

# Executive Forum 2007 Inside Perspectives: The State of the Global Optical Communications Industry

Anaheim, California, USA  
March 25-26, 2007

The 2007 Executive Forum, held in conjunction with OFC/NFOEC, provides industry executives with networking opportunities, and insights and analysis from the field's leading business and financial experts on tomorrow's trends and opportunities.

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### 2007 Executive Forum Planning Committee

**Thank you to the dedicated committee for your time and efforts in developing an outstanding program.**

- ❖ William Diamond, Managing Partner, *Technology Growth Partners*
- ❖ Daniel Docter, Director, *Intel Capital Optical Investments*
- ❖ David Hardwick, *Independent Consultant*
- ❖ Stephen Hardy, Editorial Director/Associate Publisher, *LIGHTWAVE Magazine*
- ❖ Michael Lebby, Executive Director, *OIDA*
- ❖ Gurinder Parhar, Vice President Business Development, *Santur Corporation*

## ACKNOWLEDGMENTS

*The Optical Society of America and LIGHTWAVE gratefully acknowledge the support given by our Monday Evening Reception Sponsor.*

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Intel Capital, Intel's venture capital organization, makes equity investments and strategic acquisitions to stimulate technology growth and advance how people work and live. Intel Capital's mission is to find and support innovative companies worldwide. It invests in technology companies targeting digital entertainment, enterprise computing, networking and communications, software development and manufacturing. Created in 1991, Intel Capital has invested more than US\$4 billion in approximately 1,000 companies in more than 30 countries through 2005. Intel Capital currently employs investment managers in about 25 countries worldwide. In 2005 Intel Capital invested about US\$265 million in about 140 deals, with approximately 60 percent made outside the U.S. For more information, visit [www.intelcapital.com](http://www.intelcapital.com).

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*The 2007 Executive Forum is produced by OSA and PennWell.*

### Optical Society of America

Uniting more than 70,000 professionals from 134 countries, the Optical Society of America (OSA) brings together the global optics community through its programs and initiatives. Since 1916 OSA has worked to advance the common interests of the field, providing educational resources to the scientists, engineers and business leaders who work in the field by promoting the science of light and the advanced technologies made possible by optics and photonics. OSA publications, events, technical groups and programs foster optics knowledge and scientific collaboration among all those with an interest in optics and photonics. For more information, visit [www.osa.org](http://www.osa.org).

### PennWell Corporation

PennWell Corporation is a highly diversified, business-to-business media company providing authoritative print and online publications, conferences and exhibitions, research, databases, online exchanges and information products to strategic global markets. Since 1910 PennWell has been known for providing comprehensive coverage of several strategic markets. In those early days, PennWell was a pioneer in the emerging oil industry with *Oil & Gas Journal* magazine, founded in 1902. Today PennWell publishes 45 business-to-business magazines and newsletters, conducts over 60 conferences and exhibitions on six continents, and has an extensive offering of books, maps, directories and database services. PennWell's products serve as a lens for the world, focusing diffuse information into practical business intelligence. We aim to be where decision-makers worldwide look first to see what happens next in their markets. This has been our mission since PennWell's founding in 1910. The ownership of our privately-held company has remained constant during the ensuing decades, as has our commitment to integrity, excellence and innovation in all we do.

## AGENDA AT-A-GLANCE

March 25-26, 2007 ◦ Hilton Anaheim ◦ Anaheim, California, USA

### Sunday March 25, 2007

*3:00 pm – 5:30 pm* Registration  
*5:30 pm – 7:30 pm* Networking Reception

### Monday March 26, 2007

*7:30 am – 12:00 pm* Registration  
*7:30 am – 8:30 am* Breakfast  
*8:30 am – 8:45 am* Welcome  
*8:45 am – 9:30 am* Keynote Presentation  
*9:30 am – 10:30 am* State of the Industry Panel – Service Providers  
*10:30 am – 11:00 am* Coffee Break  
*11:00 am – 12:30 pm* State of the Industry Panel – Systems Companies  
*12:30 pm – 1:30 pm* Networking Lunch  
*1:30 pm – 3:00 pm* State of the Industry Panel – The Components Establishment  
*3:00 pm – 3:30 pm* Coffee Break  
*3:30 pm – 5:00 pm* State of the Industry Panel – The Components Challengers  
*5:00 pm – 5:30 pm* Closing Comments  
*5:30 pm – 7:30 pm* Networking Reception – Sponsored by Intel Capital

## PROGRAM

### Keynote Presentation

### Outlook for Optics - Bright Light at the End of the Tunnel

*Monday March 26, 2007*

*8:45 am – 9:30 am*

#### Keynote Presenter:

Ryan Limaye, Managing Director, Head of Telecom Investment Banking, Goldman, Sachs & Co.

