



Infinera Increases Focus on Government and Cloud Market Segments, Appoints New Sales Leadership

Sunnyvale, Calif. – Jan. 13, 2015 – Infinera, provider of [Intelligent Transport Networks™](#), has named Pete Dale as vice president of sales for Cloud and Content, and Wray Varley as vice president of Government sales. Mr. Dale and Mr. Varley will play key roles in building Infinera's business in these growing markets.

Mr. Dale will be responsible for leading sales and business development for Cloud and Content customers in North America. Mr. Dale brings more than 25 years of telecommunications industry experience to Infinera. For the past 10 years, he has specialized in Cloud and Content customers for data center interconnect and long-haul transport applications, representing a variety of companies. Most recently, Mr. Dale was the senior vice president of America sales at BTI Systems. Prior to BTI, he held leadership positions at telecommunications companies including Optovia, Ciena, Internet Photonics, Lucent and Bay Networks.

Mr. Varley will be responsible for driving Infinera's Government sector sales business. He brings more than 25 years of telecommunications experience and has worked in the federal government sector since 1994. Prior to Infinera, Mr. Varley was the area vice president of sales at CenturyLink where he played a pivotal role on the company's Government Advanced Programs, Department of Homeland Security, Department of Justice, and Department of Energy sales and business development teams. Mr. Varley held numerous positions prior to CenturyLink, playing leading roles at Bell Atlantic, Veridian and Sytel, Inc., where he developed Sytel's federal enterprise business.

"We are pleased to have Pete and Wray join our sales team as we expand our presence in new markets," said Bob Jandro, senior vice president, worldwide sales at Infinera. "Their expertise will be invaluable as Infinera leverages our Intelligent Transport Network architecture to address the needs of Government, Cloud and Content customers."

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About Infinera

Infinera (NASDAQ: INFN) provides Intelligent Transport Networks for network operators, enabling reliable, easy to operate, high-capacity optical networks. Infinera leverages its unique large scale photonic integrated circuits to deliver innovative optical networking solutions for the most demanding network environments. Intelligent Transport Networks enable carriers, Cloud network operators, governments and enterprises to automate, converge and scale their data center, metro, long-haul and subsea optical networks. To learn more about Infinera visit www.infinera.com, follow us on Twitter @Infinera and read our latest blog posts at blog.infinera.com.



This press release contains forward-looking statements. These statements are not guarantees of results and should not be considered as an indication of future activity or future performance. Actual results may vary materially from these expectations as a result of various risks and uncertainties. Information about these risks and uncertainties, and other risks and uncertainties that affect Infinera's business, is contained in the risk factors section and other sections of Infinera's Quarterly Report on Form 10-Q for the quarter ended September 27, 2014 as filed with the SEC on October 29, 2014, as well subsequent reports filed with or furnished to the SEC. These reports are available on Infinera's website at www.infinera.com and the SEC's website at www.sec.gov. Infinera assumes no obligation to, and does not currently intend to, update any such forward-looking statements.

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