

Quick Facts

Founded
1999

Headquarters
Hartford, CT

Worldwide Regional Offices
4

Number of Employees
50+

Web Address
<http://www.axerra.com/>

Management Team

Hezi Lapid
Chairman, CEO

Asher Avital
CFO

Reini Florin
General Manager - Americas

Yosi Ronen
Vice President, EMEA Sales

Gil Itkin
Vice President, APAC Sales

Alex Tal
CTO and Marketing

Guy Kronenthal
Vice President, R&D

Yaniv Pichoto
Vice President, Operations

Rachel Zussman
Vice President, Human Resources

Funding

Carmel Ventures
HarbourVest Partners
TLcom Capital Partners

Honors and Awards

Deloitte's Technology fast 50 (Israel) 2008

NXTcomm EOS Award 2007

GSM Global Mobile Awards 2007 & 2006

2006 Red Herring 100 Europe Award

IVA / Red Herring Finalist in the
"Start Up Contest" 2006

2006 FierceMarket "Fierce 15" Award

"10 Hottest Technologies" 2003, 2004, 2005
Telecommunications Magazine

Ethernet and Pseudo-Wire Solutions for Mobile Backhaul and service delivery

A competitive advantage for

- Mobile operators
- Cable MSOs
- Competitive service providers
- Incumbent carriers

Company Overview

In today's demanding, fast-changing world, telecommunications providers are seeking effective ways to expand their service offerings, optimize their networks, reduce expenditures, and enhance profits. The **explosive growth of the Internet** both in fixed broadband and mobile broadband has triggered exponential demand for IP (Internet Protocol) -based networks. Advances in IP-based technology in the past few years have made it more **cost-effective, higher-performance**, and simpler to manage than the older technologies that were originally designed to support the legacy services. As a result, telecommunications carriers are **investing heavily in Carrier Ethernet**, IP/MPLS, and hybrid fiber coax (HFC) infrastructures.

However, **legacy services** such as Leased Lines (LL), Frame Relay (FR), ATM (Asynchronous Transfer Mode), and Circuit-Switched Voice **generate the vast majority of providers' revenues and margins**. Given this situation, carriers and service providers need to expand their service offerings and smoothly migrate networks to a **single converged network** based on Carrier Ethernet without stranding any revenue streams from legacy services.

To meet these needs, Axerra Networks delivers powerful, scalable, carrier-class **Pseudo-Wire solutions** for circuit emulation and service emulation that provide a **full service alternative to TDM** access over packet access networks. These Pseudo-Wire solutions are providing operators with significant benefits, including dramatic reduction in OpEx and improved ROI, when utilized, in particular, for mobile backhaul and business service delivery.

An early innovator of Pseudo-Wire technology and a leading contributor to major standards organizations, Axerra Networks, "The Pseudo-Wire Company[®]," is the leading provider of **circuit emulation and service emulation** over packet access networks. Axerra's Pseudo-Wire solutions enable mobile operators, cable MSOs, competitive access providers, and incumbent carriers to extend IP + legacy voice and data services in native format over Ethernet, IP, and MPLS networks. The result is greater operational efficiency, new revenue opportunities, and a smooth migration strategy to a single converged network, while **preserving revenue streams from profitable legacy services**. With Axerra Networks' Pseudo-Wire solutions, service providers can convert any packet access network (Carrier Ethernet, broadband wireless including WiMAX, cable HFC, xDSL, PON, copper, etc.) into a full-service alternative to TDM access.

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Milestones

January 2006

UralSviazInform deploys
Axerra's Pseudo-Wire solutions

May 2006

Axerra selected for 2006
Red Herring 100 Europe awards

June 2006

Axerra named to FierceMarkets "Fierce 15"

October 2006

Axerra solutions certified for Nortel CDMA
wireless backhaul

December 2006

Axerra solutions deployed by Dataphone

February 2007

For the second year in a row, Axerra earns
"commended" award by GSM Association for
"best radio access product or service"

March 2007

Axerra announces the availability of the
AXN10-8NR Pseudo-Wire Access Device™

June 2007

Axerra receives NXTCOMM 2007 EOS
Excellence of Achievement Award

October 2007

Axerra solutions enable foremost Japanese
insurance company to migrate to IP network

November 2007

Axerra solutions deployed by
Central Telegraph

January 2008

Taiwan Mobile deploys Axerra solutions for
cost-effective mobile wireless backhaul

May 2008

US service provider selects Axerra to provide
mobile backhaul services

December 2008

Axerra solutions deployed to provide tier-1
US mobile operator with cost-effective
mobile backhaul services

February 2009

Major mobile operators in APAC expand
their Axerra solutions deployment

April 2009

An additional tier-1 US mobile operator to
deploy Axerra solutions for cost-effective
mobile backhaul services

Applications

Mobile Wireless Radio Access Networks – T1/E1 TDM circuits currently used within radio access networks (RAN) backhaul networks are clearly not optimized in terms of cost or capacity for transport of high bandwidth data services. Therefore, the mobile operators face a significant challenge; how to grow the data service revenues while maintaining a sound business case. With Axerra's Pseudo-Wire solutions, backhaul expenses in the RAN are capped or reduced while delivering additional bandwidth capabilities by enabling 2G, 3G circuit-switched voice and high-speed, packet-based data traffic as well as future-ready 4G (LTE/WiMax) to be aggregated for transport over Carrier Ethernet infrastructures.

Business Service Delivery over Cable HFC and Carrier Ethernet – Pseudo-Wires enable cable multiservice operators (MSOs) and Ethernet service providers to expand their service offerings and address entirely new markets. The AXN Pseudo-Wire solution allows these providers to leverage their Ethernet and fiber/cable infrastructures and offer a full suite of carrier-class voice + data business services.

Comprehensive Multiservice Pseudo-Wire Capabilities, IP Aggregation, and Service Interworking – The AXN solution lowers the cost of IP aggregation, enhancing the performance of co-located edge routers. At the same time, the Pseudo-Wire capabilities enable providers to preserve revenues from their legacy services, while simultaneously increasing revenues with packet-based services.

Axerra Products: The Full-Service Alternative to TDM Access

Axerra Networks' AXN Pseudo-Wire solution utilizes powerful Pseudo-Wire technology to provide a full-service alternative to TDM access. These solutions enable the most comprehensive set of services available in the industry, including TDM services, IP, Frame Relay, Transparent LAN services, and ATM.

The AXN Pseudo-Wire Gateways and Access Devices™ is the most scalable solution set available, ranging from small, low-cost devices to **high-density, modular, carrier-class** gateways. The flexibility of AXN technology allows network operators to **soft-provision any service on any port** or logical port, right down to the DS0. For many service providers, this flexibility obviates the need for cross-connect devices in their access networks. In addition, these solutions **integrate easily with existing equipment**.

AXN Pseudo-Wire Gateway Product Family



AXN10



AXN1



AXN1600e



AXN800



AXN1600n

Axerra Customers

Axerra's solutions are installed and carrying revenue-generating traffic for tier-1 operators worldwide, including KPN, Orange BS, Taiwan Mobile and US operators.