Executive Forum 2009

Strategies for Success in Optical Communications

Bandwidth and Applications on the Rise: Will Profits Follow?

San Diego Convention Center
San Diego, California, USA
March 22-23, 2009

The 2009 Executive Forum, held in conjunction with OFC/NFOEC, provides industry executives with networking opportunities, insights, and analysis from the field's leading business and financial experts on tomorrow's trends and opportunities.

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Agenda At-A-Glance

Sunday, March 22, 2009

3:00 p.m.-5:30 p.m.	Registration
5:30 p.m.-7:30 p.m.	Networking Reception

Monday, March 23, 2009

7:00 a.m.-12:00 p.m.	Registration
7:30 a.m.-8:30 a.m.	Breakfast
8:30 a.m.-8:45 a.m.	Welcome
8:45 a.m.-9:30 a.m.	Keynote Presentation I: Surya Panditi, Cisco
9:30 a.m.-11:00 a.m.	Successful Strategies for Supporting Bandwidth-Intensive Applications • Stephen Carlton, Fujitsu Network Communications • Stuart Elby, Verizon • Joseph P. Huggins, Qwest Communications • Kou Miyake, NTT • Vik Saxena, Comcast Cable • David F. Welch, Infinera Corporation
11:00 a.m.-11:30 a.m.	Coffee Break
11:30 a.m.-1:00 p.m.	Optical Components: Technology for New Business Strategies • Giovanni Barbarossa, Avanex Corporation • Fariba Danesh, Avago Technologies • Alan Lowe, JDSU • Near Margalit, Source Photonics • Haruki Ogoshi, Furukawa Electric Co., Ltd.
1:00 p.m.-2:15 p.m.	Networking Lunch and Special Presentation: Nick Kolovos, Ryan, MacKinnon, Vasapoli & Berzok, LLP
2:15 p.m.-3:00 p.m.	Keynote Presentation II: Ryan Limaye, Goldman Sachs & Co.
3:00 p.m.-3:30 p.m.	Coffee Break
3:30 p.m.-4:30 p.m.	How to Increase Profits through Market Expansion • Laura Howard, ECI Telecom • Harmeet Singh, Tejas Networks • Ashish Vengsarkar, Nistica • George Z. Sun, ZTE USA, Inc.
4:30 p.m.-5:30 p.m.	Bold Moves and the M&A Stories behind Them • Harry L. Bosco, Opnext • Jon Hopper, Xtera Communications, Inc. • Hong Q. Hou, EMCORE Corporation • Jerry S. Rawls, Finisar
5:30 p.m.-7:30 p.m.	Networking Reception

Keynote Presentations

Keynote Presentation I

Monday, March 23, 2009; 8:45 a.m.-9:30 a.m.

Surya Panditi, Vice President and General Manager, Access and Transport Technology Group, Cisco

Surya Panditi leads Cisco Systems' Access and Transport Technology Group (ATTG), which includes Cisco's portfolio of Optical Products, Cable Modem Termination Systems (CMTS), Access Transmission and Edge Modulation market segments. Mr. Panditi has P&L responsibility for this group and is responsible for strategic direction, product development, product positioning and introducing leading-edge technologies and competitive products. With more than 25 years of senior leadership experience with several public and privately-held data and telecommunications equipment provider companies, Mr. Panditi brings a wealth of knowledge and expertise to Cisco and its service provider routing technology group. Mr. Panditi assumed his current position in December 2005 after serving as general manager of Cisco's service provider voice business, his first senior executive position with Cisco.

Before joining Cisco in August 2005, Mr. Panditi served as president and CEO of Polaris Networks, a provider of optical transport switches. He also held the CEO position for Convergent Networks Inc., a provider of broadband voice infrastructure products for cable and telecom service providers. Mr. Panditi also served as chairman, president and CEO of Avici Systems, Inc. (Nasdaq: AVCI) where he successfully managed the company's growth and its transition from a private to a public company. Avici markets and manufactures carrier-class core routing products. Prior to that, Mr. Panditi was vice president and general manager of the local area network (LAN) infrastructure business unit at USRobotics. Earlier in his career he worked for Intel Corporation, Ungermann-Bass and Telco Systems.

Mr. Panditi has served on the boards of enKoo, a developer of remote access products, now a part of SonicWALL; Internet Photonics, a company acquired by Ciena Corporation in 2004; and Avici Systems. Mr. Panditi earned a B.S. in electrical engineering from the Indian Institute of Technology and an MBA from the University of Pennsylvania's Wharton School.

Company Profile

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. Cisco's vision is to change the way people work, live, play and learn.

Keynote Presentation II

Monday, March 23, 2009; 2:15 p.m.-3:00 p.m.

Ryan Limaye, Head of Communications/Technology Investment Banking, Goldman Sachs & Co.

Ryan Limaye is head of Communications/Technology Investment Banking. He has focused on financing and strategic assignments for leading companies in the communications and technology sectors since joining Goldman Sachs in 1994. He has worked on transactions with companies such as Cisco Systems, Microsoft, IBM, AT&T, Alcatel, Lucent Technologies, Juniper Networks, Siemens, Ericsson, JDSU, Citrix, VeriSign, Neustar and 3Com. He has also worked on numerous technology IPOs including: Lucent, Juniper, Riverbed, Sonus, NetScreen, Acme Packet, Synchronoss, Opnext, West Teleservices and Glu Mobile. Mr. Limaye was named managing director in 2001 and partner in 2002.

