
TELSTRA CHOOSES ERICSSON FOR ITS NEXT GENERATION OPTICAL NETWORK

- Telstra selects Ericsson as its strategic supplier for its next generation optical network equipment and services
- Telstra continues to differentiate itself through superior performance with Ericsson's and Ciena's optical networking
- Telstra gets ready for Service Provider SDN and NFV with Ericsson

Telstra, Australia's leading telecommunications provider, confirms Ericsson (NASDAQ:ERIC) as its continued supplier for optical transport equipment and services. The agreement includes the supply of Ericsson optical transport equipment and services as well as Ciena packet-optical platforms.

David Robertson, Director Transport and Routing, Engineering, Telstra says: "We want to have one of the world's best optical networks and this agreement will provide us with the ability to dynamically move and shape transport capacity with the flexibility and scalability to streamline our network operations. This will help us ensure a consistent satisfactory customer experience, despite the demands for high traffic across different parts of the transport network.

"The continued improvement of Telstra's optical technology will increase bandwidth capacity and also lower latency which is of growing importance as more and more operations move to the cloud," Robertson says.

This agreement also supports the introduction of sophisticated software defined networking (SDN) and network function virtualization (NFV) functionality, which will form an essential path to deliver flexible and scalable control networks.

By implementing cloud and real-time control capabilities of Service Provider SDN and NFV, boundaries of the traditional data center can be transcended without compromising quality

Håkan Eriksson, Head of Ericsson Australia and New Zealand says: "We have worked with Telstra over a number of years to pilot the latest cloud networking technologies incorporating SDN and NFV. The new agreement with Telstra ensures that we can begin to introduce this functionality into the Telstra transport network throughout Australia."

[Ericsson signed a strategic agreement with Ciena](#) (NYSE: CIEN) in February 2014 enabling Ericsson to sell and support Ciena's Converged Packet Optical portfolio, and collaborate on the joint development of the Multilayer WAN Controller.

"More so than ever, we're seeing the value of an ecosystem model prove out as the transition continues toward networks that scale and adapt to network-level applications and

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services," said Philippe Morin, senior vice president of Worldwide Sales and Field Operations at Ciena. "We are delivering on that promise through our partnership with Ericsson, bringing customers best-in-class solutions that address the evolving requirements for open, programmable, software-defined networks."

The agreement with Ericsson will mean Telstra will continue to deliver the most reliable and best performing connectivity of any carrier in Australia.

NOTES TO EDITORS

Download high-resolution photos and broadcast-quality video at www.ericsson.com/press

Ericsson is the driving force behind the Networked Society – a world leader in communications technology and services. Our long-term relationships with every major telecom operator in the world allow people, businesses and societies to fulfill their potential and create a more sustainable future.

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.

With more than 110,000 professionals and customers in 180 countries, we combine global scale with technology and services leadership. We support networks that connect more than 2.5 billion subscribers. Forty percent of the world's mobile traffic is carried over 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 2013 were SEK 227.4 billion (USD 34.9 billion). Ericsson is listed on NASDAQ OMX stock exchange in Stockholm and the NASDAQ in New York.

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