

PRESS RELEASE  
AUGUST 30, 2016

## CABLE & WIRELESS PARTNERS WITH ERICSSON AND CISCO TO ENHANCE ITS CARIBBEAN IP NETWORKS

- C&W Communications invests in new network that will serve as backbone for IPTV services, fixed operations and part of business-to-business services
- Ericsson and Cisco will deliver an IP/MPLS network for C&W in three markets: the Bahamas, Jamaica and Barbados
- An IP backbone network in the Bahamas will be upgraded to support traffic growth and improve performance on the fixed network

**MIAMI, FL – August 30, 2016** Ericsson (NASDAQ: ERIC) and Cisco (NASDAQ: CSCO) today announced an agreement to supply and install IP networks for [C&W Communications](#), which operates the retail brand Flow, in three Caribbean markets. The plans include an upgrade to the IP backbone network in the Bahamas to improve performance and support an increase of traffic, and a new business-to-business IP/MPLS network in Jamaica and Barbados.

The partnership is part of C&W's investment plan for the region to continue transforming its customer experience. As part of the partnership, Cisco will provide the necessary hardware while Ericsson will provide project management services.

"We needed a powerful and intelligent solution to bring IP networking to both Jamaica and Barbados, while at the same time improving the IP network in the Bahamas," says Carlo Alloni, Executive Vice-president and CTIO, C&W. "This partnership will allow us to offer even more value-added services including our world class IPTV services as well as introduce more innovative solutions to our customers."

"Our teams complemented each other with the right approach, from network analysis and planning to systems integration and customer support from Ericsson, to selecting the right routers and switches from Cisco, and finally ensuring the right flow along every step with Ericsson services," says Clayton Cruz, Vice President Ericsson Latin America and Caribbean. "The partnership has delivered real value to Cable & Wireless in terms of accelerating their IP transformation by combining end-to-end business transformation competence and experience with deep product and domain expertise."

The deal includes Cisco® routers and switches (ASR9000, ASR900 and WR4500 families), supply and installation of NMS system (EPN-M), overall project management, and customer support.

“Cisco and Ericsson working together have the combined breadth, depth and lifecycle engagement required to help operators like Cable & Wireless succeed in their transformation to an IP-centric network,” says Jordi Botifoll, Cisco President Latin America & Senior Vice President in the Americas. “Working together on this project will lead Cable & Wireless to a standardized approach across other markets, so that all their business-to-business and IP fixed networks will be supported by IP/MPLS, helping them do things better and faster.”

Ericsson and Cisco – two industry leaders in the development and delivery of networking, mobility, and cloud – formed a global business and technology partnership in November 2015 to create the networks of the future. The partnership offers customers the best of both companies: routing, data center, networking, cloud, mobility, management and control, and global services capabilities. The next-generation strategic partnership will drive growth, accelerate innovation, and speed digital transformation demanded by customers across industries. The first product from the partnership, Ericsson Dynamic Service Manager, was announced in February 2016. To date, over 200 active customer engagements have now started to turn into won deals. Multiple deals, spread around the world, are in IP (routing and transport) and services. The companies announced deals with 3 Italy, Vodafone Portugal and Aster Dominican Republic earlier this year.

The Cisco-Ericsson partnership has been cleared by Brazilian regulatory authorities and will be implemented there under local agreements.

#### NOTES TO EDITORS

##### [Ericsson and Cisco team up for next generation Network Service Management](#)

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*Our services, software and infrastructure – especially in mobility, broadband and the cloud – are enabling the telecom industry and other sectors to do better business, increase efficiency, improve the user experience and capture new opportunities.*

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*Ericsson networks. And our investments in research and development ensure that our solutions – and our customers – stay in front.*

*Founded in 1876, Ericsson has its headquarters in Stockholm, Sweden. Net sales in 2015 were SEK 246.9 billion (USD 29.4 billion). Ericsson is listed on NASDAQ OMX stock exchange in Stockholm and the NASDAQ in New York.*

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### **About Cisco**

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### **About C&W Communications**

CWC is a full service communications and entertainment provider and delivers market-leading video, broadband, telephony and mobile services to consumers in 18 countries.

Through its business division, CWC provides data center hosting, domestic and international managed network services, and customized IT service solutions, utilizing cloud technology to serve business and government customers.

CWC also operates a state-of-the-art submarine fiber network – the most extensive in the region – in over 30 markets.



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### **About Liberty Global**

Liberty Global is the world's largest international TV and broadband company, with operations in more than 30 countries across Europe, Latin America and the Caribbean. We invest in the infrastructure that empowers our customers to make the most of the digital revolution. Our scale and commitment to innovation enables us to develop market-leading products delivered through next-generation networks that connect our 29 million customers who subscribe to over 59 million television, broadband internet and telephony services. We also serve 11 million mobile subscribers and offer WiFi service across seven million access points.

Liberty Global's businesses are comprised of two stocks: the Liberty Global Group (NASDAQ: LBTYA, LBTYB and LBTYK) for our European operations, and the LiLAC Group (NASDAQ: LILA and LILAK, OTC Link: LILAB), which consists of our operations in Latin America and the Caribbean.

The Liberty Global Group operates in 12 European countries under the consumer brands Virgin Media, Ziggo, Unitymedia, Telenet and UPC. The LiLAC Group operates in over 20 countries in Latin America and the Caribbean under the consumer brands VTR, Flow, Liberty, Mas Movil and BTC. In addition, the LiLAC Group operates a subsea fiber network throughout the region in over 30 markets.

For more information, please visit [www.libertyglobal.com](http://www.libertyglobal.com).

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