Prior to joining the firm, Mr. Limaye worked at McKinsey & Company. He holds an MBA from the Wharton School at the University of Pennsylvania, where he graduated with distinction and designated a Palmer Scholar. He also holds a B.S. in economics and a B.A.S. 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 Profile

The Goldman Sachs Group, Inc. is a leading global financial services firm providing investment banking, securities and investment management services to a substantial and diversified client base that includes corporations, financial institutions, governments and high-net-worth individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in London, Frankfurt, Tokyo, Hong Kong, San Francisco and other major financial centers around the world.

Special Presentation

Monday, March 23, 2009; 1:30 p.m.-2:00 p.m.

Nick Kolovos, Partner, Ryan, MacKinnon, Vasapoli and Berzok, LLP

Nick Kolovos specializes in legislative and regulatory affairs and public policy with extensive experience in the telecommunications and high-tech industries. For the past 10 years he has worked closely with many of the country's largest and most innovative high-tech, cable and telecommunications companies.

From 2000-2003 Mr. Kolovos served as senior legislative assistant and counsel for Rep. Anna G. Eshoo (D-Calif.), where he led the development of Rep. Eshoo's legislative agenda and high-tech policy. During that time he was involved in legislation on comprehensive telecom reform and other issues within the House Energy and Commerce Committee. He came to Rep. Eshoo's staff after serving as an attorney in the Federal Communication Commission's Wireless Bureau where he developed research strategy for a variety of complex wireless telecommunications issues.

Mr. Kolovos' prior experience includes lobbying on behalf of the cable industry as vice president of government relations at the National Cable & Telecommunications Association, the wireless industry while director of government affairs with CTIA – the Wireless Association, and the high-tech industry as counsel and director of government affairs at the Information Technology Industry Council, a trade association representing leading high-tech companies.

Mr. Kolovos is a graduate of the Pennsylvania State University and the John Marshall Law School in Chicago. He has also served two judicial clerkships; first, for the Honorable Edward H. Johnstone of the U.S. District Court for the Western District of Kentucky, followed by his service to the Honorable Peter C. Economus of the U.S. District Court for the Northern District of Ohio.

Company Profile

Ryan, MacKinnon, Vasapoli and Berzok, LLP specializes in legislative and administrative representation. The firm also counsels clients on campaign finance and election law issues. The firm's partners offer substantial experience in a range of areas including energy, telecommunications, trade, health care, securities and finance, the environment, as well as ethics and election law. The firm represents a diverse client base - from corporations, trade associations and not-for-profit organizations to political organizations, political candidates, members of Congress, and political action committees - on a range of complex issues before government agencies, Congressional committees and Federal courts. Ryan, MacKinnon, Vasapoli and Berzok, LLP has earned a solid reputation for providing comprehensive bipartisan representation that focuses on direct and total client service.

Panel Discussions

Successful Strategies for Supporting Bandwidth-Intensive Applications

Monday, March 23, 2009; 9:30 a.m.-11:00 a.m.

Moderator: Richard Tompane, President and CEO, Gemfire Corp.

The need to support bandwidth-intensive applications such as video delivery and high-end computing is clear – but how can this be done in today's climate and maintain an adequate return on investment? A panel of carriers and systems suppliers discusses the evolution of optical networks and equipment to meet the challenge of expanding requirements. In addition, they will describe what role they expect their suppliers to perform.

Speakers

Stephen Carlton, Vice President, Planning and Product Management, Fujitsu Network Communications

Stephen Carlton is vice president of Planning and Product Management at Fujitsu Network Communications. In this role, Mr. Carlton is responsible for planning and writing of requirements for new product developments and also product line management of FLASHWAVE products. His career in telecommunications began in 1982 at Bell Northern Research (now Nortel) as a design engineer. In this position, he helped develop pointers, a key innovation on the SONET standard. Mr. Carlton moved to Rockwell International (now Alcatel) in 1986 to be a system designer of fiber optics transmission and progressed to the position of director of development where he was responsible for 140 developers engaged on the design of SONET and WDM systems, hardware, and software. He joined Fujitsu in 1998 as an individual contributor to assist planning of SONET system requirements. He eventually became vice president, responsible for product line management and planning of SONET and WDM products developed by Fujitsu. Mr. Carlton holds a B.S. in electronics from De Montfort University in Leicester, UK. He holds seven patents relevant to the field of transmission engineering.

Stuart Elby, Vice President, Network Architecture, Verizon

Stuart Elby, vice president of Network Architecture, is responsible for Verizon's network vision and evolution towards this target. He is also responsible for the design and specification of Verizon's metro, regional, and long haul optical transport networks, VoIP and IMS networks, and emerging converged services platforms. Additionally, Dr. Elby is responsible for collaborative R&D activities with universities and government, and the Verizon Interoperability Forum. He has previously held several positions in Verizon including network platform testing, and technical support of product development and sales. Prior to joining the phone company in 1993, Dr. Elby was a research associate at the National Science Foundation's Center for Telecommunications Research at Columbia University. There he was responsible for leading research in optoelectronic devices, all-optical networks and developing early ATM/WDM platforms. He was co-director of a multi-university research program on all-optical packet switched networking, and collaborated with Teachers' College in the development and deployment of a multi-media educational network for primary and secondary schools. In 1985, Dr. Elby was the manager of technology in a laser surgery start-up where he was responsible for FDA clinical trials, laser surgery product development, and brought the first ever disposal plastic fiber-optic delivery system to the medical market. In 1982, he was a staff engineer at StorageTek, where he contributed to the development of the first commercial optical disk system. Dr. Elby received a B.S. in optical engineering from the University of Rochester in 1982 and received a MSEE and Ph.D. from Columbia University in 1989 and 1994, respectively.

