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## **FOR IMMEDIATE RELEASE**

### **BTI Systems Powers Regional Network Expansion for Pinpoint Network Solutions**

*Packet Optical Platform Helps Expand Multi-Service Footprint from Denver to Chicago*

**OTTAWA, March 1, 2010 //** BTI Systems, the company that redefines metro service delivery, today announced that Pinpoint Network Solutions has selected its flagship packet optical networking equipment, the BTI 7000 Series, for a new regional network from Denver to Chicago. Pinpoint is able to expand that portion of its footprint from 300 miles to over 1,000 miles and support new services including GbE, SONET, FC and Video with a 10G Multiprotocol Muxponder solution. BTI's solution enables Pinpoint Networks to keep pace with the exponential increase in demand for bandwidth with minimal operational impact and avoid the capital expenditure that would be required to augment its fiber network infrastructure.

"What's great about the BTI 7000 Series solution is that it is so flexible," said Ralph Armendariz, CTO for Pinpoint Network Solutions. "The muxponder technology that BTI brings to the table allows us to configure any service on any port. We can address connectivity changes and additional service requests rapidly. BTI fits our network topology and offers us a cost-effective means to help us win additional coverage and interconnect with new providers in the future."

Pinpoint provides long haul and local access for IOCs, large volume financial institutions, and high bandwidth enterprise customers. The initial DWDM network from Denver to Chicago supports 80Gbps of service capacity with the ability to double network capacity incrementally as needed with no additional engineering required. Pinpoint is utilizing BTI's DWDM virtual fiber technology to increase the capacity of an existing fiber pair 160x from 2.5G up to 400G. Each 10G wavelength dynamically cross-connects various services between each add/drop location with the Multiprotocol Muxponder. With BTI, Pinpoint Networks has deployed an efficient infrastructure to transport a comprehensive mix of data, TDM, storage and video protocols, including Ethernet and SONET that guarantees a competitive service offering for its customers.

“Service providers are constantly looking for ways to ensure that its fiber assets are a strategic value driver,” said Glenn Thurston, VP of Global Marketing for BTI Systems. “The ability to extend reach, deliver a comprehensive service portfolio, and leverage fiber infrastructure efficiently from a single packet optical platform provides our customers with significant value. The BTI 7000 Series, with DWDM optical networking and building blocks like the 10G Multiprotocol Muxponder, provide service providers with a strategy to deliver a wide range of services, rapidly address customer requests, and quickly generate service revenue.”

Today’s announcement comes after BTI Systems [detailed key enhancements](#) to the BTI 7000 Series to help service providers and large enterprises take a low-risk path to quickly and efficiently expand capacity and add new services. Visit us [on the Web](#) for more information on the BTI 7000 Series.

Learn more BTI Systems and its work with Pinpoint Networks and similar service providers at the Minnesota Telecom Alliance 2010 Annual Convention & Trade Show at booth 115 held at the Hyatt Regency and Millennium Hotel in Minneapolis, MN from March 1-3.

### **About Pinpoint Network Solutions**

Pinpoint Network Solutions provides the entire array of communication services with a private, non-compromised network that spans 19 states. Services provided by Pinpoint include transport, data center and Internet services.

### **About BTI Systems**

BTI Systems redefines service delivery with its packet-optical service platforms that help over 200 service provider and enterprise customers converge, transition and connect Ethernet, video and wireless data services in their metropolitan networks. The BTI Systems portfolio consists of the BTI 7000 Series packet optical networking platform, the BTI 700 Series Carrier Ethernet access portfolio, and the proNX Management Suite offering element, network, service management and strategic planning capabilities. BTI Systems has 180 employees at its headquarters in Ottawa and throughout its regional offices in Boston, Belfast, Kuala Lumpur and China. For more information, visit [www.btisystems.com](http://www.btisystems.com).