

Tellabs® 1000 IP Promotion

INNOVATIVE TECHNOLOGIES. INNOVATIVE RELATIONSHIPS.

Tellabs® 1000 Multiservice Access Platform (MSAP) Lowest-Cost Path to Ethernet Broadband Access

Users deserve next-generation broadband services, no matter where they live. Meanwhile, technology in the telecom industry is changing rapidly. To meet these demanding requirements, service providers like you have several choices: rip out and replace equipment, overlay complex and expensive Ethernet platforms onto existing equipment, or leverage your existing Tellabs 1000 MSAP network. Tellabs' newly released Feature Package 15 (FP15.0) offers an innovative solution to help you succeed with Ethernet and IP access in a very cost-efficient manner.

As a trusted asset of local phone companies, the Tellabs 1000 MSAP has supported your advanced telecom service strategy since 1996. We are proud of this history at Tellabs and excited to announce the delivery of FP15.0. This feature release uses the entire Tellabs 1000 MSAP 4.2 Gbps backplane to enable the GbE222 transport and uplink card, ES 10/100 service card, ADSL2+ 6+0B Bonding card and ADSL2+ 6+6B Bonding card.

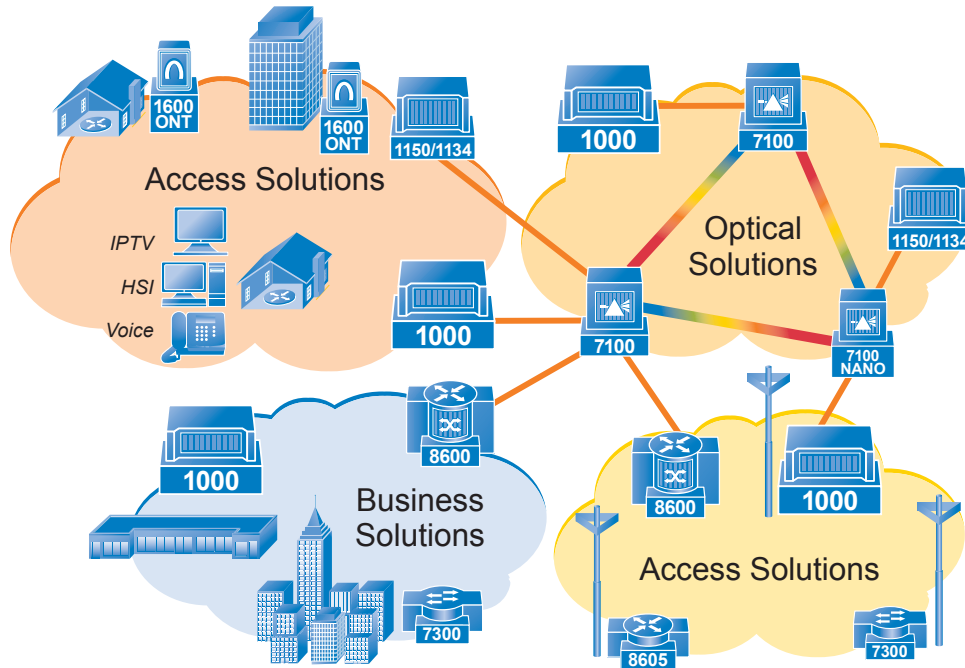
With the FP15.0 product release, you generate more revenue from your embedded Tellabs 1000 MSAP base by enabling these target applications and corresponding promotional offerings in 2010 (Figure 1):

- **High Speed Internet (HSI)** - Add HSI subscribers, extend servicing area and offer faster speeds
- **Business Services** - Deliver lucrative Ethernet business services while supporting TDM services
- **Mobile Backhaul** - Leverage existing network infrastructure to satisfy exploding mobile demand
- **IPTV** - Soften the IPTV business case by marketing and delivering video across your embedded base
- **Optical Networking** - Feed the bandwidth hungry applications with end-to-end Gigabit Ethernet

In addition, for a limited time, qualifying customers can take advantage of a Tellabs promotion in which they can receive a credit toward purchase of certain Tellabs access products.