Joseph P. Huggins, Director, Access and Transport Technology Management, Qwest Communications

Joe Huggins is the director for access and transport technologies within the technology management organization at Qwest. He is responsible for the evaluation, selection, and certification of these technologies for Qwest's local and national networks, as well as driving the overall strategy of the Qwest access and transport networks. He has held positions in network engineering, planning, strategy and economic analysis. He has experience in transport, packet technologies, switching and finance. Mr. Huggins graduated from The Colorado College in 1977 with a degree in geology and received an M.B.A. - Finance from Regis University in 1985. He holds three patents related to VDSL and ATM.

Kou Miyake, Director, NTT Service Integration Laboratories, NTT

Since joining the NTT Electrical Communication Laboratories in 1980, Dr. Kou Miyake has been active in network design and traffic engineering for satellite communications networks, packet-switched networks, and broadband communication networks. From 1998 to 2002, he was responsible for the research and development of the Next Generation Network architecture and system engineering in NTT R&D Labs. From 2003 to 2007, he was the president of NTT Data Intelli-link Corporation, providing cutting-edge technologies to the telecommunication market. Currently, he is the director for NTT Service Integration Laboratories. Dr. Kou Miyake has been an active participant in ITU-T Study Group 13 since 1990 as an expert on B-ISDN and ATM systems. Since 2000 to 2002, he was a board member of Multi-service switching Forum (MSF). Dr. Kou Miyake received B.S. and M.S. degrees in mathematics in 1978 and 1980 respectively, and a Dr. Eng. degree on network performance analysis in 1991 from Tohoku University, Sendai, Japan.

Vik Saxena, Senior Director, Network Architecture, Office of the CTO, Comcast Cable

Vik Saxena is the senior director of Network Architecture in the CTO Office at Comcast Cable. Dr. Saxena has an M.B.A. from the Wharton School of Business, a Ph.D. in Electrical Engineering from the University of Cincinnati, and a B.E. in Electronics and Communications Engineering from the Birla Institute of Technology, India. He started his career at Bell Laboratories/Lucent Technologies, and went on to hold technical leadership positions at JDS Uniphase and Narad Networks, and most recently, at Comcast Cable. Dr. Saxena is a senior member of IEEE, holds nine patents, and has been invited to publish in several journals and present at international conferences, industry forums, and technical workshops.

David F. Welch, Founder and Chief Marketing and Strategy Officer, Infinera Corporation

David Welch is co-founder of Infinera, a leading supplier of optical systems based on innovative Photonic Integrated Circuit (PIC) technology. Originally he was CTO, responsible for execution of the optical transport system, including PIC and optical line system architecture, specification, performance, and transition from concept to manufacturing and deployment. Dr. Welch is currently in the role of CMO/CSO, responsible for overall corporate technology vision; primary interface for complete system architecture, optical architecture, specifications/validation of design; development/execution of product roadmaps, product line management, corporate marketing, and business/corporate development. He was previously CTO and VP of Corporate Development of SDL and JDS Uniphase, responsible for technology and acquisition strategies. Dr. Welch has published more than 250 articles and more than 100 patents in optical components and systems. Awards include the 1992 Adolph Lomb Award from OSA, the 1998 Engineering Achievement Award from LEOS, the 1999 OSA Joseph Fraunhofer/ Robert M. Burley Award, and more than 17 product of the year awards at SDL. He serves on the board of directors of OSA and is a fellow of the IEEE. Dr. Welch has a B.S. in electrical engineering from the University of Delaware and Ph.D. in electrical engineering from Cornell University.

Optical Components: Technology for New Business Strategies

Monday, March 23, 2009; 11:30 a.m.-1:00 p.m.

Moderator: Daniel Docter, Director, Intel Capital Optical Investments

The tough times in the optical components space, and the recent economic downturn requires shrewd business practices. Several companies exemplify these practices as they continue to innovate to solidify their bottom lines. This panel of senior executives will discuss their strategies for maneuvering through this challenging environment.

Speakers

Giovanni Barbarossa, President and Chief Executive Officer, Avanex Corporation

Giovanni Barbarossa joined Avanex in 2000 as director of research and development. He was then promoted to chief technology officer and senior vice president of product development, and served in this capacity until 2004. From 2004 through 2005 Dr. Barbarossa was responsible for the Avanex Active Component Business Unit. From 2005 until his appointment as president and chief executive officer in 2008, Dr. Barbarossa continued to serve as Avanex chief technology officer. Dr. Barbarossa has played a pivotal role in all acquisitions that Avanex has made, including the acquisitions of the Photonic Business Division of Corning, Alcatel Optronics, and the Optical Networking Division of Vitesse Semiconductor that radically transformed the company in 2003. Before joining Avanex, Dr. Barbarossa had management responsibilities for the development of advanced optical switching platforms in the Optical Networking Division of Agilent Technologies. In addition, he led the design team of the Optical Application Specific Integrated Circuits Department at Lucent Technologies. Earlier, he was a member of the technical staff at AT&T Bell Labs and a research associate in the Oxide Glasses for Future Networks Group at BT Labs. Dr. Barbarossa received his Ph.D. in electrical engineering from the University of Glasgow, Scotland, and B.S. in electrical engineering, cum laude, from the University of Bari, Italy.