Ryan Limaye is Managing Director and Co-Head of Goldman Sachs' Telecommunications Investment Banking Group. Ryan has focused on execution of financing and strategic assignments for leading companies in the communications technology sector since joining Goldman Sachs. His clients include: Cisco Systems, Lucent Technologies, Juniper Networks, Alcatel, Siemens, Ericsson, ONI Systems, Sonus Networks, E-Tek Dynamics, JDS Uniphase, Redback Networks, CoSine Communications, Riverstone Networks, UTStarcom, Plantronics, 3Com, Turnstone Systems, Tellabs, and ADC Telecommunications. He is also responsible for many of the firm's most important communications technology relationships.

Ryan joined Goldman Sachs in 1994 in the Communications & Technology group in New York. He spent 1996 as the Business Unit Manager for the Communications Media and Entertainment Group. He moved to the Menlo Park office in 2000 and the San Francisco office in 2003. He has worked previously in corporate finance at Salomon Brothers Inc. and in management consulting at McKinsey & Company, Inc.

Ryan holds an MBA from the Wharton School at the University of Pennsylvania, where he graduated with Distinction and as a Palmer Scholar. He also holds a BS in Economics and a BAS in Applied Science and Engineering from the University of Pennsylvania, where he graduated summa cum laude and as a Ben Franklin Scholar, Nelson Scholar, and Joseph Wharton Scholar.

#### Company Description

Goldman Sachs is a leading global investment banking, securities and investment management firm that provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high net worth individuals. Founded in 1869, it is one of the oldest and largest investment banking firms. The firm is headquartered in New York and maintains offices in London, Frankfurt, San Francisco, Tokyo, Hong Kong and other major financial centers around the world.

## State of Industry Panel – Service Providers

*Monday, March 26, 2007; 9:30 am – 10:30 am*

**Moderator:** Daniel Docter, Director, *Intel Capital Optical Investments*

**Speakers:**

- Ernie J. Carey, Vice President, Advanced Network Technologies, *AT&T Operations, Inc.*
- Dave Payne, Manager, Broadband Architectures and Optical Networks, *BT*
- Vik Saxena, Senior Director, Network Architecture, CTO Office, *Comcast Cable*
- Glenn Wellbrock, Director of Backbone Network Design, *Verizon Communications*

**Panel Description:**

This new panel assembles executives from major service providers to discuss the opportunities they see and the challenges they face in an increasingly competitive environment. You'll learn how these executives plan to shape their networks to meet evolving customer requirements and discover what technologies they view as essential to their success.



## State of the Industry Panel – Systems Companies

*Monday March 26, 2007; 11:00 am – 12:30 pm*

**Moderator:** Gurinder Parhar, Vice President Business Development, *Santur Corporation*

**Speakers:**

- Joseph Berthold, Vice President, Network Architecture, Office of the CTO, *Ciena Corp.*
- Stephen Carlton, Vice President, Planning and Product Management, *Fujitsu Network Communications*
- Adam Carter, Marketing Manager, Transceiver Module Group, *Cisco Systems, Inc.*
- David P. Dixon, Vice President, Optics Division, *Alcatel-Lucent*
- Hans-Juergen Schmidtke, Vice President, Product and Market Management, *Siemens Optical Transport*

**Panel Description:**

On the heels of the Service Provider Panel, executives from the major systems houses will describe their strategies for meeting carrier needs. They'll discuss the hurdles they face in maintaining a competitive edge – and how they plan to overcome them.

## State of the Industry Panel – The Components Establishment

*Monday, March 26, 2007; 1:30 pm – 3:00 pm*

**Moderator:** William Diamond, Managing Partner, *Technology Growth Partners*

**Speakers:**

- Fariba Danesh, Vice President and General Manager, *Avago Technologies*
- Jo Major, Chairman of the Board, President, and CEO, *Avanex*
- Adrian Meldrum, Vice President Sales and Marketing, *Bookham Inc.*
- Mike Nishiguchi, President and CEO, *ExceLight Communications, Inc.*
- Jerry S. Rawls, Chairman of the Board, President & CEO, *Finisar Corporation*
- Michael Ricci, Senior Vice President, Optical Communications Group, *JDSU*

**Panel Description:**

This panel features companies that perennially top the charts when it comes to sales figures and headlines. Hear high-level executives from major component suppliers discuss their strategies for improving their bottom lines and ensuring that they maintain their positions in a changing marketplace. As always, the moderator and the audience will question these leaders on their strategies, business models – and, in some cases, the accuracy of predictions made during the same panel at last year's Forum.