Tellabs 1000 Multiservice Access Platform



Tellabs continues to invest in technology to enable the migration of your network effectively without sacrificing carrier-class requirements.

High Speed Internet (HSI)

The new Tellabs 1000 MSAP ADSL2+ 6+0B and 6+6B plug-in cards support bonding. By supporting ADSL2+ bonding, service providers can extend reach and approximately double the HSI speeds at any given distance compared to non-bonded ADSL2+. This can increase your revenue by reaching more customers and offering premium HSI package.

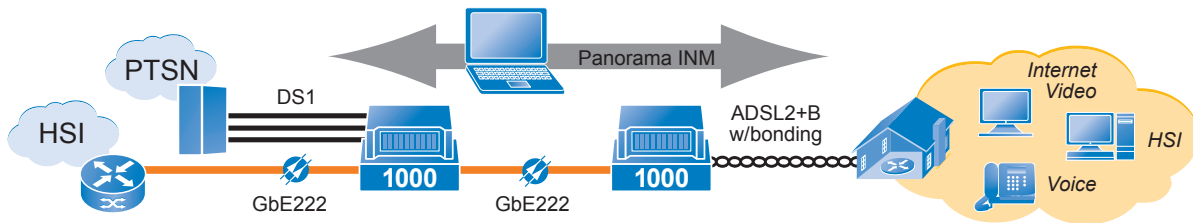


Figure 2: Tellabs 1000 MSAP High Speed Internet with Tellabs® Panorama™ Integrated Network Manager (INM)

In this era of ARRA Broadband Stimulus service providers have two choices. The first is to participate in these programs with a “proactive strategy”. In this case, the embedded Tellabs 1000 MSAP base represents the lowest-cost HSI access platform for prudent use of the broadband stimulus funds. The second choice is to adopt a “protective strategy” to prevent competitive carriers from entering their territory with federal stimulus funds. In this case, again, the Tellabs 1000 MSAP offers the lowest cost means of delivering HSI services greater than 3Mbps to block any competitive threats.

The 0130-0170 package provides one GbE222 plug-in card to satisfy this application.

Business Services

Service providers can deliver Ethernet business services from the Tellabs 1000 MSAP with the ES 10/100 plug-in card. This ES 10/100 plug-in card works with the same chassis, common control, broadband cards, TDM, and analog Specials cards available since the year 2000. The card taps into the full 4.2 Gbps capacity chassis backplane and enables IEEE Ethernet-centric protocols.

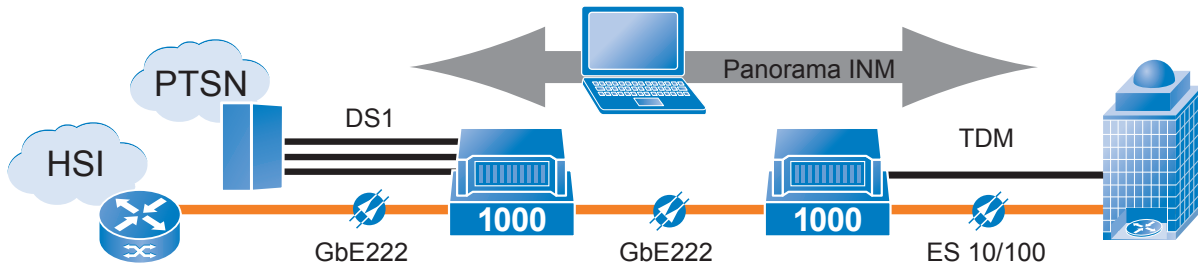
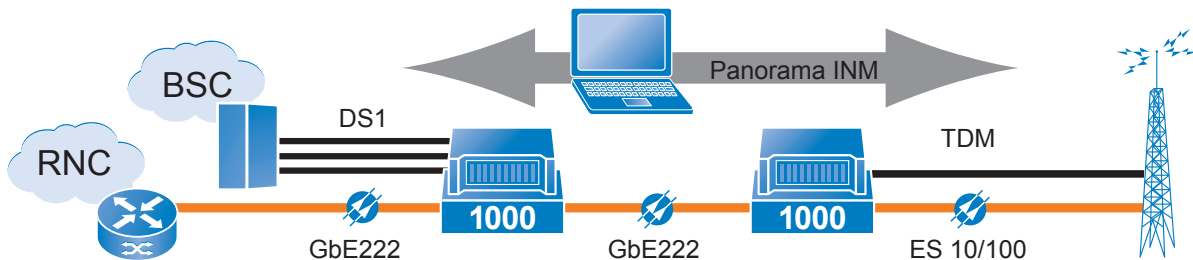