Fariba Danesh, Senior Vice President and General Manager, Fiber Optic Products Division, Avago Technologies

Fariba Danesh is senior 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/SDH fiber optic transceivers and components. Ms. 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. Ms. Danesh holds a bachelor's degree in biochemical engineering from Santa Clara University.

Alan Lowe, President, Communications and Commercial Optical Products Business Segment, JDSU

Alan Lowe is president of the JDSU Communications and Commercial Optical Products (CCOP) business segment. Prior to joining JDSU in September 2007 as senior vice president of the Commercial Lasers business, Mr. Lowe was senior vice president, Customer Solutions Group at Asyst Technologies, Inc., a leader in automating semiconductor and flat panel display fabs. From 2000 to 2003, he was president and chief executive officer of Read-Rite Corporation, a manufacturer of thin-film recording heads for disk and tape drives. From 1989 to 2000, Mr. Lowe served in roles of increasing responsibility at Read-Rite, including president and chief operating officer, and senior vice president, customer business units. Prior to joining Read-Rite, he served in various sales positions with Microcom Corporation and IBM Corporation. He is a member of the advisory board of ETM, Inc., a privately held provider of tailored power subsystems. Mr. Lowe holds bachelor's degrees in computer science and business economics from the University of California, Santa Barbara, and also completed the Stanford Executive Program in 1994.

Near Margalit, Chief Executive Officer, Source Photonics

Near Margalit has served as chief executive officer of Source Photonics, Inc. since February 2003. From February 2003 to July 2007 he also served as president. From May 2002 until February 2003, he served MRV as vice president of marketing and business development. From 1998 until May 2003, Dr. Margalit was founder, chairman and chief technology officer for Zaffire, Inc., a DWDM Metro Platform company, which was acquired by Centerpoint in October 2001. At Zaffire, Dr. Margalit was responsible for product vision and architecture of integrating DWDM and SONET technology. Prior to founding Zaffire, Dr. Margalit was employed by MRV, both in the optical component and networking divisions. Dr. Margalit earned a B.S. in applied physics from the California Institute of Technology and a Ph.D. in optoelectronics from the University of California, Santa Barbara.

Haruki Ogoshi, Vice President, FITEL Products Division, Telecommunication Company, Furukawa Electric Co., Ltd.

Haruki Ogoshi has been with Furukawa Electric Company, Ltd. since April 1980 and has been vice president of FITEL Products Division since November 2005. Prior to this, he worked on optical amplifiers and optical components development and manufacturing since 1988. During this period Mr. Ogoshi held various management positions. He received a master's in electrical engineering from Ibaraki University in Japan.

How to Increase Profits through Market Expansion

Monday, March 23, 2009; 3:30 p.m.-4:30 p.m.

Moderator: Michael Lebby, President and Chief Executive Officer, OIDA

The optical communications marketplace has never been more global and dynamic. But expanding from one geographical region to another, or serving a new customer base, can be a difficult proposition. Senior executives describe how they chartered a new course for their companies – and the methods they will use to transplant success into new territories.

Speakers

Laura Howard, Chief Marketing Officer, ECI Telecom

Laura Howard was appointed chief marketing officer of ECI in 2006. She leads ECI's corporate marketing strategy and orchestrates the company's global marketing activities. Ms. Howard's vast experience spans 20 years of leadership roles in data and telecommunications marketing. Prior to joining ECI, she served as senior vice president of marketing and corporate development at U.S.-based Ciena Corporation. She has also held the position of senior vice president at Ericsson AB, expanding the company through global marketing, and as vice president at 3Com Corporation, where she led business development and marketing initiatives. Ms. Howard holds a B.Sc. in computer science from the University of Southern New Hampshire.

Harmeet Singh, Vice President Business Development and Marketing, Tejas Networks

Harmeet Singh is responsible for the Business Development and Marketing functions at Tejas Networks where he manages the strategic sales, partnerships and marketing functions for the company. Prior to joining Tejas Networks, he was the CEO of Optovia Corporation, which he founded in 2002. Prior to that, Dr. Singh led the transmission system and optical component teams at Nortel Networks, which he joined through the acquisition of Qtera Corporation in January 2000. At Qtera, he was a key contributor in architecting one of the earliest OC192 ultra long haul products. Previously, he held various positions at 3M Company where he worked in Product Management, Development and Operations and was instrumental in helping launch new products. Dr. Singh holds a bachelor's degree from the Indian Institute of Technology (IIT) Kanpur, India, has earned a Ph.D. from the University of Maryland, College Park and has an Executive Education in Finance from Harvard Business School.

