



Personnel Profile

Adam Hotchkiss is the Vice President of Product Line Management and has been with Menara Networks for the past four years.. He loves to travel and once dressed up as Dr. Spock for Halloween. He and his wife, Ana, have been married for 1 year and he keeps her happy by filling her closet with shoes.

Upcoming Events and Holidays

• SCTE Cable-Tec Expo 2011: November 15-17, Atlanta, Georgia.

All executives should plan on attending the largest industry-wide Expo of the year in Atlanta, Georgia. We will be doing a live product demonstration of our OTN XFP technology and networking with industry leaders.

• Holiday Party: December 10, Gaylord Texan Hotel.

Join us at the Old Hickory Steakhouse inside the luxurious Gaylord Texan hotel for an fun night of dining and relaxing. Feel free to bring your +1 as we celebrate the holiday season in style. Stay with us for drinks and dancing at the Glass Cactus after dinner.

• Upcoming Holidays:

November 24-25

December 23-26

December 31-January 1

Net News Issue 01 November 2011



...Networking Made Simple

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ISSUE

01

November 2011

QUARTERLY
JOURNAL OF
MENARA
NETWORKS

NET NEWS

Our Products



Fixed and Full C-band Tunable OTN XFP 10Gb/s Transceiver with Integrated G.709 and FEC



OTN XENPAK 10Gb/s Transceiver with Integrated G.709 and FEC



OTN 300-pin 10Gb/s Transponder with Integrated G.709, FEC and EDC



10G DWDM System with OTN XFP Transponders, EDFAs, Mux/Demux and Management in 1RU



Preparing for the SCTE Cable-Tec Expo 2011

The SCTE Cable-Tec Expo – the industry’s engineering show of the year – hosts thousands of annual attendees and provides the opportunity to discover and learn first-hand about the latest in cable telecommunications technology, products and services in one cost-effective setting.

This year’s Expo will be held in Atlanta at the George World Congress Center, Nov. 15-17, 2011 as part of Cable Connection-Fall that unites multiple industry events at one time and place. More than 40 technical sessions will take place Nov. 14-17, more than double the educational offerings provided in 2010.

A wide variety of educational sessions, hands-on state-of-the-art exhibits and networking opportunities enable all levels of cable telecommunications technology experts to obtain the resources of technical information crucial to their company goals.

Executive and mid-level attendees from the industry’s top operating companies attended Cable-Tec Expo 2010 and nearly 400 of the industry’s most prominent technology companies showcased their services and technologies. Nearly 85% of operating attendees were

decision makers and key influencers. Almost 42% of operating attendees held executive-level to director/vice president positions.

The Expo exhibit hall will provide an invaluable learning environment featuring hands-on instruction where exhibitors and attendees alike can discuss various cable telecommunications applications, products and services that the technology delivers.

More than 70 individual presentations are in store during SCTE Cable-Tec Expo. With more than double the offerings provided in 2010, industry experts will discuss such imminent issues as leveraging IPTV and untethered devices; powering improved services for business customers; and evolving networks to provide more capacity, greater reliability and more efficient operations.

Speakers for this year’s technical workshops are chosen through a Call for Papers process. Adam Hotchkiss, our Vice President of Product Line Management, will be one of the featured speakers to discuss our OTN XFP technology.

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EYE ON IT Industry News

All the latest buzz is surrounding 100Gbps DWDM technology.

That's 10 times faster than what we are doing today and several companies are already working feverishly on 100G transponders. Since it is a very new technology, it is incredibly expensive and only the largest manufacturers can do it well. But because it is so expensive, the volume is very, very low and thus not really a threat to us at this time.

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The XFP will stick around for awhile, but router vendors will be slowly moving to the next technology providing a small size device called the SFP+.

The SFP+ is roughly two-thirds the size of the current XFP model, and our customers want the same functionality in the smaller package and at lower power. People will eventually move to the SFP+ because when they are this small, more units can fit into the interface on the router. The only setback right now is size and the power consumed by the tunable transmit laser. Vendors, such as JDSU, are currently working on the smaller laser.

They say the release is currently available, but that is not entirely true. The new model won't be available for another year or so.



Leading the Green Movement in Network Technology

How the OTN-XFP can help build a cleaner network that leaves a smaller carbon footprint

Every day, more and more people take small steps towards living a greener lifestyle. Whether that means switching light bulbs or switching to electric cars, Americans are more concerned than ever about the carbon footprint they leave behind.

But much of the energy usage in the United States is out of our individual control as companies continue to burn energy at alarming rates.

We are doing our part to reduce that footprint within the networking systems that bring the internet to our neighborhoods.

In February 2008, our talented engineers made a breakthrough in networking technology when we announced the release of the first pluggable optical transceivers with advanced integrated signal processing drastically reducing the power consumption required to interconnect high speed routers between data centers.

The XFP and its sister device, the tunable XFP which is tunable for up to 94 different channels within the network, bypasses the transponder and connects the DWDM system directly to the router.

Though much smaller than the refrigerator-sized transponder, the

XFP still offers all the necessary optical transport network (OTN) transponder functions in a low power, cost effective, small form-factor transceiver.