Figure 3: Tellabs 1000 MSAP Business Services (with Tellabs Panorama INM)

The new Tellabs 1000 MSAP ADSL2+ 6+0B and 6+6B plug-in cards support Annex M. Annex M is a ITU-T standard that can provide symmetrical ADSL2+ services out approximately 5,000'. Providers may consider this support useful with small home offices and/or small businesses that require greater upstream capacity. Or, Annex M is helpful in situations where symmetrical 1.5Mbps Ethernet service over DSL can be a replacement for facilities served by DS1 in the past.



The 0130-0178 package provides one GbE222 and one ES 10/100 plug-in cards to satisfy this application.

Mobile Backhaul

The exploding demand for wireless traffic transport and bandwidth requirements are taxing network nodes. Access equipment is bearing the brunt as service providers move to 3G technologies and real-time multimedia applications. By leveraging the Tellabs 1000 MSAP embedded base, you can cost-effectively increase capacity to your existing radio access networks. Additional cell tower base stations also improve coverage. Yet, today we stand at the cross roads of 2G and 3G transition. The Tellabs 1000 MSAP supports a wide variety of 2G traffic backhaul interfaces (e.g. DS1, IMA, xDSL and DS3) and Ethernet interfaces for the 3G (e.g. ES 10/100 and GbE222). Ethernet migration on the Tellabs 1000 MSAP is paramount since IP is the foundation for new multimedia services and transport.

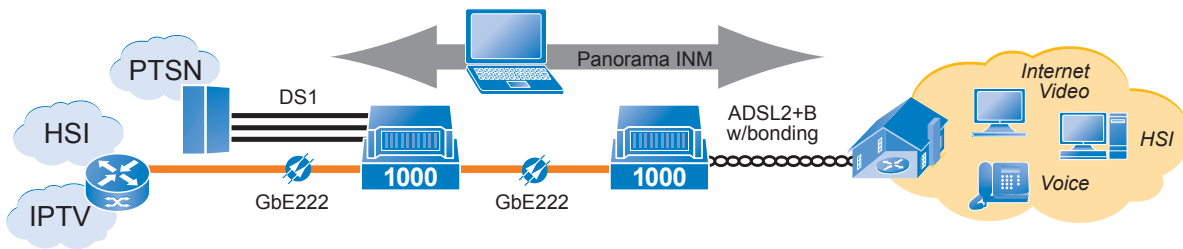


Figure 4: Tellabs 1000 MSAP Mobile Backhaul (with Tellabs Panorama INM)

The 0130-0178 package provides one GbE222 and one ES 10/100 plug-in cards to satisfy this application.

IPTV

No doubt IPTV deployments can demand a lot from service providers. It is financially challenging to expedite the return-on-investment, through hitting target customer take-rates, and ultimately achieve profitability. By deploying IPTV on the Tellabs 1000 MSAP embedded base, this low-cost solution “softens” the business case. They can achieve profitability more quickly than deploying IPTV on an all new access equipment infrastructure.