## State of the Industry Panel – The Components Challengers

*Monday March 26, 2007; 3:30 pm – 5:00 pm*

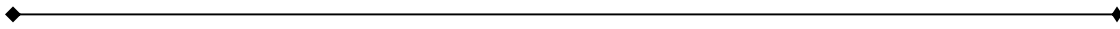
**Moderator:** Michael Lebby, Executive Director, *OIDA*

**Speakers:**

- Harry L. Bosco, President and CEO, *Opnext*
- Timothy S. Jenks, Chairman, President and CEO, *NeoPhotonics Corporation*
- Paul Meissner, CEO, *Santur Corporation*
- Reuben F. Richards, Jr., President & CEO, *EMCORE Corporation*
- Robert Shih, Vice President of Business Development, *Oplink Communications, Inc.*
- Gary Wiseman, General Manager, Optical Platform Division, *Intel Corporation*

**Panel Description:**

While the established companies have been wrestling with lowering overhead, shifting their manufacturing bases, and trying to maintain margins, these companies have risen to challenge the incumbent suppliers' once secure positions. Senior executives from several up-and-coming component and subsystem suppliers discuss their strategies for taking advantage of an improving marketplace and ensuring that they will still be around in 2010.



## Closing Comments

*Monday March 26, 2007; 5:00 pm – 5:30 pm*

**Moderator:** John Dexheimer, Partner, *First Analysis Private Equity*; President, *Lightwave Advisors, Inc.*

**Speakers:**

- Giorgio Anania
- John Dexheimer

## **SPEAKER AND COMPANY PROFILES**

■ **Joseph Berthold**, Vice President, Network Architecture, Office of the CTO, *Ciena Corporation*

Joseph Berthold is currently Vice President, Network Architecture at CIENA Corporation, where he has worked since early 1997. He contributes to the understanding of future network architecture directions, network service concepts, the definition of CIENA's networking products, and is responsible for the coordination of CIENA's work in industry standards. Mr. Berthold served as the Technical Committee Chair of the Optical Internetworking Forum (OIF) from its formation in 1998 until 2001, and as a member of its Board of Directors and President since 2002. He also serves on the Board of Directors of ATIS, the Alliance for Telecommunications Industry Solutions. He has been a long-term contributor to the Optical Fiber Communications Conference, OFC, was the Technical Program Co-chair for OFC 2001 and the General Co-Chair for OFC 2003. From 1984 until 1997, Mr. Berthold worked in the Applied Research Area of Bellcore, where he was responsible for the management of research programs related to broadband network systems, and was the program manager and chairman of the Technical Management Committee for the Multiwavelength Optical Networking Consortium (MONET). He managed previous Bellcore research programs in high capacity protocol processing, high-speed electronic switching and high-speed multiplexing. Before his tenure at Bellcore, Mr. Berthold spent six years with Bell Labs in Murray Hill, NJ, where he was responsible for a semiconductor device technology development group.

### **Company Description**

Ciena Corporation is a global leader in communication network platforms, software and professional services. Integrating expertise in access, optical and data networking, Ciena enables the delivery of more services faster, transforms the network cost base, and improves the end-user experience. From its Linthicum, Maryland, USA headquarters and across the Americas, Asia and Europe, Ciena's team of more than 1,400 professionals is dedicated to providing customers with application-centric solutions for converged, automated networking, as well as consultative and support services that consistently exceed the expectations of even the most demanding customers worldwide. Additionally, Ciena's experienced executive team provides the necessary balance of technology vision and prudent business management to ensure Ciena maintains its lead position in the industry. Ciena's global successes, including its recent selection as a preferred supplier for BT's 21<sup>st</sup> Century Network, are testaments to major customers' confidence in Ciena's ability to execute in projects of significant scale and scope. Ciena has more than 200 clients across the globe, including France Telecom, Swisscom, AT&T, China Telecom, Telefónica Soluciones in Spain, and Teléfonos de México S.A. de C.V. (TELMEX), Mexico's largest telecommunications service provider.





■ **Harry L. Bosco**, President and CEO, *Opnext*

Harry Bosco brings Opnext a background rich in fiber optic technology and corporate leadership. As President and CEO, he drives the strategic direction of one of the global leaders in high-performance optical components. Prior to joining Opnext, Mr. Bosco spent more than thirty years at AT&T, Bell Laboratories and Lucent Technologies. During his tenure at Lucent, he led the optical networking group, serving as group president and COO. Leveraging a solid business and technology background with expertise across all business functions, Mr. Bosco also served as CTO for Lucent consumer products, vice president of the wired technology and initial production center, president of the network systems broadband networking unit, and CTO for the service provider networks. Highlights during his time at Lucent include leading the development of Lucent's core data networking architecture, helping mastermind the company's broadband networking strategy and deploying Lucent's optical networking product portfolio.

