



LAMBDA OPTICALSYSTEMS AND JB CUBED INK SALES AND MARKETING RELATIONSHIP

JB Cubed will market Lambda OpticalSystems all-optical switching systems and software suite to federal government

RESTON and HERNDON, VA, June 29, 2005 - Lambda OpticalSystems, the leading provider of all-optical switching solutions, and JB Cubed, a leader in innovative outsourced sales and marketing solutions for technology companies, today announced they have signed a business development partnership focused on expanding Lambda's presence in the government marketplace. JB Cubed will market and sell Lambda OpticalSystems' all-optical network solutions, including its LambdaNode™ 2000 Intelligent Integrated Optical Switch, LambdaNode 200 Optical Switching System and LambdaCreate software suite.

"The government market represents a strategic opportunity for Lambda's all-optical networking solutions," said Irfan Ali, Lambda OpticalSystems president and CEO. "Issues that are driving government toward all-optical networking are high-performance, security and survivability. New initiatives from government agencies such as the Department of Homeland Security and regulations according to Sarbanes-Oxley and HIPPA all have requirements that best can be filled through the use of flexible, secure, redundant all-optical networks, and Lambda OpticalSystems has the only all-optical network on the market today.

"JB Cubed has extensive expertise selling into the government marketplace and is the best partner to deliver our all-optical solutions to the federal government," Ali said. "They understand the unique business requirements and the length and complexity of the government sales cycle. Their successful sales record, established GSA Schedule and highly trained sales engineering staff will enable Lambda OpticalSystems to more effectively penetrate the lucrative government market."

"The requirement for increased network bandwidth demanded by many federal agencies has been a known government requirement for the last five years," said Jim Beaupre, JB Cubed's president and CEO. "The desire to exchange information among federal agencies, including data, audio, image and video, is necessary for our nation's defense," Beaupre said. JB Cubed is pleased to represent Lambda Optical Systems, whose technology provides unsurpassed network performance, lower cost of operations, enterprise-level network bandwidth, and greater flexibility to fiber optic networks. The LambdaNode 2000 and LambdaNode 200 switches and LambdaCreate software suite are helping federal agencies realize the potential of their fiber backbone networks.

LambdaNode 2000 Intelligent Integrated Optical Switch

The LambdaNode 2000 is the industry's only integrated all-optical switch, eliminating the requirement for OEO conversion equipment to enable lower signal delays, reduced cost, higher performance, improved reliability, and enhanced manageability. The LambdaNode 2000 utilizes 3-D MEMS (micro-electro-mechanical-systems) for reliable, rapid switch time and low signal loss for effective optical switching. Built for ring, mesh, and ring/mesh metro and regional networks, the LambdaNode 2000 fully integrates Dense Wavelength Division Multiplexing (DWDM) technology, which multiplies fiber capacity and allows diverse packet formats (SONET/SDH, IP, ATM, etc.) to travel together at the same time on one optical fiber. Protocol agnostic, the LambdaNode 2000 incorporates GMPLS con-



control plane (Generalized Multi-Protocol Label Switching), a standard that enables a broad suite of new communications applications.

LambdaNode 200 Optical Switching System

The LambdaNode 200 Optical Switching System is designed to serve the unique needs of metro, access and campus networks and of emerging service providers such as utility and municipal broadband access networks. It provides many of the benefits and features of the LambdaNode 2000 Intelligent Integrated Optical Switch through an all-optical solution and seamless integration with the network operator's current access, transport, switching and WDM platforms at an economically attractive price. It provides the same dynamic wavelength switching performance as the LambdaNode 2000 switch, utilizing industry-standard GMPLS implementation. The LambdaNode 200 switch adds dynamic switching to optical transport networks more cost effectively than using a conventional optical cross connect. The switch is small enough to fit in a telecom closet and is ideal for network applications of all sizes.

LambdaCreate Software Suite

The LambdaCreate network management software suite enables remote, real-time, end-to-end control of all LambdaNode 2000 and LambdaNode 200 switches in the metro/regional network. The Lambda Optical Control Plane (OCP), the operating system running on the LambdaNode switches, fully integrates the LambdaNode switching family with the LambdaCreate software suite. Fully FCAPS (Fault-Management, Configuration, Accounting, Performance, and Security) compatible, the LambdaCreate software suite provides robust functionality in all management disciplines. Its intuitive point-and-click graphic interface provides a single view of the entire network and each LambdaNode switch, allowing network operators to manage all-optical networks remotely from any location, at any time. This functionality reduces the need for manual provisioning and network management – speeding service delivery and boosting network performance.

About Lambda OpticalSystems

Lambda OpticalSystems is committed to the development of next-generation all-optical solutions to transform transport networks. The company's family of all-optical switches with integrated DWDM and GMPLS control plane lets telecommunications carriers, government agencies, and research and education networks deliver high-bandwidth services while maximizing network management efficiency and affordability. For more information, call 703-689-9500, ext.1006, or visit www.lambdaoptical-systems.com.

About JB Cubed, Inc.

JB Cubed, a Virginia company founded in 1997, provides sales outsourcing services to high technology companies. JB Cubed's primary function is to market unique client technology solutions that support customer mission critical applications into public sector and eastern U.S. territories. JB Cubed's clients are technology companies that have chosen JB Cubed's marketing solutions rather than the cost of building an in-house sales capability. The JB Cubed staff consists of sales professionals, marketing and engineering consultants with extensive knowledge of the mid-Atlantic and federal marketplace. JB Cubed products consist of various replicate sales methodologies that leverage



knowledge of customer requirements. For more information about JB Cubed, call #703-318-8000 or visit www.jbcubed.com

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