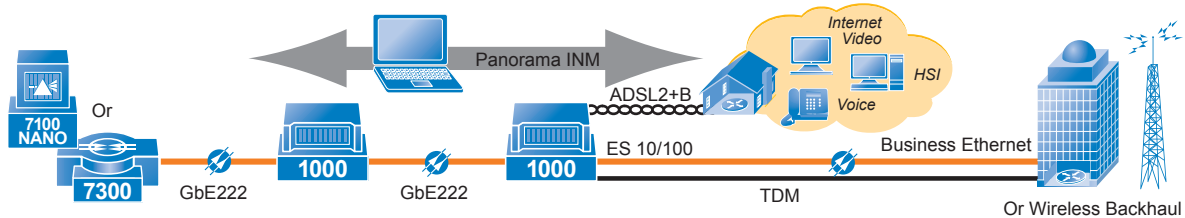


Figure 5: Tellabs 1000 MSAP IPTV (with Tellabs Panorama INM)

Service providers need confidence that the Tellabs 1000 MSAP can deliver compelling IPTV services. In fact, providers have delivered IPTV across this platform since early 2000. More recently, the addition of the GbE222 plug-in card, the full 4.2 Gbps backplane, IGMP and ADSL2+ 6+0B/6+6B plug-in cards enable this platform to keep pace with the HDTV, VOD and other bandwidth demands of contemporary IPTV deployments.

The 0130-0187 and 0130-0188 packages provides four ADSL2+B and one GbE222 plug-in cards, and eight ADSL2+B and four GbE222 plug-in cards, respectively, to satisfy this application.

Optical Networking

Historically, the Tellabs 1000 MSAP has increased its backplane capacity by activating existing busses and increasing transport/uplink capacities correspondingly. With the introduction of the GbE222 Gigabit Ethernet plug-in card, the Tellabs 1000 MSAP also activates the High Speed Serial (HSS) busses, which elevate the total chassis bandwidth capacity to 4.2 Gbps. The GbE222 plug-in card provides 2-ports for 10/100/1000 Ethernet, which can be equipped with SX, LX and ZX SFPs of your choice. When comparing the revenue generating bandwidth of the OC12c-XCVR and OC3c-XCVR, this GbE222 card can provide 3x to 12x greater capacity.

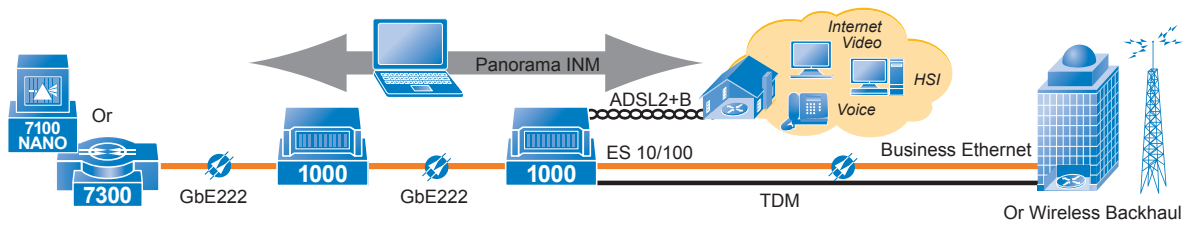


Figure 6: Tellabs 1000 MSAP Optical Networking (with Tellabs Panorama INM)

The 0130-0178 package provides one GbE222 and one ES 10/100 plug-in cards to satisfy this target application. Also, the 0130-0184, ADSL2+B, and 0130-0186, 8ea ADSL2+B, packages are available for the HSI traffic.

Summary

We are proud of our access heritage at Tellabs. We continue to invest engineering resources into Tellabs 1000 MSAP and Panorama INM that we first introduced more than a decade ago. Year-over-year Tellabs® Access Solutions deliver innovation to meet the ever-increasing demand for bandwidth services while providing carrier-class requirements.