**Company Description**

From the latest communications networks to new security systems, and from major advances in medical systems to high-demand consumer electronics, Opnext laser technologies add the spark of innovation to a world of new applications. The company's industry expertise, future-focused thinking and commitment to research and development combine in bringing to market solutions that are ready for the next generation of laser-based products. Formed out of Hitachi, Opnext has built on more than 30 years experience of advanced technology to establish its broad portfolio of solutions and solid reputation for excellence in service. For additional information, visit [www.opnext.com](http://www.opnext.com).

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■ **Ernie J. Carey**, Vice President, Advanced Network Technologies, *AT&T Operations, Inc.*

Ernie J. Carey, Vice President, Advanced Network Technologies, is currently responsible for the network planning and engineering for AT&T's premier video offering, AT&T U-verse<sup>SM</sup> TV. Mr. Carey is responsible for expanding AT&T's fiber-optics network deeper into neighborhoods to deliver AT&T U-verse TV, voice and high-speed Internet access services. This fiber expansion enables AT&T U-verse TV to be delivered over a 100 percent pure IP platform. This IP platform delivers a better entertainment experience to AT&T customers through its ability to easily integrate and deliver new features. AT&T companies expect to pass approximately 19 million households by the end of 2008 as part of initial deployment, using fiber-to-the-node (FTTN) and fiber-to-the-premises (FTTP) technologies. Mr. Carey began his career with Southwestern Bell in 1975, in Houston Texas, after graduating from college and holds both BBA and MBA degrees. Mr. Carey progressed through a series of operations, engineering, and marketing jobs in Southwestern Bell/SBC. Mr. Carey is a former member of the Board of Directors of the Sam Houston Council of the Boy Scouts of America. He was appointed by then Governor Bush as a member of the Commission on State Emergency Communications and also served for eight years on the Board of Directors of the Greater Harris County



■ **Adam Carter**, Marketing Manager, Transceiver Module Group, *Cisco Systems, Inc.*

Adam Carter is the Marketing Manger for the Transceiver Module Group (TMG), Cisco. In his role Adam is responsible for the marketing of all pluggable transceiver modules used across Cisco as well as working closely with the switching and routing business units in defining and planning their future transceiver solution needs. Prior to joining Cisco, Adam was Director of Marketing for the Fibre Optic Product Division at Avago Technologies, and before that held positions in strategic marketing, product management, operations and product development for Agilent Technologies, Hewlett Packard and British Telecom & Dupont (BT&D). Prior to this he held product development positions at STC UK (now Nortel Networks) and IIT. Adam holds a BSc (Hons.) in Applied Physics from Portsmouth University and received a PhD from the University of Wales, Cardiff for his research on dry etching of III-V semiconductor materials.

**Company Description**

Cisco Systems, Inc. is the worldwide leader in networking for the Internet. Today, networks are an essential part of business, education, government and home communications, and Cisco Internet Protocol-based (IP) networking solutions are the foundation of these networks. Cisco hardware, software, and service offerings are used to create Internet solutions that allow individuals, companies, and countries to increase productivity, improve customer satisfaction and strengthen competitive advantage. The Cisco name has become synonymous with the Internet, as well as with the productivity improvements that Internet business solutions provide. At Cisco, our vision is to change the way people work, live, play and learn.

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■ **Fariba Danesh**, Vice President and General Manager, *Avago Technologies*

Fariba Danesh is vice president and general manager of the Fiber Optic Products Division (FOPD) for Avago Technologies. FOPD is a leading manufacturer of Ethernet, Fibre Channel and SONET fiber optic transceivers and components. Danesh most recently served as executive vice president, operations at Maxtor Corporation. Preceding Maxtor, she was chief operating officer and senior vice president operations at Finisar Corporation, a technology leader in fiber optic subsystems and network performance test systems. She was also president and CEO of Genoa Corporation and has held senior operations and engineering executive roles at Sanmina-SCI, Seagate Technology and Conner Peripherals. Danesh holds a bachelor's degree in biochemical engineering from Santa Clara University.

**Company Description**

Avago Technologies brings together the capabilities and track record of an established global leader with the energy and responsiveness of a startup. We spent our first three decades as part of HP, where we acquired a reputation for innovation, quality and superior customer service and amassed an intellectual property portfolio of more than 2,000 patents. During the next few years we continued to diversify and grow as the semiconductor division of HP's spinoff, Agilent Technologies. Then in late 2005 we

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were acquired by KKR and Silver Lake Partners, and became an independent company. Avago provides an extensive range of analog, mixed-signal and optoelectronic components and subsystems to more than 40,000 customers, including many of the world's top original equipment manufacturers. Avago Technologies has the industry's best on-time delivery record, and an unsurpassed global distribution network. Our worldwide design and application resources allow us to work face-to-face with customers, and we have the R&D, manufacturing and global supply chain to deliver cutting-edge technology in high volumes, to accelerate market adoption.

