



Convergent Networks Expands Cohesion Alliance Partner Program With Seven New Members

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LOWELL, Mass.--(BUSINESS WIRE)--March 12, 2002--

Alliance Members Promote Advanced Services on Next-Generation Voice Switching Platforms; New Members Include ADTRAN, BayPackets, Carrier Access Corp., Convedia, FastComm, IP Unity and Occam Networks

With a shared commitment to promoting innovative and interoperable next-generation solutions for the New Public Network, seven leading communications companies have joined Convergent Networks' Cohesion Alliance Partner Program. Convergent Networks, a leading provider of broadband voice infrastructure solutions, formed the Cohesion Alliance Partner Program to further the education, development and deployment of next-generation packet technologies in carrier networks. Alliance members span all facets of the telecom industry and include technology providers, communications equipment manufacturers, applications developers and network consultants who share a common goal of helping service providers successfully deploy traditional and advanced voice services over a packet infrastructure.

"Convergent Networks' Cohesion Alliance offers service providers a strong, interoperable foundation for providing packet-based voice services that not only match those of the PSTN, but more importantly, those that will deliver the differentiated, 'outside the box' capabilities that will drive service revenues and profitability," said Deb Mielke, principal, Treillage Network Strategies. "By working together, Alliance partners can help carriers reduce the time, energy and cash needed to implement these best-of-breed solutions by ensuring the hardware and software platforms not only function, but also perform consistently and reliably."

New members of the Cohesion Alliance Partner Program include:

- ADTRAN, Inc. (Nasdaq: ADTN) of Huntsville, Alabama. ADTRAN is an established supplier of advanced transmission products for today's expansive telecommunications networks. Widely deployed in carrier, Competitive Services Provider (CSP), enterprise and global networks worldwide, ADTRAN products support all major digital technologies, including fiber, T3, T1, E1, wireless T1/E1, ATM, Frame Relay, VPN, SHDSL, SDSL, HDSL, HDSL2, ISDN and DDS.

www.adtran.com

- BayPackets, Inc. of Fremont, California. BayPackets develops and markets an integrated carrier-grade service deployment platform that enables rapid and cost-effective deployment of revenue-generating voice services over today's heterogeneous networks. The company's scalable Rapid Service Introduction(TM) (RSI) system creates a network-independent service layer- spanning across circuit-switched and packet-based networks - to allow telecom carriers and cable MSOs to accelerate time-to-market of network-based enhanced voice services for incremental revenue generation, while

- lowering operating costs. www.baypackets.com.
- Carrier Access Corporation (Nasdaq: CACS) of Boulder, Colorado. Since 1992, Carrier Access has manufactured high-performance equipment for telecommunications carriers that helps them to accelerate their revenue; lower operating costs and extend capital budgets. The company focuses on broadband access from the central office to the customer premise; enterprise service delivery; and next-generation wireless access infrastructure. www.carrieraccess.com.
- Convedia Corporation of Vancouver, British Columbia, Canada. Convedia's family of carrier-class media servers allow telecommunication service providers around the world to reduce service delivery costs and increase revenues through new approaches to enhanced services. Convedia Media Servers consolidate the functions of traditional announcement servers, interactive voice response (IVR/VRU) units, conference bridges, messaging and speech platforms into a single multi-service, open standards compliant solution for network and enhanced services media processing. www.convedia.com.
- FastComm Communications of Dulles, Virginia is a leading developer of cost-effective signaling and protocol conversion technologies for next-generation networks. With over 15 years of experience in designing signaling interoperability solutions for telephony networks in over 80 countries around the world, FastComm opens opportunities for immediate revenue in networking applications that require connectivity between networks based on today's new IP-based convergence technologies and existing legacy telephone networks. Their solid base of protocol support includes SS7, C7, ISDN, C5, R1, R2, and DTMF, as well as a growing number of custom protocol variants. www.fastcomm.com.
- IP Unity Inc., of Milpitas, California. IP Unity delivers a carrier-grade services platform for enhanced voice and telephony applications over TDM and VoIP networks. The company's media servers, applications servers, enhanced service applications and application partners allow customers to quickly and cost-effectively offer new services associated with next-generation networks while protecting their investment in legacy systems. www.ipunity.com.
- Occam Networks Inc., of Santa Barbara, California. Occam Networks Inc. develops and markets a suite of Broadband Loop Carriers, innovative Ethernet- and IP-based loop carrier platforms that enable incumbent local exchange carriers to profitably deliver a variety of services, including traditional and packet voice, as well as broadband and IP services from a single, converged all-packet access network. www.occamnetworks.com.

"As next-generation solutions continue to gain ground against traditional circuit-switched equipment, it is critical that we showcase the real potential of a multi-service packet-based architecture with robust and truly innovative solutions," said Sally Bament, vice president of marketing and product management at Convergent Networks. "That means that companies must work together to prove interoperability, integration and reliability - before they enter carrier facilities. Only then can we demonstrate the real value of a next-generation architecture."

About the Cohesion Alliance Partner Program

Cohesion Alliance Partner Program benefits include access to Convergent Networks' interoperability testing lab; participation in educational forums on next-generation solutions, such as the Cohesion product family; a forum to explore ideas with other partners in the Alliance Program; and the ability to leverage sales opportunities and co-marketing programs with Convergent Networks such as trade shows, seminars and industry speaking engagements.

About Convergent Networks, Inc.

Founded in 1998 and privately held, Convergent Networks is The Voice of Broadband Networking.(TM) The Company designs, develops and markets carrier-class Cohesion(TM) switching solutions that enable emerging and incumbent carriers to economically deliver innovative broadband services to their business and residential subscribers. More information about the Company can be found at www.convergentnet.com.

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