Promotion Rules

The promotion launches on February 16th, 2010 and expires on January 31st, 2011. Tellabs will not accept orders after the promotion expires. No discounts apply on the upgrade pricing schedule. The deadline to turn in the credit form is 12 months from the date of the promotional products' shipment. Tellabs will not process credit forms received with a postmark after this date. Please review the credit form for legal disclaimers.

The Tellabs 1000 IP Promotion is available to all IOC, CLEC, utilities and municipal customers in the United States and Canada direct from Tellabs or through one of the authorized Tellabs resellers.

Important Facts

- The promotion is valid from 02/16/10 thru 01/31/11.
- Card returns accepted 12 months from the shipment of the promotional products.
- Pricing for upgrade units is not discountable.
- To receive your offered credit, you must request from Tellabs an RMA number and return the unit with NO exceptions.
- No substitute cards are accepted.
- RMA numbers are required to return the unit, with the credit form and a copy of the original invoice.
- Tellabs will only accept returns for original purchases directly from Tellabs or from an authorized Tellabs Partner. Credits and returns for cards purchased though authorized Tellabs resellers should follow the instructions posted on the credit redemption form.
- The credit will be posted in the requestor's account and can be used for a period of up to one year towards future purchases of Tellabs 1000 MSAP access products.

Tellabs® IP Transformation Promotion — 2010

Part Numbers	Non-Promotion Part Number	Description	Promotion Price	Price after Credit	Accepted Returns	
0130-0170	0120-0162	GBE222 Uplink/Transport Card	\$2,500	\$2,400	1 X (Any Tellabs Optical Card)	
0130-0171	0410-0447	SFP - SX (qty 1)	\$90	\$90		
0130-0172	0410-0448	SFP - LX (qty 1)	\$150	\$150		
0130-0173	0410-0467	SFP - ZX (qty 1)	\$450			
0130-0174	0110-0269	10/100 Fast Ethernet Interface	\$1,300	\$1,300		
0130-0175	0410-0463	100BASE-LX10 SFP (qty 1)	\$120	\$120		
0130-0176	0410-0464	100BASE-FX SFP (qty 1)	\$100	\$100		
0130-0177	0410-0465	10/100BASE-T (copper)	\$100	\$100		
0130-0178	0120-0162	1 X GBE222	\$3,420	\$3,420		
	0110-0269	1 X FE 10/100				
0130-0179	0101-0065	2 X CPU-3	\$1,200	\$1000		2 X (CPU1.0,CPU1.6 OR CPU2)
0130-0180	0101-0045	2 X ELU-3	\$2,500	\$2,300		2 X (ELU and EBC w/ 4ea cards total)
	0101-0069	2 X EBC-3				
	0410-0245	2 X EBF BB 3M				
0130-0181	0120-0145	2 X OC12C TRANSCEIVER	\$2,000	\$1,800		2 X (FO-XCVR,E0B-XCVR,FOW-XCVR, OC3c-XCVR,OC3CU-XCVR)
0130-0182	0101-0043	IPMI3 card	\$1,000	\$1,000		
0130-0183	0101-0061	2 X IMA card	\$1,600	\$1,600		
0130-0184	0110-0273	ADSL2+ 6+6B	\$695	\$695		
0130-0185	0110-0271	ADSL2+ 6+0B	\$375	\$375		