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■ **David P. Dixon**, Vice President, Optics Division, *Alcatel-Lucent*

Dave Dixon is Vice President, Optics Division for Alcatel-Lucent and is responsible for the full Optical product portfolio and business in North America. During his 23 years in Telecommunications, he has worked with customers of all types to design and implement Core, Metro and Access Optical networks and has held positions in Product Management, Marketing, Sales and R&D in Bell Labs. Mr. Dixon has a BSEE from Oklahoma State University, an MSEE from Stanford University and has completed the Executive Business Management program at Duke University Fuqua School of Business.

**Company Description**

Alcatel-Lucent (Euronext Paris and NYSE: ALU) provides solutions that enable service providers, enterprises and governments worldwide, to deliver voice, data and video communication services to end-users. As a leader in fixed, mobile and converged broadband networking, IP technologies, optics, applications, and services, Alcatel-Lucent offers the end-to-end solutions that enable compelling communications services for people at home, at work and on the move. With 79,000 employees and operations in more than 130 countries, Alcatel-Lucent is a local partner with global reach. The company has the most experienced global services team in the industry, and one of the largest research, technology and innovation organizations in the telecommunications industry. Alcatel-Lucent achieved proforma combined revenues of Euro 18.6 billion in 2005, and is incorporated in France, with executive offices located in Paris. For more information, visit Alcatel-Lucent on the Internet: [www.alcatel-lucent.com](http://www.alcatel-lucent.com)

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■ **Timothy S. Jenks**, Chairman, President and CEO, *NeoPhotonics Corporation*

Tim Jenks is Chairman and CEO of NeoPhotonics Corporation, and has built his company into a leading manufacturer of advanced optical components for communications systems. As CEO of NeoPhotonics, he led numerous M&A transactions of private companies including Lightwave Microsystems Corp. and LightConnect, Inc. In addition he orchestrated the acquisition of China's largest active optoelectronic manufacturer, Photon Technology Co., in a novel Sino-US merger after orchestrating a buyout of state-held ownership. More recently, NeoPhotonics further expanded its product line and potential growth within the communications industry through its acquisition of advanced product and technology companies OpTun, Inc., BeamExpress, Inc. and Paxera Corp. In addition to leading NeoPhotonics, he was



### **Company Description**

Avanex is a leading global provider of Intelligent Photonic Solutions. Avanex meets the needs of fiber optic communication networks by enabling greater capacity, longer distance transmission, improved connectivity, higher speeds and lower cost. These solutions enable or enhance optical wavelength multiplexing, dispersion compensation, switching and routing, transmission, amplification, and network managed subsystems. Headquartered in Fremont, CA, Avanex maintains facilities in Horseheads, NY; Nozay, France; San Donato, Italy; and Shanghai, China. The facilities are home to Avanex's Centers of Excellence for specialized research. A world-class manufacturing operation resides in Bangkok, Thailand.

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#### ■ **Paul Meissner, CEO, *Santur Corporation***

Paul is an industry veteran with over 18 years of leadership experience in optics and semiconductors. He joins Santur from Coherent, where he most recently served as the EVP of Global Business Operations. Prior to that, Paul held several executive management and technology leadership positions at KLA-Tencor and Applied Materials. In addition, he advises entrepreneurs through the Global Social Benefit Incubator at Santa Clara University, and through the Digital Visions Program at Stanford University. Paul holds an undergraduate degree from the University of California, Berkeley in materials science and engineering, and he obtained both his masters and doctorate degrees in materials science and engineering from Stanford University.

### **Company Description**

Headquartered in Fremont, California, Santur Corporation is the world's leading vertically integrated manufacturer of high-performance tunable semiconductor lasers for metro and long-haul WDM systems. The company's patented DFB-array technology enables the fabrication of broadly tunable sources at the same high performance as fixed wavelength sources. Santur's products have set a new standard in the industry with their unique combination of high-power achieved without the use of a semiconductor optical amplifier (SOA), wide tunability with no possibility of mode hops, stability in harsh environments, Telcordia GR-468 reliability and value. For more information, visit [www.santurcorp.com](http://www.santurcorp.com), call 1-(866)-TUNABLE, or e-mail [marketing@santurcorp.com](mailto:marketing@santurcorp.com).

