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### **Cisco Highlights IP NGN Momentum at Worldwide Analyst Conference**

*Cisco making advances across architectural layers to help bring IP NGN vision to reality for global service providers*

**Cisco Worldwide Analyst Conference – SAN JOSE, Calif. – December 5, 2005** – Cisco Systems® today demonstrated continued momentum in service provider leadership through further development and delivery of products and solutions in its IP Next-Generation Network (IP NGN) architecture. The Cisco IP NGN, increasingly being adopted by service providers worldwide, enables cable, wireline and mobile operators to offer services based on fixed-mobile convergence (FMC). It is also designed to enable development and delivery of application and subscriber-aware services to help providers achieve higher revenues and greater efficiencies for improved profitability and enhanced control of their networks and businesses.

“Cisco’s Worldwide Analyst Conference 2005 marks one year since we first launched the Cisco IP NGN strategy, and we are very pleased with what we have accomplished in that time,” said Mike Volpi, senior vice president, routing and service provider technology. “With IP NGN, Cisco is continuing to drive development and deployment of advanced services, while enabling service providers to lower their capital and operational expenditures, reduce the costs associated with new product and service introductions through a converged network and bundled service offerings, and increase the average revenue per subscriber.”

Cisco continues to deliver on its IP NGN vision and architecture for service providers with a number of solutions and milestones:

- **Definitive agreement to acquire Scientific Atlanta:** Scientific-Atlanta is a leading global provider of set-top boxes, end-to-end video distribution networks and video system integration. The combined entity creates a world class, end-to-end triple play solution for carrier networks and the digital home. In addition, upon closure, the market opportunities represented by this acquisition will become part of Cisco's Advanced Technology portfolio. For more information, see: [http://newsroom.cisco.com/dlls/2005/corp\\_111805.html](http://newsroom.cisco.com/dlls/2005/corp_111805.html)
- **Establishment of the IP NGN Expertise Center:** As momentum toward IP NGN adoption increases, more service providers are looking to Cisco for assistance with their IP transformation efforts. Towards that end, Cisco today announced the establishment of

the IP NGN Expertise Center to expand the knowledge and skills of its partners and customers through lifecycle services. Focused on IP-based voice, data and video integration, the IP NGN Expertise Center brings people, partners, processes, labs and tools together to accelerate customer success with IP NGN solutions.

- **Linksys One - Hosted Small Business System:** A service delivery platform developed within the IPNGN architecture enabling providers to address the particular needs of small business customers. Linksys One provides business-quality voice, video, data networking, business applications and high-speed Internet access through a single, high-speed connection from a service provider. For more information, see: [http://newsroom.cisco.com/dlls/2005/ts\\_111405.html](http://newsroom.cisco.com/dlls/2005/ts_111405.html).

Adding to the extensive existing Cisco IP NGN architecture and portfolio, additional announcements made today are focused on two of the three convergence areas within the Cisco IP NGN architecture:

**Network Convergence** – enabling convergence of disparate networks over a more efficient and cost-effective common infrastructure. Cisco’s recent momentum in network convergence includes:

**Cisco CRS-1 Delivers Industry-leading IP over DWDM Innovation**

This innovation minimizes optical-electrical-optical conversions in the network by reducing the need for expensive stand-alone transponders and complex electrical switching equipment through integration of IP and dense wavelength division multiplexing (DWDM) technologies for a converged network core. For more information, please see the separate release issued today.

**Linksys WAG54GP2 ADSL2+ Gateway**

Purpose-built for service providers, the Linksys Wireless-G ADSL Gateway, with two phone ports, is an integrated solution that enables providers to offer not just broadband connectivity, but also value-added services like home networking and VoIP. It offers key features and capabilities service providers need to provide customized services to their subscribers. The WAG54GP2 can be remotely provisioned and supports dynamic, in-service software upgrades. Remote management saves providers time and expense and eliminates the inconvenience of pre-configuring or re-configuring customer premise equipment (CPE), resulting in faster service deployments.

**Service Convergence**, for “triple play on the move” - enabling increased application and subscriber-level service control intelligence to facilitate the efficient and profitable delivery of voice, video and data services for fixed-mobile convergence (FMC). To enable such capabilities, Cisco continues to expand the capabilities of its Service Exchange Framework, part of the Cisco IP NGN architecture. For more information, please see the separate release issued today.