0130-0186	0110-0273	8 X ADSL2+ POTS (POTS or ADSL Buy Back)	\$4,856	\$4,065	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card	
0130-0187	0110-0273	4 X ADSL2+ POTS	\$4,488	\$3,688		
	0120-0162	1 X GBE222				
0130-0188	0110-0273	8 X ADSL2+ POTS	\$13,865	\$13,065	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card	
	0120-0162	4 X GBE222				
0130-0189	0786-0004	Universal Heat Exchange; 500W	\$1,195	\$1,195		
0130-0190	0310-2051	Sierra 200 Heat Exchange Upgrade Kit	\$1,095	\$1,095		
0130-0191	0210-0136	Tellabs CBA 48 BB Conn with Fan Tray (Available 2/01/10)	\$595	\$595		
0130-0192	0210-0138	Tellabs 1020-88 WW with Fan Tray	\$695	\$695		
	0310-1867					
0130-0193	0210-0137	Tellabs 1020-88 BPC with Fan Tray	\$695	\$695		
	0310-1867					
0130-0194	0210-0138	Tellabs DMAX WW, 2XCPU3, 2XR-PSU,	\$3,000	\$3,000		
	0101-0065	2XDL, 4XT1X-XCVR, and 1U Fan Tray				
	0101-0006					
	0101-0008					
	0120-0123					
	0310-1867					
0350-0021	0320-1310	Sierra 200-2 ASSY, MS2, WRM,	\$11,900	\$11,900		
	0310-2082	GC/30 2 X Rectifier 20A, 2XCPU3,				
	0470-0093	2XRPSU				
	0101-0065					
	0101-0006					
0350-0022	0320-1317	SRA 200-2 CC Primary, MS2, WRM,	\$14,500	\$14,500		
	0470-0093	GC/30 2 X Rectifier 20A, 2XCPU3,				
	0101-0065	2XRPSU				
	0101-0006					
0130-0195	0210-0136	Tellabs CBA 48 BB Conn, 2XCPU3, 2XELU-3,	\$5,830	\$5,430	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 4ea Tellabs ADSL Card	
	0101-0065	2XEBC-3, 2XEBC BB 3M, 4XADSL2+ POTS,				
	0101-0045	and Fan (Available 2/01/10)				
	0101-0069					
	0410-0245					
	0110-0273					
0130-0196	0210-0136	Tellabs CBA 48 BB Conn, 2XCPU3,	\$3,580	\$3,180	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 4ea Tellabs ADSL Card	
	0101-0065	4XADSL2+ POTS, and Fan				
	0110-0273	(Available 2/01/10)				
0130-0197	0210-0137	Tellabs DMAX BP/C, 2XCPU3, 2XR-PSU,	\$4,950	\$4,550	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 4ea Tellabs ADSL Card	
	0101-0065	4XADSL2+ POTS, and 1U Fan Tray				
	0101-0006					
	0110-0259					
	0310-1867					
0130-0198	0210-0137	Tellabs DMAX BP/C, 2XCPU3, 2XR-PSU,	\$7,425	\$6,625	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card	
	0101-0065	8XADSL2+ POTS, and 1U Fan Tray				
	0101-0006					
	0110-0259					
	0310-1867					
0130-0199	0210-0138	Tellabs DMAX WW, 2XCPU3, 2XR-PSU,	\$4,950	\$4,550	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 4ea Tellabs ADSL Card"	
	0101-0065	4XADSL2+ POTS, and 1U Fan Tray				
	0101-0006					
	0110-0259					
	0310-1867					
0130-0200	0210-0138	Tellabs DMAX WW, 2XCPU3, 2XR-PSU,	\$7,425	\$6,625	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card	
	0101-0065	8XADSL2+ POTS, and 1U Fan Tray				
	0101-0006					
	0110-0259					
	0310-1867					

Credit Form for 2010 Tellabs 1000 IP Promotion

Purchase any of our upgrade products, return your old product and receive an immediate credit per card returned!