Ashish Vengsarkar, Chief Executive Officer, Nistica

Ashish Vengsarkar joined Nistica as CEO in the spring of 2006. Prior to Nistica, he founded the ROADM pioneer Photuris in January 2000. Dr. Vengsarkar began his career in Bell Labs developing optical fiber devices and subsystems. He transitioned to Lucent's optical business unit and led Product Management organizations for Metro and Long-Haul Optical Networks. Dr. Vengsarkar received his bachelor's degree in electrical engineering from the Indian Institute of Technology, Bombay, master's and Ph.D. in electrical engineering from Virginia Tech and an Executive MBA from the Wharton School.

George Z. Sun, Chief Executive Officer, ZTE USA, Inc.

George Sun began his career at ZTE Corporation in 1998 when he graduated from the Chinese Academy of Sciences in Beijing with a Ph.D. in electrical engineering with a focus on signal processing. Dr. Sun was previously the director of the Technology Center at ZTE's headquarters in Shenzhen, China. He was responsible for all of the advanced technology research at ZTE as well as the strategic development of technology and its global implementation. In 2005, Dr. Sun took the current position at ZTE USA and started the ZTE business in the U.S. market.

Bold Moves and the M&A Stories behind Them

Monday, March 23, 2009; 4:30 p.m.-5:30 p.m.

Moderator: Donald Bossi, General Partner, Technology Venture Partners

To maintain a competitive advantage as well expand market share, some forward-thinking executives decided to reshape their companies and the markets they serve through aggressive M&A strategies. In this panel, they will describe the thinking behind the deals and how they foresee their markets changing even more in the future.

Speakers

Harry L. Bosco, President and Chief Executive Officer, Opnext

Harry Bosco brings Opnext (OPXT) 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 30 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.

Jon Hopper, Chief Executive Officer, Xtera Communications, Inc.

Jon Hopper joined Xtera as CEO in February of 2004. Since joining Xtera he has led the company from zero to more than $100M in annual sales, and completed four acquisitions. Xtera now competes in multiple sectors of the global communications market including all facets of Optical Transport, layer 1 and 2 switching, ROADM, IP Networking, and Services. The company now has operations and significant revenue contributions from all corners of the globe. Immediately prior to joining Xtera, Mr. Hopper served as CEO of Extreme Devices. Extreme eventually became an investor in Xtera. Prior to Extreme Devices, he served as CEO of IRSI from August of 1998 until IRSI merged with Photon Dynamics in July of 2001. Mr. Hopper also served as CEO of Dynamotion Corp. from January of 1995 until Dynamotion merged with ESI. He held senior executive positions with both Photon Dynamics and ESI following the mergers. His prior experience includes CEO roles at MPI and Helix. Mr. Hopper has a wealth of experience and knowledge in M&A having been involved in more than 10 successful merger or acquisition transactions.

Hong Q. Hou, Chief Executive Officer, EMCORE Corporation

Hong Hou joined EMCORE in March 1998 and has served in a variety of leadership roles. He co-started EMCORE's Photovoltaics Division, and subsequently managed the Fiber Optics Division. He was executive vice president of business development and product strategy before becoming vice president and general manager of EMCORE's Ortel Division. From 1995 to 1998 he was a principal member of the technical staff at Sandia National Laboratories in Albuquerque, N.M. Prior to that, he served with AT&T Bell Laboratories, engaging in research on high-speed optoelectronic devices. He holds a Ph.D in electrical engineering from the University of California at San Diego and a B.S. from Jilin University in China. He has published more than 150 journal articles and holds seven U.S. patents.

Jerry S. Rawls, Executive Chairman, Finisar

Jerry Rawls was elected chairman of the Board in 2006. He has also served as president, chief executive officer, and a member of the Board of Directors for Finisar Corporation from 1989 to 2008. 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 Profiles

Avago Technologies

Avago Technologies is a leading supplier of interface components for communications, industrial and consumer applications. By leveraging its core competencies in III-V compound and silicon semiconductor design and processing, the company provides an extensive range of analog, mixed signal and optoelectronics components and subsystems to approximately 40,000 end customers. Avago has a global employee presence and heritage of technical innovation dating back 40 years to its Hewlett-Packard roots.

Avago's Fiber Optic Products Division is one of the leading suppliers of fiber optic transceivers, with manufacturing and testing procedures that produce the industry's most reliable devices. The company's broad portfolio of Ethernet, SONET and Fibre Channel transceivers supports all speeds, and includes transmitters and receivers for industrial and automotive applications. Avago is also the world leader in high-density parallel optic interconnect products.

For more information, please visit www.avagotech.com.

Avanex Corporation

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. Avanex solutions enable or enhance optical wavelength multiplexing, dispersion compensation, switching and routing, transmission, and amplification. Headquartered in Fremont, Calif., Avanex maintains U.S. facilities in New York, and globally has sites in France, Italy, and China. The facilities are home to Avanex's Centers of Excellence for specialized research. A world-class manufacturing operation resides in Bangkok, Thailand.

Cisco Systems, Inc.

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. Cisco's vision is to change the way people work, live, play and learn.

