



Z H O N E

In the Zhone

[The Newsletter about the Zhone Asia Partners' Conference
21 - 22 June 2006]

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Partners and Re-Sellers Learn & Celebrate in Singapore

Some 70 people from 12 countries attended Zhone Technologies' annual Asia Partners' Conference in Singapore on Wednesday and Thursday 21 - 22 June 2006.

It was the second time the annual event, at the Meritus Mandarin Hotel, has been held in the Merlion city. Zhone partners and re-sellers from Australia, Bangladesh, Brunei, Indonesia, Japan, Korea, Malaysia, New Caledonia, the Philippines, Singapore, Thailand, and Vietnam, attended the event.

Market Leader

Zhone is the market leader in Broad-band Loop Carrier platforms and the first company dedicated to building total-delivery solutions for voice, data and content services worldwide.

Zhone has technology partnerships with a wide range of systems and applications suppliers.

The Asia Pacific Region has been identified as an important area for the company's growth and development.

Partners who attended included Inter-touch (M) Sdn. Bhd, JTS Corporation, Primatel, Thai Commission Industries, CellFlow Ltd., Multinet, Infitel, Proactive Communication Solutions, One Commerce and O'Connor's Singapore Pte Ltd.



Zhone's new VP Sales Asia, Gerry Pagano, delivers the Conference welcome speech.

There were also people from firms such as Scorpion Holdings, Almatec, Indosol, PT Aplikanusa Lintasarta and PT Astel.

Other organisations represented were Connect Network ERA, Timedot Com, TOT, Public Company, One Commerce, SNS, TTI, Power & Telephone and Indosol.

Zhone Senior Vice President, International Sales, Mike Scheck, and Gerry Pagano, Zhone's new VP Sales, Asia, hosted the occasion.

There were two full afternoon information sessions on Wednesday and Thursday.

Mike said the conference came at an exciting time for Zhone's business.

Recent Acquisition

With the recent acquisition of Paradyne and the expansion of our product portfolio, significant growth is expected for Zhone in the Asia Pacific.

"The conference's objective was to provide new information to our partners and re-sellers about our expanded products and services," Mike said.

"It was also a fun opportunity to thank everyone for their on-going hard work and support. "The networking and socializing events helped with our on going goal to foster cordial business relationships between our partners and clients."



Conference attendees (from left) Chew Chong Bee, Tom Kojima, Bongil Jeon and Matthew Tan.

Zhone Technologies, Inc. is the first company dedicated to building total-delivery solutions for voice, data and content services worldwide.



In between information sessions (from left) Zhone Engineer Raymond Chia, Iqbal, Roger Samuel and Irfan.



Zhone's Senior VP International Sales, Mike Scheck, SGT CEO Jasmy Ismail and Gerry Pagano, Zhone's new VP Sales Asia.



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Expanded Products & Services Announced

The Zhone conference in Singapore involved two information packed afternoon sessions.

These were designed to inform people about the expanded features and capabilities of Zhone products, to help them market them more effectively, and to outline the exciting benefits of upcoming innovations.

Zhone's products have long been market leaders in the rapidly growing Ethernet over Copper market.

On Wednesday afternoon, Zhone's Technical Services Manger, Chew Chong Bee, gave a presentation of issues such as IPTV, Voip, Active Ethernet, MTM and ReachDSL.

On Thursday, there were presentations from Zhone Asia Pacific Systems Engineers Lim Meng Hwee, Raymond Chiu and Raymond Chia.

Most Scalable Line of Ethernet

Lim spoke about EtherXtend and CPE. Zhone's new EtherXtend CPE and EtherXtend 319 and 719 chassis represent the most scalable line of Ethernet in the First Mile over Copper (EFM) solutions in the industry.

Zhone's EtherXtend™ products to deliver cost-effective high bandwidth Ethernet services over existing copper loops.

Raymond Chiu gave a presentation of CWDM Gig 50, Zhone's Fiber Soltuion, EFEM, GPON and Active Ethernet.

New Zhone VP for Sales in Asia

The conference was the first for newly-appointed Zhone Vice-President, Sales Asia, Gerry Pagano, who gave the conference welcome speech.

Gerry said that the conference was a great success and was an excellent opportunity to inform people about Zhone's company direction.

"This event gave us the opportunity to outline new directions and pathways that will provide great opportunities for Zhone's partners and re-sellers," Gerry said.

"We were able to let our people know that our new technologies are here to stay.

"Through the information sessions we outlined how our people can market our products more effectively."



The TOT Public Company Team



Conference attendees focus their concentration during an information session.

Conference Comment

"We were re-oriented with the current trends in the market, especially now that networks are converging and traditional services, offered by providers, are being overlaid into an advanced IP platform. We realised the enormous cost savings that providers can achieve by migrating to next generation technology and being able to offer additional value-added services like IPTV and VoiP." - Roderick Tobio, Sr. Product Manager, One Commerce, The Philippines.



The One Commerce Team from the Philippines relaxes at the Ministry of Sound nightclub.



The Thailand contingent at the Lotus Grill dinner.

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More Zhone Conference Networking

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Zhone staff enjoyed the fun: From Left—Lim Meng Hwee, Raymond Chiu, Raymond Chia, Chew Chong Bee, Abbey (the owner of One Commerce from the Philippines, hidden behind Raymond Chia) and Catherine Wong, at the Ministry of Sound nightclub.



Nhon and Cecil CK Tan from Vietnam, with Matthew Tan.



Approval of the proceedings: Sawat Patanasantichai (TTI, Thailand) & Alan Tey (SNS, Malaysia).



Chew Chong Bee, Jace Tan, Kanicknan and Frank.



Velle 'keeps the peace' with some One Commerce fans.

Zhone is enabling enhanced services by allowing network operators to offer broadband services over their existing networks today, while simultaneously retooling for packet-based VoIP and IPTV, over both copper and fiber access lines.



Chew does Elvis.



Abbey from One Commerce with Velle, from Vedeco Concepts.



Binh and his Vietnam customers.



Md Hanizam, from Timedot com, and Roger.

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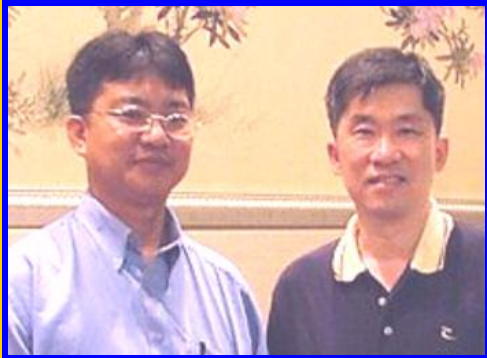


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More Zhone Asia Partners' Conference Fun



Jasmy Ismail (far left), from SGT, celebrates with the Thailand Team.



Zainalabidin Hj Salleh and BH Teoh.

Conference Comment
“ Our consumers are looking for access solutions and we have found that Zhone has those solutions. New directions and potential opportunities outlined at the conference included the MALC solutions and Raptor 100 series. I think that these are what our Indonesia consumers need right now. The conference was a valuable opportunity to get updates on Zhone solutions and to be introduced to the Zhone team.” – **Evan Bastian, Marketing, PT Astel, Indonesia.**



Time for coffee: (From left) Frank, Pelagio F. Battung Jr & partner.



Happy trio: (From left) Chong Bee, Velle and Dirk Heymans, Zhone's Technical Director International).



Cheers: (From left) David Mackenzie from the United Group, Namson Tran from Proactive Communication Solutions and Zhone's Matthew Tan.



More members of the Thai Team have fun on the dance floor.

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