Part Numbers	Description	
0130-0170	GBE222 Uplink/Transport Card	1 X (Any Tellabs Optical Card)
0130-0179	2 X CPU-3	2 X (CPU1.0,CPU1.6 OR CPU2)
0130-0180	2 X ELU-3, 2 X EBC-3, 2 X EBF BB 3M	2 X (ELU and EBC w/ 4ea cards total)
0130-0181	2 X OC12C TRANSCEIVER	2 X (FO-XCVR,E0B-XCVR,F0W-XCVR,OC3c-XCVR,OC3CU-XCVR)
0130-0186	8 X ADSL2+ POTS (POTS or ADSL Buy Back)	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card
0130-0187	4 X ADSL2+ POTS, 1 X GBE222	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card
0130-0188	8 X ADSL2+ POTS, 4 X GBE222	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card
0130-0196	Tellabs CBA 48 BB Conn, 2XCPU3, 4XADSL2+ POTS, and Fan (Available 2/01/10)	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card
0130-0197	Tellabs DMAX BP/C, 2XCPU3, 2XR-PSU, 4XADSL2+ POTS, and 1U Fan Tray	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 4ea Tellabs ADSL Card
0130-0198	Tellabs DMAX BP/C, 2XCPU3, 2XR-PSU, 8XADSL2+ POTS, and 1U Fan Tray	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card
0130-0199	Tellabs DMAX WW, 2XCPU3, 2XR-PSU, 4XADSL2+ POTS, and 1U Fan Tray	4 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 4ea Tellabs ADSL Card
0130-0200	Tellabs DMAX WW, 2XCPU3, 2XR-PSU, 8XADSL2+ POTS, and 1U Fan Tray	8 X (L-POTS (0110-0014), (0110-0096), (0110-0150) R-POTS (0110-0015), (0110-0148), (0110-0196)) or any 8ea Tellabs ADSL Card

Follow these 5 easy steps to submit your request for the credit:

1. Purchase an authorized upgrade component from an authorized reseller from February 16, 2010 to January 31, 2011.
2. Complete the requested information, and sign the form agreement in the space provided below, and return the signed form to Tellabs for its receipt no later than 12 months from the date of the promotional products' shipment by Tellabs.
3. Include, with the returned credit form, a copy of your sales receipt/invoice for the upgrade component purchased from an authorized reseller.
4. Request RMA number from Tellabs Order Management (1-800-443-5555 option 2, fax: 1-866-898-6067), for upgraded products purchased from an Tellabs or an authorized reseller.
5. Ship the replaced product, this form with all the required information and a copy of your Tellabs receipt/invoice to:
Tellabs c/o CTDI Credit Returns, 701 Lakeside Parkway, Flower Mound, Texas 75028

First Name: _____ Last Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Return Product(s): _____ Serial Number(s): _____ Quantity(s): _____

In signing and submitting this credit form, you acknowledge and agree to the following Terms and Conditions:

One credit will be applied to each new item purchased (validated by sales invoice) per each serial numbered product returned, as determined by Tellabs in its sole discretion. Credits granted per "Required Return(s)" listed above. This upgrade offer voids any other upgrade offers previously offered by Tellabs. No substitutions will be accepted. Keep copies of all materials sent. Tellabs is not responsible for late or misdirected mail. Offer not valid with other Tellabs promotions. If terms and conditions are not met, credit will not be honored. Offer does not apply to any refurbished products or products purchased for resale, demonstration or evaluation. All requested materials submitted become Tellabs property and will not be returned. Tellabs reserves the right to rescind or change the offer at any time. Refurbished product or Tellabs products purchased from any unauthorized reseller or any product submitted by other than the original end-user do not qualify for the credit. P.O. Boxes not accepted. Credits will be paid in U.S. dollars. Tellabs's standard warranty will apply to all new products purchased. The credit is applied to the requestor's existing account for one year, and can be used at any time towards future purchases of Tellabs equipment only. Tellabs 1000 series standard terms & conditions including warranty, apply for new products purchased through this program.

Signature: _____ Title: _____

Print Name: _____ Date: _____



One Tellabs Center ♦ 1415 West Diehl Road ♦ Naperville, IL 60563 ♦ +1.630.798.8800 ♦ www.tellabs.com

The following trademarks and service marks are owned by Tellabs Operations, Inc., or its affiliates in the United States and/or in other countries: TELLABS®, TELLABS and T symbol®, and T symbol®. All other company names and products mentioned herein may be the property of their respective companies. © 2010 Tellabs. All rights reserved.