Comcast Corporation

Comcast Corporation, together with its subsidiaries, operates as a cable operator in the United States. It offers various consumer entertainment and communication products and services. The company operates in two segments, Cable and Programming. The Cable segment manages and operates cable systems, including video, high-speed Internet, and phone services, as well as regional sports and news networks. Its video services include basic and digital cable, video on demand, high-definition television, digital video recorder, premium channel programming, and pay-per-view programming services. This segment's high-speed Internet service consists of its interactive portal, Comcast.net, which provides multiple email addresses and online storage, as well as various proprietary content and value-added features and enhancements. Its phone services include Comcast Digital Voice, an IP-enabled phone service that provides local and domestic long-distance calling with various features, such as voice mail, caller ID, and call waiting services. The Programming segment operates its consolidated national programming networks consisting of E!, The Golf Channel, VERSUS, G4, and Style. Comcast Corporation also owns the Philadelphia Flyers, the Philadelphia 76ers, and two multipurpose arenas in Philadelphia, as well as manages other facilities for sporting events, concerts, and other events; and develops and operates its Internet businesses that focus on entertainment, information, and communication, including Comcast.net, Fancast, thePlatform, and Fandango. As of December 31, 2007, the company served approximately 24.1 million video subscribers, 13.2 million high-speed Internet subscribers, and 4.6 million phone subscribers; and passed approximately 48.5 million homes in 39 states and the District of Columbia. Comcast Corporation was founded in 1969 and is headquartered in Philadelphia, Pa.

ECI Telecom

Beyond the traditional role of a telecom vendor, ECI Telecom has become the partner for growth to its customers worldwide. Through its networking infrastructure solutions, ECI focuses on addressing the challenges and needs affecting providers today and in the future. ECI's platforms enable key revenue-generating applications, such as business services, voice, video and wireless backhaul. ECI's service expertise facilitates service deployment, maintenance and on-going operations, while optimizing capex and reducing opex. ECI is its customers' Partner for Growth. Founded in 1961, ECI has a strong global presence around the world, with development centers in India, China, the U.S. and Israel.

EMCORE Corporation

EMCORE Corporation is a leading provider of compound semiconductor-based components and subsystems for the broadband, optical transport, satellite and solar power markets. Founded in 1984, EMCORE began as a manufacturer of Metalorganic Chemical Vapor Deposition (MOCVD) reactors. Today EMCORE trades publicly on the NASDAQ exchange and offers a broad portfolio of products serving the fiber optics and photovoltaics markets.

EMCORE's Fiber Optics group provides optical components, subsystems and systems that enable the transmission of video, voice, and data over high-capacity fiber optic cables for high-speed data and telecommunications, cable television (CATV) and fiber-to-the-premises (FTTx). EMCORE's fiber optic products enable information that is encoded in light signals to be transmitted, routed, and received by communication systems and networks.

EMCORE's Solar Photovoltaics group provides solar products for space and terrestrial power applications. For satellite applications, EMCORE offers high-efficiency compound semiconductor-based gallium arsenide (GaAs) solar cells, covered interconnect cells (CIC's) and fully integrated flight-qualified solar panels.

For terrestrial applications, EMCORE offers Concentrating Photovoltaic Systems (CPV) for utility scale and commercial grade solar applications as well as offering its high-efficiency GaAs solar cells and CPV components for use in solar power concentrator systems. EMCORE believes its high-efficiency compound semiconductor-based multi-junction solar cell products provide customers with compelling cost and performance advantages over other competing technologies.

EMCORE is one of the largest employers in Albuquerque, N.M., and has more than 850 employees worldwide. EMCORE operates facilities across the world including a 50,000 square foot Gallium Arsenide (GaAs) fab in Albuquerque and a 25,000 square foot Indium Phosphide fab in Alhambra, Calif.

Finisar Corporation

Finisar Corporation (NASDAQ: FNSR) is a global technology leader for fiber optic subsystems and network test systems that enable high-speed voice, video and data communications for networking, storage, wireless, and cable TV applications. For more than 20 years, Finisar has provided critical optics technologies to system manufacturers to meet the increasing demands for network bandwidth and storage. Finisar is headquartered in Sunnyvale, Calif. with R&D, manufacturing sites, and sales offices worldwide.

Fujitsu Network Communications, Inc.

Fujitsu Network Communications Inc. is an innovator and strategic partner with more than 20 years of experience as a leading provider of wireline and wireless networking solutions that solve critical business issues and enable new services. With the support of Fujitsu Limited (TSE:6702), a $53B company with approximately 160,000 professionals in 70 countries, Fujitsu enables their customers to build or seamlessly migrate to fully converged networks that improve network performance and profitability. More than 400,000 Fujitsu network elements have been deployed by all major carriers across North America. Fujitsu maintains a well-established and highly-regarded position as a market leader by providing the best-in-breed data networking solutions that drive next-generation access, core, and wireless networks. For more information, please visit http://us.fujitsu.com/telecom.

Furukawa Electric

Furukawa Electric is a $10 billion global leader in the design, manufacture and supply of photonic and electronic components; optical fiber and power cables; nonferrous metals; and other advanced technology products. Furukawa has been manufacturing leading-edge products for more than 100 years and continues to serve its customers with industry-leading technology in the 21st century.

Goldman Sachs Group, Inc.

The Goldman Sachs Group, Inc. is a leading global financial services firm providing investment banking, securities and investment management services to a substantial and diversified client base that includes corporations, financial institutions, governments and high-net-worth individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in London, Frankfurt, Tokyo, Hong Kong, San Francisco and other major financial centers around the world.