Recent highlights include:

- New products to support IP services including IMS-based applications:
  - Industry’s first integrated Session Border Control solution – available on Cisco XR 12000 Series Routers
  - Industry’s first MPLS-enabled MGX 8880 media gateway solution for wireless, wireline and cable operators

- Enhancements to a number of products to support IP services including IMS-based applications:
  - Cisco Call Session Control Platform (CSCP)
  - Cisco PGW2200 Media Gateway Controller
  - Cisco BTS 10200 Softswitch
  - Cisco Service Control Engine

### **Global Deployments**

Cisco continues to drive service provider adoption of its IP NGN solutions globally. Recent deployments include the following:

- China Telecom (China) - will adopt the Cisco CRS-1 Carrier Routing System to integrate the supercore network nodes of ChinaNet, the largest Internet Protocol (IP) service network in China. With this seventh upgrade of its backbone network, China Telecom is continuing its transformation from a network carrier into an “integrated information service provider,” the company’s growth goal through technological advancement and service creation. For more information, see: [http://newsroom.cisco.com/dlls/global/asiapac/news/2005/pr\\_11-30.html](http://newsroom.cisco.com/dlls/global/asiapac/news/2005/pr_11-30.html)
- Cable&Wireless (UK) - awarded contract for Internet Protocol (IP) core element for its Next Generation Network (NGN) to Cisco. Cable & Wireless is deploying 15 Cisco CRS-1 Carrier Routing System routers throughout the UK network, each equipped with Cisco's new carrier grade internet operating system, Cisco IOS XR software. For more information, see: [http://newsroom.cisco.com/dlls/2005/prod\\_090105b.html](http://newsroom.cisco.com/dlls/2005/prod_090105b.html)
- Telstra (Australia) - will deploy the Cisco carrier routing system (CRS-1) at the core of its next-generation network to support a full range of services to all sectors of the Australian marketplace, including supporting IP Core transit for Ethernet services for business customers and next-generation "triple-play" (data, voice, video) over broadband services. For more information, see: [http://newsroom.cisco.com/dlls/global/asiapac/news/2005/pr\\_11-15.html](http://newsroom.cisco.com/dlls/global/asiapac/news/2005/pr_11-15.html)
- Hong Kong Broadband (Hong Kong) - the first service provider in the world to achieve the Cisco Powered Network Metro Ethernet QoS Certified status. This certification indicates that HKBN has demonstrated, through a third-party assessment, that its Metro Ethernet service meets Cisco best practices and standards for delivering quality of service (QoS). The architecture of HKBN is based on the Cisco IP NGN. For more information, see: [http://newsroom.cisco.com/dlls/global/asiapac/news/2005/pr\\_10-26b.html](http://newsroom.cisco.com/dlls/global/asiapac/news/2005/pr_10-26b.html)
- SaskTel (Canada) - driving expansion of advanced services, including its MAX IP TV offering, by furthering development of its Cisco Internet Protocol Next-Generation Network (IP NGN) featuring the Cisco CRS-1 Carrier Routing System routing platform and Cisco IOS XR software. For more information, see: [http://newsroom.cisco.com/dlls/global/canada/news/2005/pr\\_11-29.html](http://newsroom.cisco.com/dlls/global/canada/news/2005/pr_11-29.html)
- Euskaltel (Spain) - the leading cable operator and broadband service provider in the Basque country in Spain is introducing usage-based billing to its broadband services portfolio to enhance choice and lower the entry level to broadband services for its customers. The new billing capabilities are made possible using the Service Exchange Framework of the Cisco IP NGN. For more information, see: [http://newsroom.cisco.com/dlls/2005/prod\\_100405.html](http://newsroom.cisco.com/dlls/2005/prod_100405.html)

For more information about the products and solutions being announced today, please visit the Cisco web site at [www.cisco.com/go/ipngn4](http://www.cisco.com/go/ipngn4).

**About Cisco Systems**

Cisco Systems, Inc. (NASDAQ: CSCO) is the worldwide leader in networking for the Internet. Information about Cisco can be found at <http://www.cisco.com>. For ongoing news, please go to <http://newsroom.cisco.com>.

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