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Tellabs enhances value for Independent Operating Companies

Partners with KGP Logistics to provide supply chain expertise in North America

Naperville, Ill. – Independent Operating Companies (IOCs) need innovative network solutions to deliver ultra-fast video, data and voice services to users, especially as U.S. stimulus funding becomes available to extend broadband services to unserved and underserved areas. Tellabs is partnering with supply chain specialist KGP Logistics to increase solution availability to IOCs in North America. This partnership enables Tellabs to focus on what it does best: creating innovative technology solutions to help service providers succeed. IOCs provide telephone, Internet, business, wireless and other telecom services in defined rural and suburban areas.

“Tellabs is expanding key partnerships to provide more value to customers as they prepare to address unserved and underserved broadband customers,” said Joe Shilgalis, director strategic alliances for Tellabs. “With KGP, we can provide IOCs with greater sales and services support to expand their networks as part of the stimulus package.”

Tellabs partnership with KGP will bring many benefits to IOCs:

- Increased sales coverage, product and solution availability through a company IOCs already know,
- Access to a comprehensive portfolio of access solutions, and
- A one-stop shop for “shovel-ready” advanced network plans to secure the maximum stimulus funding available.

KGP will combine the Tellabs® 1000 Multiservice Access Platform with a full range of equipment sourcing, logistics, deployment solutions and best-in-class technology. KGP will offer IOCs customized network solutions to deliver advanced services to users.

“This collaboration with Tellabs to provide supply chain services, products and value-added solutions will enable IOCs to better serve their customers,” said Dick Summers, vice-president, product and marketing, KGP Logistics, Inc. “Our network solutions will help expedite deployment, giving users what they want, when they want it.”

This partnership, combined with Tellabs’ ongoing investments in access technologies, will enhance IOC customers’ deployment experience. KGP brings value to customers through expert logistical support of entire network solutions, integration support, and the benefit of a combined 75 years of telco deployment experience.

About Tellabs — Tellabs helps customers succeed through innovation. That’s why 41 of the top 50 global telecom service providers choose our mobile backhaul, optical networking and business services solutions. We help telecom service providers, independent operating companies, MSO/cable TV companies, enterprises and government agencies get ahead by adding revenue, reducing expenses and optimizing networks. With wireless and wireline networks in more than 90 countries, we enrich people’s lives by innovating the way the world connects™. Tellabs (Nasdaq: TLAB) is part of the NASDAQ Global Select Market, Ocean Tomo 300™ Patent Index, the S&P 500 and several corporate responsibility indexes including FTSE4Good and eight KLD indexes. <http://www.tellabs.com>

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