Infinera

Infinera provides Digital Optical Networking systems to telecommunications carriers worldwide. Infinera's systems are unique in their use of a breakthrough semiconductor technology: the Photonic Integrated Circuit (PIC). Infinera's systems and PIC technology are designed to provide optical networks with simpler and more flexible engineering and operations, faster time-to-service, and the ability to rapidly deliver differentiated services without reengineering their optical infrastructure.

JDSU

JDSU (NASDAQ: JDSU; and TSX: JDU) enables broadband and 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. JDSU is also a 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.

Nistica

Nistica is a global supplier of agile optical modules that simplify, automate and make affordable the delivery of high-bandwidth applications, enabling systems providers across multiple industries to meet ever-increasing demand. Formed in January 2005, Nistica is funded by Battelle Ventures, Novitas Capital, Technology Venture Partners, Finisar Corporation, Fujikura Ltd. and notable individual investors. The company is working with DLP Technology from Texas Instruments and has partnered with industry leaders to expand its global reach and scale production.

NTT

With its privatization in 1985, NTT was established as one of the largest telecom carriers in the world and has been providing a wide range of telecommunication/information services. NTT is a leading broadband company that has 11 million FTTH users out of 15 million total broadband subscribers. Remarkably, NTT successfully started the commercial "Next Generation Network" service in March 2008 as a result of its intense R&D activities.

Opnext

From the latest communications networks to new security systems, and from major advances in medical systems to high-demand consumer electronics, Opnext (OPXT) 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.

Qwest

Customers coast to coast turn to Qwest's industry-leading national fiber-optic network and world-class customer service to meet their communications and entertainment needs. For residential customers, Qwest offers a new generation of fiber-optic high-speed Internet service, as well as digital home phone, Verizon Wireless, and DIRECTV services. Qwest is also the choice of 95 percent of Fortune 500 companies, offering a full suite of network, data and voice services for small businesses, large businesses, government agencies and wholesale customers. Additionally, Qwest participates in Networx, the largest communications services contract in the world, and is recognized as a leader in the network services market by a leading technology industry analyst firm.

Ryan, MacKinnon, Vasapoli and Berzok, LLP

Ryan, MacKinnon, Vasapoli and Berzok, LLP specializes in legislative and administrative representation. The firm also counsels clients on campaign finance and election law issues. The firm's partners offer substantial experience in a range of areas including energy, telecommunications, trade, health care, securities and finance, the environment, as well as ethics and election law. The firm represents a diverse client base - from corporations, trade associations and not-for-profit organizations to political organizations, political candidates, members of Congress, and political action committees - on a range of complex issues before government agencies, Congressional committees and Federal courts. Ryan, MacKinnon, Vasapoli and Berzok, LLP has earned a solid reputation for providing comprehensive bipartisan representation that focuses on direct and total client service.

Source Photonics, Inc.

Source Photonics, Inc., incorporated in July 2001, is a provider of optical communication products used in telecommunication systems and data communications networks. The company designs, manufactures and sells a portfolio of optical communication products, including passive optical network (PON), subsystems, optical transceivers used in the enterprise, access and metropolitan segments of the market, as well as other optical components, modules and subsystems. In particular, it is a provider of optical subsystems used in fiber-to-the-premises (FTTP), deployments that many telecommunication service providers are using to deliver video, voice and data services. It sells its products primarily to telecommunication systems vendors, who incorporate its products into systems, which are sold to telecommunication service providers. Its direct sales customers include Alcatel-Lucent, Motorola, Inc., Tellabs, Inc., UTStarcom, Inc. and ZTE Corporation. It classifies its products in two segments: PON Solutions and Metro and Access Transceivers.

Tejas Networks

Tejas Networks is a privately held, profitable Optical Transport Equipment Manufacturer based in Bangalore, India with offices in Boston, Singapore and Dubai. Tejas' customers include major telecom carriers and OEM partners worldwide with more than 100,000 units deployed in more than 50 countries. Tejas' portfolio includes the Next Generation SONET/SDH (MSPP) products and the recently introduced Carrier Ethernet product line. Tejas' Carrier Ethernet products serve a diverse market base that includes Wireless Backhaul (2G, 3G, and 4G), Enterprise Broadband and Residential Triple Play Services. Tejas Networks was recently ranked among Red Herring Global-100 Companies.

Verizon Communications, Inc.

Verizon Communications, Inc. (NYSE:VZ), headquartered in New York, 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 more than 59 million customers nationwide. Verizon's Wireline operations include Verizon Business, which operates one of the most expansive wholly owned global IP networks, and Verizon Telecom, which is deploying the nation's most advanced fiber-optic network to deliver the benefits of converged communications, information and entertainment services to customers. A Dow 30 company, Verizon has a diverse workforce of approximately 242,000 and last year generated consolidated operating revenues of more than $88 billion. For more information, visit www.verizon.com.

Xtera Communications

Xtera Communications provides equipment and services to the global communications market that enable the lowest cost per bit across multiple levels of a network. Xtera combines leading-edge patented technology with best-in-class business practices allowing the company to grow at a very rapid pace while maintaining sound business fundamentals. Xtera's products include multi-reach (ULH, LH, MH) transport, metro and edge transport, layer 1 and layer 2 switching, ROADM, WAN optimization, tunnel routing, load balancing, deep packet inspection, and services. Xtera has full service engineering and support operations in Dallas, Ottawa, New Jersey, London, Shanghai, Taipei, and Beijing.