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#### ■ **Adrian Meldrum, Vice President Sales and Marketing, *Bookham, Inc.***

Adrian Meldrum is responsible for the global communications sales force, product management, marketing and customer service at Bookham. Adrian joined Bookham in 2001, serving in business development and product management roles before becoming Vice President Business Development and driving a number of business acquisitions. Adrian took over the communications sales force as Vice President Communications Sales in November 2004 prior to taking his current role in 2005. Adrian joined Bookham from JDSU, where he performed various Product Management and Commercial roles, and joined JDSU through their acquisition of SDL in 2000. Prior to this Adrian worked for Queensgate Instruments plc in Product Line Management.

### **Company Description**

Bookham, Inc. (NASDAQ: BKHM) is a global leader in the design, manufacture and marketing of optical components, modules and subsystems. The company's products are used in a variety of applications and industries, including telecommunications, data communications, aerospace, industrial, consumer optics, semiconductor, sensing, scientific and defense. The company has manufacturing facilities in the UK, US, Canada, China and Switzerland; and offices in the US, UK, Canada, France and Italy. The company's broad portfolio of [products](#) includes lasers, optical amplifiers, transmitters, receivers, transceivers, advanced photonics tools, thin film filters, VCSELs, High Power Lasers and Micro Positioning Components.

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#### ■ **Mike Nishiguchi**, President and CEO, *ExceLight Communications, Inc.*

Dr. Masanori "Mike" Nishiguchi is the President and CEO of ExceLight Communications Inc., a subsidiary of Sumitomo Electric Industries (SEI) headquartered in Durham, NC. Dr. Nishiguchi holds bachelor's, master's, and doctorate degrees in Applied Physics from Osaka University, where he specialized in optical image processing and gallium arsenide (GaAs) integrated circuit reliability. He joined SEI as a researcher in medical sensors in 1982 and later helped SEI establish its GaAs fabrication plant. He has held various management positions with SEI in both Japan and the United States, dealing with technical marketing and strategic business development for optical communication components. He has been awarded more than thirty patents and has written over twenty technical papers, principally dealing with GaAs technology.

### **Company Description**

ExceLight Communications, Inc., a subsidiary of Sumitomo Electric Industries, is a leading provider of optical components and modules to the telecom, CATV, broadband, and data communications markets. ExceLight offers a comprehensive array of transceivers, transmitters, receivers, lasers, photodiodes, and passive components. Sumitomo's world-class research and manufacturing capabilities in optical technology continue to expand and strengthen the product portfolio while maintaining industry-leading levels of reliability. The well-established global presence of Sumitomo allows ExceLight to provide integrated support to customer facilities throughout the world. [www.excelight.com](http://www.excelight.com)

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#### ■ **Dave Payne**, Manager, Broadband Architectures and Optical Networks, *BT*

Dave joined BT labs in 1978 working on single-mode fiber splicing and connectors, he subsequently moved into optical access networks, development of fused fiber couplers and was co-inventor of TPON the first Passive Optical Network. This work was followed by work on amplified PONs culminating in 1991 in an experiment with 50 million way split, 500km range carrying 16x2.5Gb/s wavelengths. He then moved into business and traffic modelling looking at drivers of bandwidth and the economic justification for large-scale deployment of optical access and core networks. He now is a



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BT principle consultant on “Broadband Architectures and Optical Networks” in the BT OneIT organization at Adastral Park, Martlesham Heath, UK (formally BT Labs) working on extended reach Passive Optical Networks with the objective of significantly reducing the end to end cost of FTTP solutions.

**Company Description**

BT is a Global ITC services provider and the national telecommunications provider in the UK.

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◆ **■ Jerry S. Rawls**, Chairman of the Board, President and CEO, *Finisar Corporation*

Jerry Rawls was elected Chairman of the Board in January 2006. Mr. Rawls currently serves as Finisar's President and Chief Executive Officer since March 1989. He has also been a member of the Board of Directors since March 1989. From 1968 to 1989, he was employed by Raychem Corporation, a materials science and engineering company. At Raychem he held various management positions including Manager of Product Marketing, National Sales Manager, General Manager of the Aerospace Products Division, and General Manager of the Interconnection Systems Division. Mr. Rawls holds a B.S. in Mechanical Engineering from Texas Tech University and an M.S. in Industrial Administration from the Krannert Graduate School of Management at Purdue University. He is a member of Tau Beta Pi and Pi Tau Sigma engineering honorary societies.

**Company Description**

Finisar is a leading manufacturer of fiber optic subsystems and network test and monitoring systems. These products enable high-speed data communications for networking and storage applications over Gigabit Ethernet Local Area Networks (LANs), Fibre Channel Storage Area Networks (SANs), and Metropolitan Area Networks (MANs) using Fibre Channel, IP and SONET/SDH protocols.

