

Corporate Information

Jenny Post Washington

Ciena

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678-346-6078

jpost@ciena.com

Ciena is a publicly held American telecom networking company founded in 1992. We currently have 8,079 employees and have acquired companies such as Nortel and Tibit. We invest around \$500 million annually into our R&D budget to ensure continued product advancement and marketplace competitiveness, and donated \$3.2 million to various charities in 2022. Our PON equipment is open access, vendor neutral, and scalable, enabling our customers to choose best in breed solutions based on their needs.

Ciena Broadband Account Team

Jenny Post Washington – Account Manager. Reports into Pete Bley, Broadband Sales Director.

Aaron Lundblade – Sales Engineer. Reports into Lloyd Sergeant. Engineering Director.

Implementation Experience

Ciena is MEF 3.0 Certified.

Town of Dryden, June 2022.

603- 844 -8888

Joy Foster

Dryden Fiber

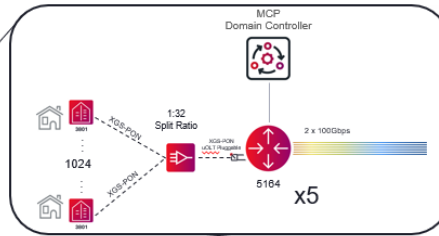
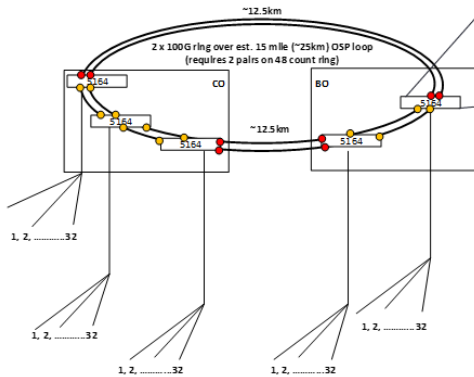
93 E Main St, Dryden, NY 13053

<https://www.ciena.com/about/customer-stories/town-of-dryden-to-become-one-of-new-yorks-first-municipal-broadband-providers>

Ciena Residential Broadband Solution for Municipalities Town of Dryden



- **Customer:**
 - Municipality: ~6,000 households
 - ARPA funding - \$1.2M



“Ciena’s solution is compact in size and temperature hardened, making it ideal for rural areas where both residential and business services are supported. The solution’s openness, flexibility and density make it possible for Dryden to support whatever services its subscribers will consume in the future—things like smart farming, smart cities and private 5G.”

Ryan Garrison, Principal/Director of Technology at HUNT

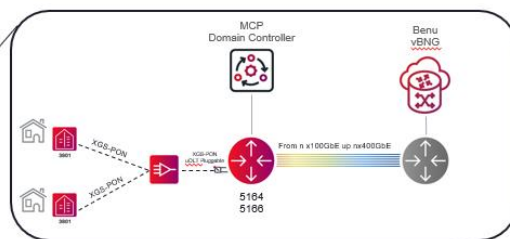
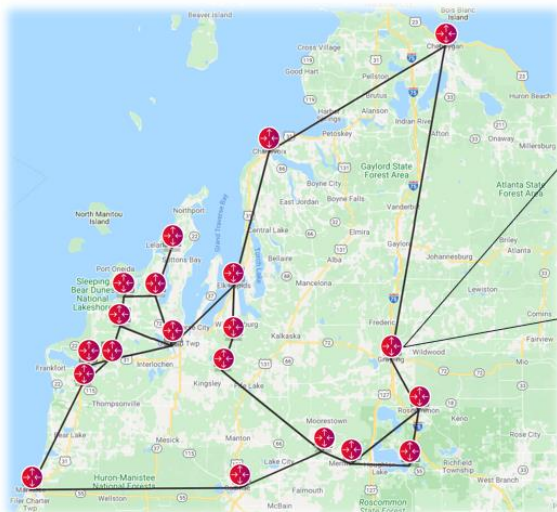
Cherry Capital Communications, 2023.

Tim Maylone, CEO

Cherry Capital Communications.

PO Box 866, Elk Rapids, MI 49629. 855-674-4159

Ciena Residential Broadband Solution for Rural Service Providers Cherry Capital Communications



“In rural rollouts especially, it’s common to encounter space constraints and interperate weather. Ciena’s dense, hardened, easy-to-manage solution helped us simplify and de-risk our journey. Particularly, Ciena’s pluggable OLT modules have allowed us to reduce transport costs, footprint and power consumption—key to our economics.”

Tim Maylone, Cherry Capital CEO

Northwest Colorado, 2022.

Steamboat Springs, CO

Tim Miles

970-871-3167



Customer & Project Overview:

- Northwest Colorado Council of Governments is an association of county and municipal governments covering 7,000 square miles with 28 member jurisdictions, and 230,000 residents.
- **Project THOR** utilizes over 400 miles of fiber to serve local communities across 10 counties.



Ciena's Winning Solution:

- Ciena and Graybar created a middle-mile network operated by Mammoth Networks and supported by Ciena's backbone network equipment.
- Ciena provided Waveserver Ai and the 5170 Platform to turn up Ethernet and other packet-based services rapidly and securely.