ZTE USA, Inc.

ZTE USA is a fully owned subsidiary of ZTE Corporation. Headquartered in Dallas, Texas, ZTE USA has approximately 150 employees with offices in San Diego, Washington, D.C., New Jersey and Chicago. From 1999 to 2005, ZTE USA focused on advanced technologies development. Since 2005, ZTE USA began to develop business in the U.S. market. There are three solutions that ZTE USA develops for the U.S. market: handsets, wireless solutions and wire line solutions. The revenue of all began to exceed $100M in 2008. ZTE's customers are mostly telecom operators, such as Sprint, MetroPCS and Aircell.

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DILAS Diodenlaser GmbH
Directed Energy Solutions
DSS
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Fianium, Inc.
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Finisar Corporation
Fraunhofer Institut Nachrichtentechnik Heinrich-Hertz Institut
Fresnel Technologies, Inc.

G
Gemfire Corporation
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Gooch & Housego
Goodrich Corporation
Griot Group, Inc.
G-S Plastic Optics

H
Hamamatsu Corporation
Hardin Optical Co.
Headwall Photonics, Inc.
Heraeus Quartz America
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The Institute of Optics
Intel Capital
Intevac, Inc.
Ionic Systems
IPG Photonics Corporation
IPTronics
Iridian Spectral Technologies, Ltd.

J
JDSU
Jilin Square Circle Optical Co. Ltd.

K
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KoSearch, Inc.

L
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Timbercon, Inc.
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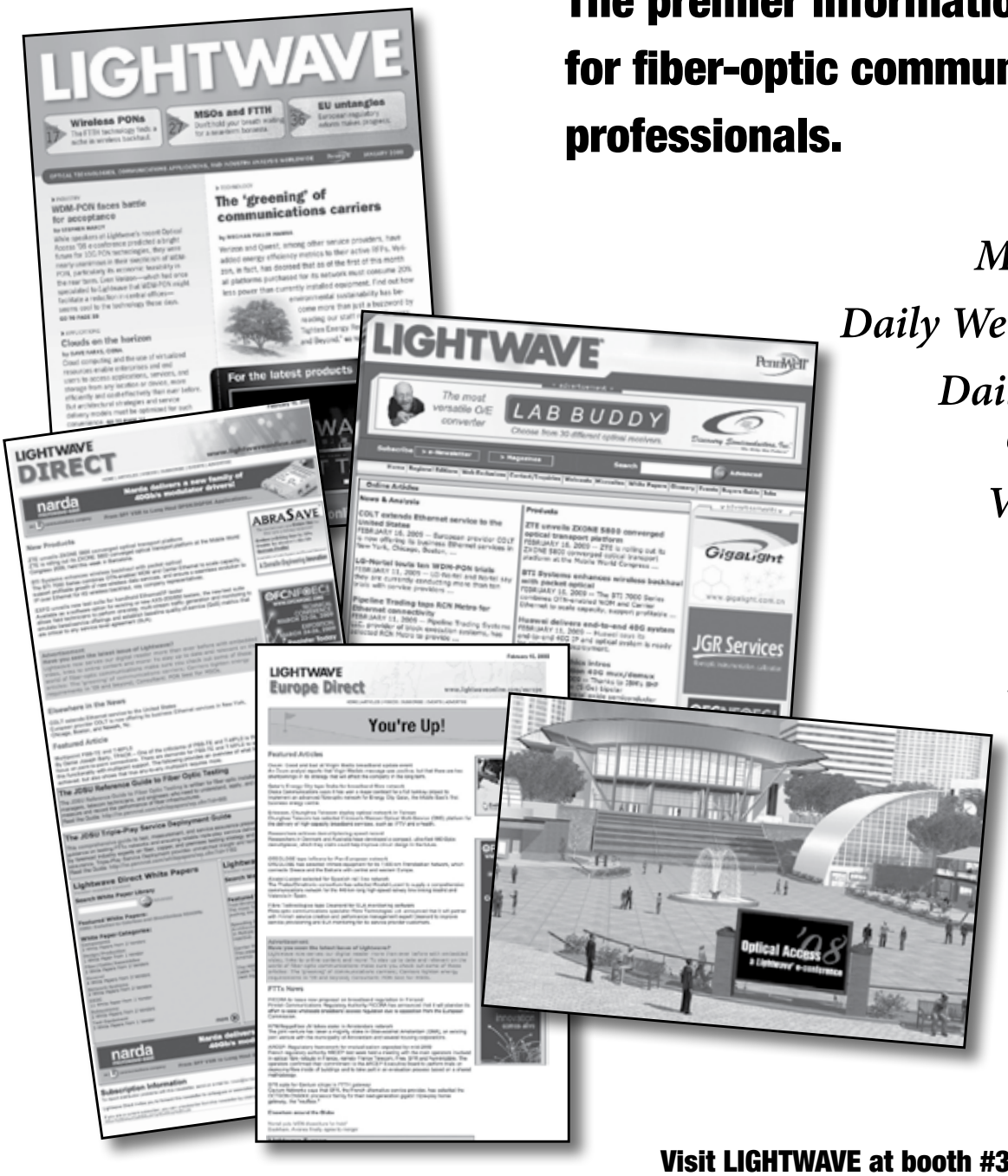

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