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BTI Systems Goes Three for Three in Asia Pacific

*Opens Third Office in the Region and Signs Three New Resellers
to Deliver Packet Optical Platform*

OTTAWA, March 31, 2010 // BTI Systems, a Canadian company that redefines metro service delivery, marked increased momentum for its packet optical service delivery platform in the Asia Pacific region with the opening of a new office in Malaysia. Three reseller consulting partners located throughout the region in Korea, Malaysia and Indonesia have also joined with BTI Systems to further its commitment to help customers optimize their existing infrastructure with Carrier Ethernet and WDM to aggressively compete for future business. With more than 200 customers across 24 countries and deep domain knowledge gained in years of experience serving competitive operators, independent operating carriers and large enterprises, BTI Systems is rapidly adding distribution, sales, marketing and technical engineering resources to support its large and growing base of partners and customers in the region.

“For the last two years, the optical networking market has seen a hotbed of growth throughout the Asia Pacific region,” said Andrew Schmitt, directing analyst for optical at Infonetics Research. “Service providers in the region realize that the traditional approach to separate the transport network from the service layer is becoming more blurred – they need to adapt to the new packet optical approach or they risk falling behind their competition. This realization provides the fuel for vendors like BTI Systems to deliver new services in the region.”

BTI Systems’ newest office is in Kuala Lumpur, Malaysia, the company’s third office in the Asia Pacific region. Supply chain and distribution teams work from its Shanghai, China location and Fahim Sheikh, BTI Systems’ vice president of Sales for the Asia Pacific region, leads sales and marketing efforts from Singapore. Under Sheikh’s leadership, BTI Systems continues to add consulting partners to support deployment for Carrier Ethernet and packet optical solutions including ARU TECH in Korea; VADS in Malaysia; and KHT in Indonesia.

“Our customers understand the strategic importance of fiber-based services and the value it delivers,” said Megat Mazhar Khair Megat Md Nor, general manager, IT Services, Enterprise, VADS. “Innovative Carrier Ethernet solutions impact the bottom line and drive business success so the ability to access engineering and development support teams on the ground will help us to extract the maximum value for our customers.”

"We are winning business in this region due to our innovative solutions that combine Carrier Ethernet and WDM." said Fahim Sheikh, Vice President of Sales for the Asia Pacific region for BTI Systems. "By bringing together consulting partners, systems integrators and customers, our innovative business solutions deliver on the promise of packet optical networking with rapid time-to-revenue and top line growth for our customers. Our new investments in this region enhance our customer experience as we deploy more BTI expertise closer to our partners and customers."

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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 is headquartered in Ottawa, Canada and has regional offices in Boston, Belfast and China. For more information, visit www.btisystems.com.