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◆ **■ Michael Ricci**, Senior Vice President, Optical Communications Group, *JDSU*

Michael Ricci is responsible for the Company's Optical Communications Products Group. Prior to joining JDSU, Ricci was a Vice President and General Manager at Intel Corporation for five years with the Telecom Products Division, the Optical Products Group, and the Business Development Group. In 1999, as Vice President at Level One Communications, Ricci led the Telecom Business Unit and helped Level One become a market leader. From 1981 to 1997, Ricci served at Advanced Micro Devices (AMD) in engineering for telecommunications and microprocessor products and ultimately oversaw the development and launch of communications products, including wireless communications, desktop networking, and Ethernet technologies. Ricci began his career at Siliconix, Inc. and holds a bachelor's degree in Electrical Engineering from Stanford University.



### **Company Description**

JDSU (NASDAQ: JDSU; and TSX: JDU) is committed to enabling broadband & optical innovation in the communications, commercial and consumer markets. JDSU is the leading provider of communications test and measurement solutions and optical products for telecommunications service providers, cable operators, and network equipment manufacturers. Furthermore, JDSU is the leading provider of innovative optical solutions for medical/environmental instrumentation, semiconductor processing, display, brand authentication, aerospace and defense, and decorative applications. More information is available at [www.jdsu.com](http://www.jdsu.com).

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#### ■ **Reuben F. Richards**, President and CEO, *EMCORE Corporation*

Mr. Richards joined EMCORE Corporation in October 1995 as its President and Chief Operating Officer and became Chief Executive Officer in December 1996. Mr. Richards has been a director of the Company since May 1995. From December 1993 to December 1995 he has been a member and President of Jesup & Lamont Merchant Partners. From 1991 to 1993, Mr. Richards was a principal with Hauser, Richards & Co., a firm engaged in corporate restructuring and management turnarounds. From 1986 to 1991, Mr. Richards was a Director at Prudential-Bache Capital Funding in its Investment Banking Division. Mr. Richards serves on the Boards of the University of New Mexico School of Engineering, Sandia National Laboratories External Review Panel and Board of GELcore, EMCORE's joint venture with General Electric.

### **Company Description**

EMCORE Corporation offers a broad portfolio of compound semiconductor-based components and subsystems for the broadband, fiber optic, satellite, and wireless communications markets. EMCORE continues to expand its product portfolio to enable the transport of voice, data and video over copper, hybrid fiber/coax (HFC), fiber, satellite and wireless communication networks. The Company provides cost-effective components and subsystems for the cable television (CATV), telecommunications, data and storage, satellite and wireless communications markets.

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#### ■ **Vik Saxena**, Senior Director, Network Architecture, CTO Office, *Comcast Cable*

Vik Saxena is the Senior Director of Network Architecture at the CTO Office at Comcast Cable. He is responsible for IP/optical transport and HFC/access network architectures. Mr. Saxena has a Ph.D. in Electrical Engineering from the University of Cincinnati and a B.E. in Electronics and Communications Engineering at Birla Institute of Technology, India. He started his career at Bell Laboratories, Lucent Technologies following which he worked with JDS Uniphase and Narad Networks prior to joining Comcast Cable. Mr. Saxena is a Senior Member of the IEEE and he has been invited to publish in several journals and present at international conferences, industry forums and technical workshops.

### Company Description

Comcast Cable is the largest Cable MSO.

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■ **Hans-Juergen Schmidtke**, Vice President, Product and Market Management,  
*Siemens Optical Transport*

Hans-Juergen Schmidtke is Vice President of Product Management/Market Management for the Siemens Optical Transport product portfolio for the US. Located in Iselin, NJ, he is responsible for product management, business development, and technical sales in the US. In previous positions at Siemens, Hans-Juergen held positions in development and was product line manager for Siemens ULH/LH DWDM and metro DWDM product family. In addition, Hans-Juergen has been instrumental in positioning the strategic integration of a "L2 over DWDM" product strategy and has established Siemens as the market leader in the ROADM DWDM market segment. Dr. Schmidtke holds a PhD from the University of Wuerzburg in non-linear optical physics and studied in the University of Duesseldorf and at the Max-Planck Institute for Quantum Optics. He has published a series of papers and speaks regularly at international conferences. He is member of IEEE and the German Physical Society.