All of this translates into a significant reduction in network cost, simplified network engineering rules, and faster service velocity for service providers.

More importantly to those concerned with the environment, the XFP results in a 50% smaller carbon-foot print and 43% less power consumption than traditional transponder-based systems.

Added benefit is realized with ancillary equipment reduction required for room air-conditioning and power conversion, almost doubling the total power savings.

Equally important to network operators, use of Menara Network's OTN XFP results in a 42% reduction in capital expenses for the optical network. This may not seem like much, but the average transponder has a price tag of approximately \$11,000 each. A mid-sized network could be using hundreds of transponders within their system.

Our transceiver costs 50% less than the average transponder so it is easy to see how the savings start to add up by eliminating the need for this layer of the network.

"We are excited to introduce our unique approach to cost-effective, simplified OTN transport to the industry," said Siraj El-Ahmadi, Menara co-founder and CEO. "Our products enable our customers to provide state-of-the-art transport capabilities in a very expeditious manner and focus their valuable R&D

dollars and resources on enhancing their systems' offering." But we are not looking to run out and replace all of

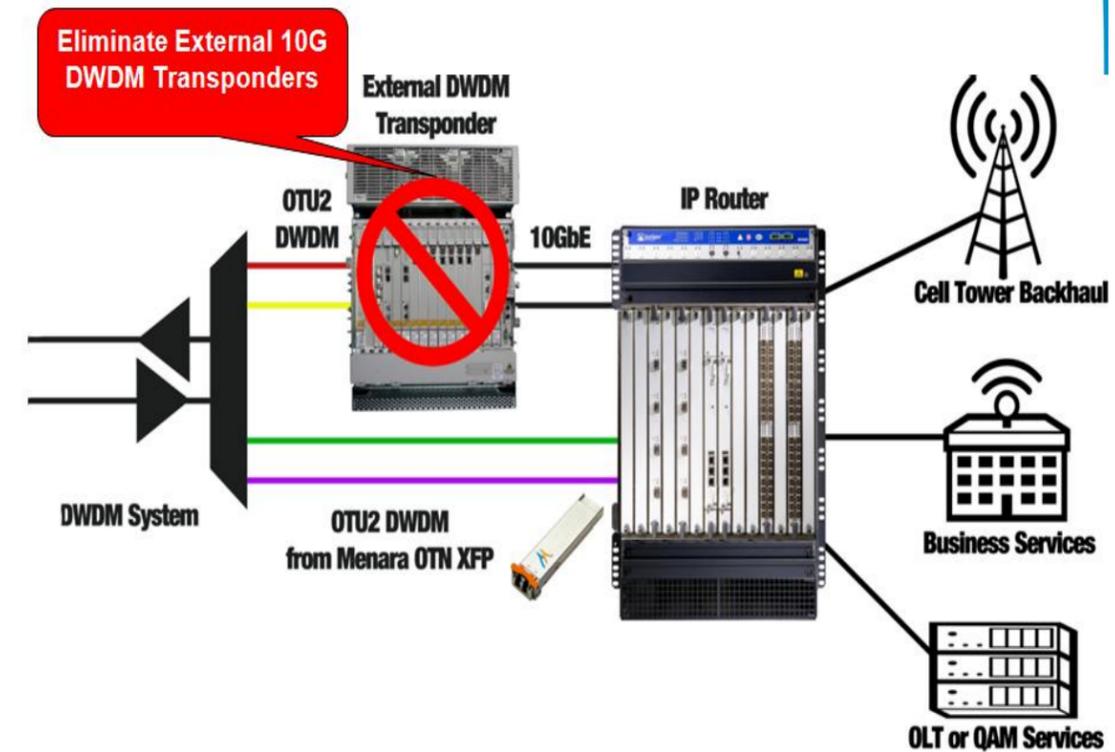
"Our products enable our customers to provide state-of-the-art transport capabilities in a very expeditious manner."

the existing transponders, rather we would like to see the XFP installed in place of transponders as the networks expand to accommodate our ever-increasing dependency for high speed internet services.

With lower start-up costs, significantly less storage costs, and greatly reduced energy consumption, the hope is that these savings will trickle down to the average internet consumer. Lower internet bills and a healthier environment could give Americans something to smile about for a change.

Most Commonly Asked Question:

Where Does the XFP Fit Into the DWDM Network System?



Use the above diagram to help explain where the OTN XFP fits into the networking system and how it replaces the function of the transponder.

This Month's Q&A Technology Tips

Q: I read recently that Fujitsu released its own XFP model back in April. How is this different from ours?

A: First, it is important to understand that the Fujitsu item is not a direct competitive product. There are many vendors who make XFPs and even two who make tunable XFPs. This is an industry standard part. What sets us apart is that we are the only vendor to integrate OTN into our XFP. OTN (that's

Optical Transport Network) means that we have a specific protocol from a standard called G.709 and a Forward Error Correction feature from a standard called G.975. These two OTN items allow us to transmit and receive data over hundreds and thousands of miles where as the competition cannot. Other vendors have to use the transponder to perform the OTN function. The Fujitsu model does have the Forward Error Correction feature but does not have the G.709 protocol. This means that their system still relies on a transponder to do the work.



MAKING
CONNECTIONS



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