

## Narad Backhauls 802.11g

09.14.04

WESTFORD, Mass. -- Narad Networks, Inc., a provider of business broadband access solutions using MSOs' existing cable networks, today announced that CAIW (formerly CAI Westland), a cable operator in the Netherlands, has launched high-speed wireless service using Narad's cable transport technology to carry 100 Mbps Ethernet traffic over its cable network. Narad's systems integration partner in the Europe, Infraconcepts Netherlands N.V., delivered the turn-key solution to CAIW.

"We tested Narad's solution earlier this year and found that it worked perfectly," said Aart Verbree, CEO of CAIW. "With the Narad solution we can deliver fiber-like speeds over our coaxial cable at each point of our network. Narad's solution proved to be a construction-free technology that unlocked new value in our network."

The Narad solution will be deployed to carry bi-directional Ethernet traffic at speeds of 54 Mbps to serve 802.11g wireless access points located in public areas.

"This is the beginning of the 'FastCoax' concept in the Netherlands," said Erik van de Werken, CEO of Infraconcepts. "Many cable operators in the Benelux region have completed their hybrid fiber-coax (HFC) network upgrades, and they are now seeking additional economic value by growing their customer base. Narad's Ethernet overlay, with its operational simplicity, offers us a versatile toolset with which we can create a broad range of commercial solutions for cable operators."

Narad's business broadband technology leverages cable operators' existing hybrid fiber coax (HFC) networks to deliver competitively priced data and voice services to commercial customers including small to medium sized businesses (SMBs), enterprise customers, WiFi network operators, schools, and municipalities, while minimizing capital expenditures and maximizing return on investment. Narad's solution addresses the large middle segment of the commercial market that cannot be adequately served by cable modems and cannot economically justify the high cost of constructing fiber.

"We are delighted that CAIW is deploying our technology in its networks," said Chuck Kaplan, chief operating officer of Narad Networks. "The market for high speed, Symmetric Broadband Ethernet services is starting to accelerate. WiFi data transport is a very timely addition to the small and medium business (SMB) applications that Narad is also deploying in the North American market."

*---In a separate release---*

WESTFORD, Mass. -- Narad Networks, Inc., a provider of business broadband access solutions using MSOs' existing cable networks, today announced that Daniel J. Sullivan and Howard J. Hall have joined Narad as chief financial officer and vice president of sales, respectively. The hiring of the two executives is a continuation of Narad's growth as it ramps up its business in the cable industry's commercial services sector.

"I am delighted to welcome Dan and Howard to the team," said James D. Norrod, CEO of Narad Networks, Inc. "We are fortifying the team to support the cable industry's increased emphasis on small-to-medium businesses, multi-site enterprises, and wireless services. These executives are a great fit for Narad because of their successful track records and their growth orientation."

Narad offers access solutions for high-speed data connectivity, voice over IP, and true TDM-based T1 connections via its switched Ethernet-over-cable solution. Narad's solution creates new, managed, secure bandwidth on existing cable networks. Narad's all-in-one CPE modem allows T1 lines from PBXs and Ethernet connections from LANs to be carried together and offered as a bundled service. The Narad solution augments the existing HFC nodes with 400 Mbps symmetric bandwidth that can be subdivided into fully symmetric, committed information rates (CIR) between 1 Mbps and 100 Mbps each.

Dan Sullivan, with over twenty five years of high tech experience, is responsible for finance, human resources, IT and investor relations. Most recently, he served as the chief financial officer at Sand Video, which was acquired by Broadcom Corporation. Prior to that, Sullivan led the successful effort to take Netsilicon public. Howard Hall, with over 13 years of direct sales and management experience, is responsible for sales and customer support. He has a proven track record of working with customers to structure and implement new services leveraging innovative technologies. Howard brings a cable industry background from companies such as Triple Play Integration, OpenTV, and Spyglass Integration.

Dan and Howard join Narad's existing executive team members Jim Norrod, chief executive officer, Chuck Kaplan, chief operating officer, and Dick Swee, executive VP of engineering and operations.

[Narad Networks Inc.](#)