### Company Description

Siemens Networks\* engages in a dialog with its customers to create trendsetting communications solutions that help network operators and service providers achieve their business goals. Siemens Networks contributes its innovative strength, worldwide experience and notable implementation expertise in all areas of voice and data communications. As an innovation leader, Siemens Networks delivers customer value today and prepares customers for tomorrow with trendsetting solutions. Siemens Networks is a fully-owned subsidiary of Siemens AG. More about Siemens Networks at [www.siemens.com/networks](http://www.siemens.com/networks).

\*Siemens Networks will merge into a 50-50 joint venture with the Nokia Networks Business Group, creating a telecommunications powerhouse that will be called Nokia Siemens Networks. The new company will be a global communications leader with strong positions in key growth segments of the fixed and mobile network infrastructure and services, featuring a world-class fixed-mobile convergence capability. Nokia Siemens Networks is expected to start operations in the first quarter 2007, subject to fulfillment of the closing conditions and agreement on a number of detailed implementation steps.

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■ **Robert Shih**, President of Business Development, *Oplink Communications, Inc.*

Dr. Shih has served as Vice President of Business Development at Oplink since August 2005. He has more than 15 years of research, engineering and executive management experience in the optical communication industry. Before joining Oplink, Dr. Shih was Chief Executive Officer of Infomax Optical Technology Corporation. Dr. Shih joined Infomax through the acquisition of New Elite Technology Inc., where he was the CEO since January 2004. Prior to Infomax, Dr. Shih was with Finisar Corporation as the Vice

President of Business Development in Asia, and had joined Finisar through the acquisition of Demeter Technology Inc. which he founded from a spun off of the fiber optic component division from AXT Inc. in early 2000. Prior to Demeter, Dr. Shih was the Chief Technology Officer of AXT, Inc. and developed advanced optoelectronic devices since 1998. Dr. Shih joined AXT through the acquisition of Alpha Photonics which he founded and managed since 1992. Prior to 1992, Dr. Shih was the Senior Scientist with Physical Optics Corporation, doing research in integrated optics using semiconductor materials. Dr. Shih received his Ph.D., M.S., and B.S. in Electrical Engineering from the University of California, Los Angeles.

### **Company Description**

Oplink is a leading provider of comprehensive passive-centric optical networking components, subsystems, and custom Optical Manufacturing Solution (OMS) services that offer bandwidth creation, amplification, switching, routing, signal monitoring, signal conditioning and protection solutions. The company offers advanced and cost-effective design and manufacturing solutions in its facilities in Zhuhai and Shanghai, China, and maintains a full complement of optical-centric front-end design, application, and customer service functions at its headquarters in Fremont, California. Our customers include telecommunications, data communications and cable TV equipment manufacturers around the globe. Oplink is committed to providing fully customized, Photonic Foundry services incorporating its component and subsystem manufacturing capabilities.

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### ■ **Glenn Wellbrock**, Director of Backbone Network Design, *Verizon Communications*

Glenn Wellbrock is the Director of Backbone Network Design at Verizon, where he is responsible for the development of new optical and data technologies for the converged Verizon backbone infrastructure. Previous positions include running the advanced technology lab, establishing evaluation criteria, and setting engineering guidelines for all backbone transport equipment as well as various positions within network operations. In addition to his 20+ years at Verizon (1984-2001 & 2004-present), Glenn was responsible for Product Architecture within the optical networks group at Marconi and Product Planning at Qplus Networks with a specific focus on developing alternative modulation techniques.

### **Company Description**

Verizon Communications Inc. (NYSE:VZ), a Dow 30 company, is a leader in delivering broadband and other wireline and wireless communication innovations to mass market, business, government and wholesale customers. Verizon Wireless operates America's most reliable wireless network, serving 59 million customers nationwide. Verizon Business operates one of the most expansive wholly-owned global IP networks. Verizon Telecom is deploying the nation's most advanced fiber-optic network to deliver the benefits of converged communications, information and entertainment services to customers.

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■ **Gary Wiseman**, General Manager, Optical Platform Division, *Intel Corporation*

Gary Wiseman is General Manager of Intel's Optical Platform Division, a leading manufacturer of high-speed optical transceivers for telecom and enterprise applications. Gary came to Intel via the acquisition of LightLogic in May 2001, and over the past five years has helped drive Intel into a leadership position in the optics industry. Prior to his current position, Gary was Director of Marketing at Intel and VP Marketing at LightLogic, and before that, held positions in product development, operations, marketing and general management at Raychem. Gary holds a Ph.D. in Chemistry from MIT, a BS in Chemistry from Northwestern, and an MBA from IMD in Lausanne Switzerland.

**Company Description**

Intel, the world leader in silicon innovation, develops technologies, products and initiatives to continually advance how people work and live. Additional information about Intel is available at [www.intel.com/pressroom](http://www.intel.com/pressroom).