



## Infinera Metro Business Group Announces 2015 Partner Awards

**Sunnyvale, Calif. – Oct. 1, 2015** – Infinera, provider of [Intelligent Transport Networks](#), announced the winners of its annual Infinera Metro Partner Awards. The two top awards for the "Best Customer Evolution" and "Best Competitive Win" were awarded to Xantaro (UK and Germany) and Axians (Germany), respectively.

The Infinera Metro Partner Awards are presented in recognition of the exceptional work done by systems integrators and value added reseller partners, which continues to have a major impact on the company's growth and business development in the metro market.

Xantaro won the Best Customer Evolution category because of its team's enhanced relationship with a major Western European broadband service provider which resulted in new business. The team at Xantaro worked tirelessly to solve complex technical challenges and created business opportunities resulting in revenue growth from a major client. The high level of service given by the team at Xantaro has resulted in a secure business partnership between Infinera and this customer.

The Best Competitive Win award was presented to Axians because its team demonstrated a highly successful use of consultative selling to a regional telecommunications service provider in Northern Germany by all technical and sales team members. The Axians team was able to replace the incumbent vendor by demonstrating the benefits of Carrier Ethernet 2.0 technology and helping to move the customer from an SDH network to an Ethernet-based network. In addition, the team ensured that the value of the higher functionality of the network management platform of the solution was fully understood and appreciated by the customer.

Other performance awards were given to the following regional partners:

- Best Regional Partner award in Europe was given to Telindus Netherlands
- Best Regional Partner award in APAC was given to NEC Japan
- Best Regional Partner award in the Americas was given to SAK Data (Canada)
- Best New Partner award was given to Adcomtec (South Africa)

All winners were presented with a trophy by Karl Thedéen, SVP, Head of Metro Business Group at Infinera. The awards ceremony was part of the Infinera Metro Business Group's Global Partner Business Conference 2015, held at the Grand Hotel in Stockholm, where all partners were given updates on the latest technological and business developments from the company. This year the event broadened to cover the new business opportunities of the expanded company as well as the traditional technology updates.

Karl Thedéen commented, "We are delighted to recognize all of our partners for their exceptional contribution to our metro business success. All of the award winners were able to demonstrate extremely high customer service that went further than just meeting specific customer needs."

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### **About Infinera**

Infinera (NASDAQ: INFN) empowers network operators to quickly deliver differentiated services by enabling an infinite pool of intelligent bandwidth. With the recent completion of its offer for the shares of Transmode, Infinera now offers an end-to-end packet-optical portfolio to fully address the WDM networking market including long-haul, subsea, datacenter interconnect and metro. Infinera leverages its unique large scale photonic integrated circuits to deliver innovative optical networking solutions for the most demanding network environments. Deployed across the globe, Infinera Intelligent Transport Networks enable carriers, cloud operators, governments and enterprises to accelerate service innovation and simplify optical network operations. To learn more about Infinera visit [www.infinera.com](http://www.infinera.com), follow us on Twitter @Infinera and read our latest blog posts at [blog.infinera.com](http://blog.infinera.com).

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