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Multi-Sided Platform (MSP) Partner Program

Co-creating Solutions with Disruptive Innovations from Best-of-breed Partners

As networks evolve to cope with traffic growth driven by internet video, cloud, and data center interconnect and to address new services and applications such as IoT, augmented reality, and the tactile internet, no single vendor can provide best-in-class products and technologies in all areas. At the same time, network operators are conscious of the increased costs and slowed innovation that can result from vendor lock-in. Recognizing this reality, the Coriant Multi-sided Platform (MSP) Partner Program provides an engagement environment for network operators, Coriant, and other innovative, best-in-class technology companies to come together to create high value solutions.

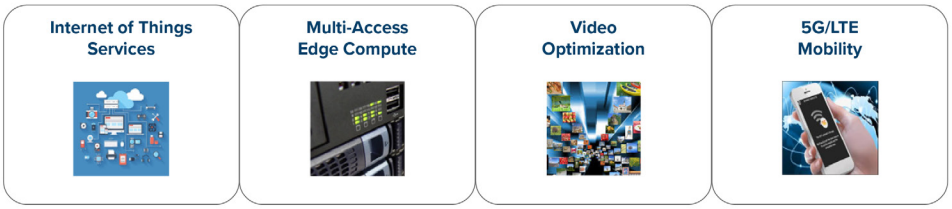

Figure 1 - Focus Areas for the Coriant MSP Partner Program

CO-CREATE SOLUTIONS THAT ADDRESS YOUR MOST PRESSING CHALLENGES AND ALIGN WITH YOUR INTERNAL PROCESSES

The Coriant MSP Partner Program brings network operators, innovative best-of-breed technology partners, and, where applicable, Coriant best-in-class DCI and packet-optical transport, IP/MPLS routing, network software, and professional services, together to create high value solutions that address key network operator challenges. These solution are focused on four key areas: IoT services, multi-access edge compute, video optimization, and 5G/LTE mobility.

MINIMIZE RISK AND SPEED DEPLOYMENT WITH ORCHESTRATED, INTEGRATED, AND VALIDATED SOLUTIONS

Scanning the market for the most innovative and synergistic companies, the Coriant MSP Partner Program first finds and vets these companies. However beyond this, Coriant can take responsibility for orchestrating the end-to-end solution, integrating partner products and Coriant products, and validating the end-to-end solution. Furthermore, the Coriant professional services team can deliver the full suite of lifecycle management services including planning and design, program management, installation and commissioning, IT/OSS integration, technical support, software upgrades, and spares management. This approach minimizes risk, speeds deployment, and reduces operational costs.

BENEFITS OF THE CORIANT MULTI-SIDED PLATFORM (MSP) PARTNER PROGRAM

- **Accelerate** innovation with breakthrough technology from Coriant partners addressing IoT services, multi-access edge compute, video optimization, and 5G/LTE mobility
- **Reduce** vendor lock-in by leveraging an open ecosystem to co-create solutions with products from multiple best-of-breed companies
- **Minimize** new technology risks with solutions that have been fully integrated and validated by Coriant
- **Speed** the deployment of new technologies and innovations leveraging Coriant installation and commissioning services
- **Control** operational costs with Coriant lifecycle management of the end-to-end solution

GENERATE IoT REVENUES FROM A WIDE RANGE OF VERTICALS WITH MINIMAL UPFRONT INVESTMENT

While IoT represents a major new revenue opportunity for network operators, deploying differentiated IoT services that address the needs of different verticals is a key challenge for many network operators and requires a significant upfront investment. Prodea addresses these challenges with hosted IoT services with support for a broad range of vertical markets, including enterprise, service provider, manufacturing, healthcare, energy, and government. The services are based on a pay-as-you-grow model requiring minimal upfront investment and provide an easily customizable front end.

ENABLE THE NEXT WAVE OF LATENCY-SENSITIVE APPLICATIONS WITH MULTI-ACCESS EDGE COMPUTE

The expected growth of latency-sensitive applications including augmented reality, the tactile internet, and autonomous driving and the huge increases in IoT scale that will be enabled by 5G are driving the push to locate compute resources closer to the network edge. At the same time, initiatives such as Central Office Re-Architected as a Data Center (CORD), Head End Re-Architected as a Data Center (HERD), and 5G Mobile Edge Computing (MEC) are re-architecting edge sites based on data center principles of commodity servers, white box switches, disaggregated access technologies, and open source software. Coriant's partners in this area include Adtran, Engineered Fluids, and nuPSYS.

Adtran provides a CORD-compliant multi-access edge compute platform leveraging the Coriant Groove™ G30 Platform for data center interconnect. Engineered Fluids provides a revolutionary liquid immersion cooling solution that cuts power by as much as 60% and increases density by as much as 80%. nuPSYS provides a visualization tool for network modeling, planning, and operations that makes rolling out distributed compute capabilities easy, cost effective, and predictable.

REDUCE VIDEO STREAMING BANDWIDTH BY 80% WITH NO CHANGE IN VIEWING QUALITY

With video streaming and downloads forecast to represent over 80% of consumer IP traffic and close to 60% of all IP traffic by 2021, few challenges are more crucial than finding cost-effective solutions for video traffic. This is the case for wireless and wireline access; check out Openwave Mobility's Mobile Video Index report for the latest wireless trends. Crunch Media provides patent-pending best-in-class video optimization technology that delivers an 80% reduction in file size and bit rate with no perceptible change in viewing quality. Openwave Mobility provides patented capability to measure and manage the quality of experience of video streaming delivery, in flight, for mobile. The combination of these capabilities provides the core foundation for a video strategy for next-generation access.

EXPAND MOBILE AND FIXED WIRELESS COVERAGE WHILE PROVIDING 5G/LTE-LIKE CAPACITY

150 MHz of spectrum in the 3.5 GHz range is now available in the US as the Citizen's Band Radio Service (CBRS). Federated Wireless provides a service that enables the three tiers of users (incumbents, priority access, and general authorized access) to effectively share this spectrum. It uses a network of sensors to detect which spectrum is being used by federal incumbents. A cloud-based Spectrum Access System (SAS) then ring-fences this spectrum while enabling priority access users to buy available spectrum at a given location for a given period of time. This provides mobile and broadband wireless access operators a cost-effective solution for expanding capacity and coverage, and gives Cable MSOs and Managed Service Providers (MSPs) a new option for reaching their customers with the cost of Wi-Fi but with the quality of LTE.