



## **MEDIA ADVISORY**

### **Ciena Appoints Senior Management Team for Australia and New Zealand Operations**

**SYDNEY, Australia – June 23, 2010** – [Ciena](#)<sup>®</sup> Corporation (NASDAQ: CIEN), the network specialist, today announced the appointments of Anthony Mclachlan and David McDermott to the roles of Vice President and General Manager, Asia Pacific, and Regional Managing Director, Australia and New Zealand, respectively.

Mclachlan and McDermott joined Ciena through its acquisition of Nortel\*'s Metro Ethernet Networks (MEN) business, where they served as members of the leadership team. In his new role, Mclachlan is responsible for leading Ciena's field operations teams in Australia, China, India, Japan, New Zealand, the Philippines, Singapore, South Korea and Vietnam. McDermott is directly responsible for managing Ciena's Australian and New Zealand business, which encompasses all existing customer accounts inherited through the MEN acquisition, including Optus, AAPT, Uecomm, VERNet and the Australian Securities Exchange in Australia, and TelstraClear and Southern Cross in New Zealand.

“Asia Pacific, and specifically Australia and New Zealand, is a critical market for us as we look to expand our global footprint and drive the adoption of our market-leading converged optical and Carrier Ethernet solutions,” said Mclachlan.

“There's been a lot of talk recently, mainly in Australia but also in New Zealand, about connecting end-users to ultra high-speed broadband services, with a particular focus on the 'last mile' of fibre-to-the-node or home,” he added. “What hasn't been discussed as much is the resulting explosion in demand for bandwidth in the core of the network, and our own research indicates that traffic volumes in the core will quickly reach multiple terabytes in a very short space of time.”

Mclachlan continued, “At the same time, the growing demand for mobile data, due in part to the popularity of data-intensive devices such as smartphones and tablets, and the gradual migration to 4G technologies such as WiMAX and LTE, will put even more pressure on mobile carriers to upgrade their network backhaul with more efficient and resilient transport technology.”

McDermott said there is a window of opportunity for local service providers – especially network operators that are embarking on significant broadband projects and other communications infrastructure initiatives – to optimise their networks with technology that makes high-speed data transport more efficient, resilient and economical.

“These are key strengths of Ciena’s portfolio, which is designed to address the most critical areas of next-generation network architectures – high-capacity transport, mesh-based switching and Ethernet services,” he said. “Ciena’s market-leading optical transport and switching solutions and Carrier Ethernet platforms, combined with our expertise and experience in software and services, help customers manage costs that would otherwise spiral out of control, and provide a compelling alternative to the competition. We are the only vendor, for example, with a commercial deployment of 100G transport, and have conducted numerous successful field trials of 40G and 100G technology in Australia and New Zealand during the past several years.”

In his 16 years at Nortel, Mclachlan held senior management positions across Asia and the United Kingdom. As Nortel’s Vice President of Carrier Sales in Asia, he was responsible for the growth and direction of the carrier business across Nortel’s portfolio of carrier solutions, including Carrier Voice and Applications, WiMax, GSM, CDMA, LTE and MEN. Mclachlan also has a proven track record and extensive experience in multiple regions and disciplines, ranging from commercial management, product management and international sales. He holds Bachelor of Business in accounting/finance and Master of Business Administration degrees from the University of Technology in Sydney, Australia.

In his 13 years with Nortel Australia and New Zealand, McDermott held a variety of business development, sales and management positions. His previous career experience includes seven years at Australia’s largest service provider, Telstra, where he led the company’s development of operational support systems and processes for advanced networks. He was also responsible for systems/product management for voice and data products at Telstra. McDermott holds a Science degree from the University of Melbourne, and post-graduate qualifications in Information Technology from Monash University.

Mclachlan and McDermott are based in Sydney and Melbourne respectively.

For further information about Ciena's presence in Australia and New Zealand, please contact:

Guy Lerner  
Watterson Marketing Communications  
+61 2 9929 7533  
[guy.lerner@watterson.com.au](mailto:guy.lerner@watterson.com.au)

###

#### **About Ciena**

Ciena specializes in practical network transition. We offer leading network infrastructure solutions, intelligent software and a comprehensive services practice to help our customers use their networks to fundamentally change the way they compete. With a global presence, Ciena leverages its heritage of practical innovation to deliver maximum performance and economic value in communications networks worldwide. We routinely post recent news, financial results and other important announcements and information about Ciena on our website. For more information, visit [www.ciena.com](http://www.ciena.com).

#### **Note to Investors**

This media advisory contains certain forward-looking statements based on current expectations, forecasts and assumptions that involve risks and uncertainties. These statements are based on information available to the Company as of the date hereof; and Ciena's actual results could differ materially from those stated or implied, due to risks and uncertainties associated with its business, which include the risk factors disclosed in its Report on Form 10-Q, which Ciena filed with the Securities and Exchange Commission on June 10, 2010. Forward-looking statements include statements regarding Ciena's expectations, beliefs, intentions or strategies regarding the future and can be identified by forward-looking words such as "anticipate," "believe," "could," "estimate," "expect," "intend," "may," "should," "will," and "would" or similar words. Ciena assumes no obligation to update the information included in this media advisory, whether as a result of new information, future events or otherwise.

*\*Nortel' is a trademark of Nortel Networks, used under license by Ciena.*