

ING BHF-BANK

SUCCESS STORY



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ING BHF-BANK is one of Germany's leading commercial banks, with Group assets of 58 billion euros and capital and reserves of 3.15 billion euros. Its business activities focus on advisory-intensive services and financing, as well as on trading in the major financial instruments. ING BHF-BANK is a member of the Dutch ING Group. Additional information about ING BHF-BANK can be found at www.ing-bhf-bank.com

ING BHF-Bank Uses Zhone's SideStreet Channel Technology to Implement DWDM System on Existing SDH Network

Zhone Networks (Nasdaq NM: FIBR) a leading supplier of intelligent optical networking solutions for metro and regional applications, today announced that ING BHF-BANK has deployed Zhone's SideStreet Channel technology to implement an 8-node DWDM system on an existing SDH network. ING BHF-BANK is one of Germany's leading commercial banks and has been using Zhone's GigaMux system since January 2001 for disaster recovery and disk mirroring in a large GDPS environment.

Mr. Rüdiger Schwitalla, ING BHF-BANK's Vice President of Telecommunications Networks, commented, "We have been very pleased with the performance of the GigaMux system for the past two years. The present application of Zhone's SideStreet Channel allows us to take advantage of the scalability of DWDM for new data services, such as Gigabit Ethernet, on a live SDH network."

SideStreet Channel is an optical multiplexing solution from Zhone Networks that enables customers to implement a DWDM-based, multi-gigabit link into any legacy, non-DWDM network. SideStreet Channel enables carriers and enterprises to target increased bandwidth delivery only to those sites that require it, while allowing other sites on the same metro ring to maintain their legacy architecture without costly system-wide upgrades.

Manfred Seehagen, Zhone's Vice President of European Operations, stated, "We are delighted that ING BHF-BANK selected Zhone's SideStreet Channel to expand their system bandwidth. Their network situation is very similar to that of many other enterprise customers looking to minimize disruption to their current system and yet be able

to get more bandwidth out of their existing facilities. With SideStreet Channel, customers have the ability to migrate their networks to multi-gigabit capacities one link at a time and avoid expensive, time-consuming ‘forklift upgrades’ of their entire network.”

Zhone Networks’ GigaMux is a metro and regional dense wavelength division multiplexing (DWDM) platform that transforms any fiber plant into a high-performance, multi-protocol transmission network with up to 64 times the transmission capacity. GigaMux is a compact, flexible and cost-effective system based on a “pay-as-you-grow” architecture. Working in conjunction with GigaMux is the EPC product family of sub-rate aggregation multiplexers that increase bandwidth utilization by combining a wide variety of traffic for transmission over a single wavelength, including ESCON, Fibre Channel, Fast Ethernet, Gigabit Ethernet and SONET/SDH channels. For entry-level networks, Zhone also offers 1608-400, a cost-effective 8-wavelength, coarse wavelength division multiplexing (CWDM) platform.

About Zhone Networks

Zhone Networks, headquartered in Oakland, CA, makes optical networking equipment for carriers and enterprises worldwide. Zhone’s products help customers increase profitability by improving transport efficiency and expanding the addressable market of their fiber networks. Zhone’s customer base and market focus includes cable TV operators, telecom carriers, and service providers. Zhone’s products are also used for storage area networking (SAN) and enterprise private networking. Zhone Networks’ GigaMux product line is designed for high-performance, multi-protocol metro and regional WDM transport. GigaMux consists of compact, flexible, and cost-effective sub-systems based on a “pay-as-you-grow” architecture that allows carriers and enterprises to start small and expand their networks in conjunction with customer demand. Additional customer, product, and financial information about Zhone Networks can be found at www.zhone.com

Zhone’s Banking Customers

Below is a representative list of banking customers who currently use Zhone’s SAN solution.



Z H O N E®

Zhone Technologies, Inc.
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About Zhone Technologies, Inc. (Zhone)

Zhone Technologies, Inc. (NASDAQ: ZHNE) is the first company dedicated solely to delivering the full spectrum of next-generation local loop access equipment. Zhone’s multi service products allow carriers to concurrently deliver voice, new premium data and video services over copper or fiber access lines. Zhone provides carriers with an elegant migration from legacy circuit-based technology to packet-based networks while substantially reducing operating costs. With deployments at over 250 carriers including among some of the world’s largest networks, Zhone has enabled carriers to reinvent their businesses.

For more information about Zhone and its products, please visit the Zhone Web site at www.zhone.com or e-mail info@zhone.com

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