make a phone call or order a pay-per-view movie, Fujitsu network solutions receive, process and transmit much of that data. Our networking equipment paves the digital highways traversed countless times a day by streaming audio and video, financial transactions, instant messages, health information and utility account transactions.

Major communications carriers, governments, utilities and large enterprises in North America have placed their trust in Fujitsu. With over 450,000 network elements deployed, we provide network solutions with which our customers deploy faster and more dependable digital communication services.

### **Customer-centric innovation**

The solutions we deliver today are founded not just on our long history of innovation, but also on our focused approach to customer needs. We work to understand our customers' priorities, and then deliver the right solutions. Our professional services offer assurance that planning, design, implementation, maintenance and training needs will be met throughout the lifespan of any network. This is why a diverse range of customers trust Fujitsu as an ongoing, supportive business partner.

### **A position of strength**

Critical communications infrastructure technology demands the support of a strong and stable manufacturer. Fujitsu is a powerful \$50 billion organization, employing approximately 170,000 people in more than 70 countries. Our global presence and perspective are assets in an industry that exists to facilitate communication.

### **Richardson, Texas campus**



## A culture of excellence

At Fujitsu, every employee is proud to participate in our longstanding pursuit of excellence. The results of this dedication are evident throughout our solutions and services.

### First-class quality, exceptional reliability

Quality and reliability are vital to our customers who provide the communication and information infrastructure on which every one of us depends. Our unit return rate is 75% lower than the industry average. Only a handful of vendors can claim their equipment is in service 99.9999% of the time. We're one of those few.

The Fujitsu FLASHWAVE® 7500 Reconfigurable Optical Add/Drop Multiplexer (ROADM) for example, is Technology Integration Center (TIC) recommended for I3MP. This was achieved only after successful completion of U.S. Department of Defense (DoD)-sponsored assessment and conformance testing. Additionally, several Fujitsu FLASHWAVE platforms are undergoing rigorous DoD-sanctioned testing at Joint Interoperability Test Command (JITC) facilities. Another example, the FLASHWAVE 4500 Multiservice Provisioning Platform (MSPP), is the most widely deployed MSPP on the market and a pace-setter for energy efficiency.

### Responsive delivery through controlled manufacturing

Service providers demand that their suppliers are consistent, economical and responsive in fulfilling orders. We've realized significant competitive advantages in this area by maintaining manufacturing operations on our 143-acre campus in Richardson, Texas. We are the only major North American optical networking vendor with our own U.S.-based manufacturing.

Our manufacturing operation is lean and flexible. This is why, despite volatile demand, we're consistent and timely in fulfilling orders. This accelerates our customers' returns on their investment in revenue-generating network equipment.

### Quality solutions, quality partnerships

In the digital communications business, vendors must work closely with customers in long-term two-way relationships. We see these relationships as mutually beneficial partnerships in which both Fujitsu and its customers can prosper. Dedication to excellence and quality in design and manufacturing is only the beginning.



**"Fujitsu exceeded everyone's expectations with quick delivery and installation."**

*Jerry Reisenauer  
General Manager,  
West River Telephone*

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## Innovation with purpose

Our innovations continue to yield fresh opportunities for customers to develop profitable new service offerings. Fujitsu has a substantial U.S. R&D presence, with photonic laboratories in California, New York and Texas. Globally, our company invests more than \$2 billion in R&D every year. In fact, Fujitsu has been the number one optical communications patent-holder in the U.S. for five consecutive years.

After engaging in extensive dialog with our customers, we realized that growing demand for packet-based bandwidth could not be solved with new versions of existing equipment. So we pioneered and are now evolving the FLASHWAVE 9500 Packet Optical Networking Platform. This unique platform combines photonics, SONET and Ethernet services onto a single addressable network element.

**"Fujitsu has built a brand new product that takes advantage of recent technology advances in ROADM integration, ASIC technology, packet processing, and system software. The potential for this product makes [the FLASHWAVE 9500 Packet ONP] a clear choice for the [Light Reading Leading Lights] Best New Product award."**

*Sterling Perrin, Senior Analyst,  
Heavy Reading*

### Recognition and Awards

Customers and analysts alike recognize Fujitsu for excellence and achievement:

<b>2002:</b>	Inaugural Verizon Laboratories' Testing Partner certification (maintained every year since)
<b>2002-08:</b>	SBC/AT&T Outstanding Supplier awards
<b>2005-06:</b>	Broadband Gear Report's Diamond Technology Reviews: FLASHWAVE® 7500 ROADM
<b>2007:</b>	Light Reading Leading Lights Best New Product award (public company): FLASHWAVE 9500 Packet ONP
<b>2007:</b>	Frost & Sullivan Product Differentiation Innovation award: FLASHWAVE 9500 Packet ONP
<b>2009:</b>	Supercomm Award for Innovation in Optical Networking
<b>2009:</b>	Light Reading Ethernet Expo Carrier Ethernet Award



**Best New Product Award**



**Outstanding Supplier Award**



**Product Differentiation Innovation Award**

## Committed to best practices

Fujitsu is synonymous with reliability because we strive to advance and exemplify both general and industry-specific best practices. We constantly seek ways to improve in every aspect of our business, from design, manufacturing and quality control to customer service and support.

We were among the first to achieve TL-9000 Quality Manufacturer status in 2000; even today only 13 telecommunications companies worldwide hold this distinction. We're charter members of the Quality Excellence for Suppliers of Telecommunications (QuEST) Forum, and have participated on its executive board since 2000. The QuEST Forum acknowledges several Fujitsu processes as industry best practices.

Fujitsu is also renowned for environmental and regulatory compliance; it goes without saying that we're an ISO 14001 organization.

Environmental stewardship and corporate citizenship are inherent in every aspect of our business and manufacturing processes. This is a direct consequence of Fujitsu business principles—such as eliminating waste, making economical use of resources and reducing consumption.

### Affiliations

At Fujitsu, we are actively involved in the overall community in which we do business, through key scientific, academic and industrial forums and associations. We're also dedicated participants in and contributors to open-standards organizations.



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## Best-in-class solutions

Network solutions are our business. Our solutions enable communications providers, government, agencies, utilities and enterprises to build high-availability networks to serve essential communications needs.

### A comprehensive portfolio

Technology	Applications
Connection-Oriented Ethernet	EoX gateway
Packet optical networking	Mobile backhaul
Optical transport networks	Enterprise & commercial services
40G/100G	Core network transport
ROADM/WSS	

### Network life cycle services

Fujitsu Network Life Cycle Services offer support through every developmental stage of a network: from planning and design through deployment, testing, maintenance and long-term growth. Our expert technical staff works in partnership with customers seeking to realize maximum profitability and performance from their networks. Fujitsu service contracts can be purchased as packages or as individualized plans.

### A broad range of customers

*National service providers*

*Cable and Multiple System Operators (MSOs)*

*Wireless service providers*

*Enterprises*

*Utility companies*

*Transportation and railways*

*Federal, state and local government*

*Schools and universities*

*Financial and healthcare institutions*

## Our visionary history

For more than three decades, Fujitsu has led the industry with solutions in both wireline and wireless communications. We continually solve critical issues and enable new services for our customers. Since shipping our first fiber optic transmission systems in 1982, we've been among the pioneers in every major telecommunications development.

### Acknowledged excellence

Industry analysts such as Ovum, Heavy Reading and Yankee Group have recognized Fujitsu as a leader in several key market segments:

- Packet Optical Networking Platforms (Packet ONP)
- Dense Wavelength Division Multiplexers (DWDM)
- Reconfigurable Optical Add/Drop Multiplexers (ROADM)
- Multiservice Provisioning Platforms (MSPP)
- Synchronous Optical Networking (SONET)

**Fujitsu continues to develop the right products at the right times.**

*Berge Ayvazian,  
Chief Strategy Officer,  
Yankee Group*

### A distinguished timeline

Year	Description
1980	Fujitsu America Transmission Division established to support analog and microwave radio systems for MCI.
1982	Fujitsu shipped its first fiber optic transmission systems.
1984	Manufacturing operations and customer support office opened in Richardson, Texas.
1989	Fujitsu delivered the first digital loop carrier to BellSouth and the first 155.52 Mbps SONET multiplexer to US West (now Qwest).
1990	Fujitsu took the lead in developing and manufacturing SONET equipment for North America. Demand led to construction of an \$80 million telecommunications center—the first to be built outside Japan by Fujitsu.
1992	Fujitsu developed the first OC-48 product in the United States.
1994	Fujitsu surpassed \$1 billion in SONET revenue.
1996	Fujitsu Network Communications formally incorporated.
2000	Fujitsu registered for TL-9000 certification.
2001	Fujitsu Network Communications' U.S. workforce exceeded 2,200. Annual revenue topped \$2 billion.
2002	Fujitsu Network Communications and ADVA Optical Networking formed an alliance whereby Fujitsu marketed ADVA DWDM systems to North American carriers.
2003	Fujitsu Network Communications deployed thousands of next-generation MSPP platforms to Verizon, SBC and others. FLASHWAVE 7500 ROADM seamlessly deployed in MSO market, connecting over a half-million subscribers.
2004	Fujitsu introduced multiservice data capabilities to transition existing networks into an efficient packet infrastructure. A revolutionary upgrade to the FLASHWAVE 4500 MSPP brought scalable switching to transport networks. New versions of the FLASHWAVE 7500 ROADM reduced the cost of carrier-grade DWDM networks.
2005	Leading analyst firms named Fujitsu Network Communications market leader in overall optical transport and sub-segments SONET/SDH and metro DWDM/ROADM, the two fundamental building blocks of next-generation networks.
2006	Fujitsu positioned in the "Leaders" quadrant in Gartner's "Magic Quadrant for Next-Generation SONET Equipment 2006" report, based on the FLASHWAVE 4000 MSPP series.
2007	Fujitsu introduced the FLASHWAVE 9500 Packet Optical Networking Platform (Packet ONP), a modular integration of Ethernet, ROADM and SONET transport technologies on a single addressable optical networking class element.
2008	Verizon selects Fujitsu FLASHWAVE 9500 Packet ONP for their metro transport infrastructure.

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Configuration requirements for certain uses are described in the product documentation.  
Features and specifications subject to change without notice.

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