



GLOBAL SALES AND SUPPORT

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HARMONIC.
SHAPING THE BROADBAND MILLENNIUM.





TOM LOOKABAUGH
President, DiviCom

“There is enormous synergy between DiviCom’s digital headend technology and Harmonic’s advanced fiber optic systems solutions. So from a single source, customers can leverage the expertise both companies bring to the party. Together, we’ll be driving innovation in broadband from the headend across the entire broadband network.”

BUILDING BROADBAND SOLUTIONS FOR THE NEW ECONOMY.

The new economy is changing the way we do business, work, learn and interact in the most fundamental ways. Information networks are the highways of this new economy. Harmonic and DiviCom have merged to deliver the broadband infrastructure that will enable this new era

in communications for cable, satellite, telco and wireless service providers around the world.

Two open solution pioneers—Harmonic in fiber optic networks and DiviCom in digital video systems—together enable service providers to remain competitive and get to market faster with delivery of video, voice and data over broadband networks.

Harmonic has been at the forefront of building broadband networks since 1988, enabling cable and other network operators to provide a range of broadcast and interactive broadband services, including high-speed Internet access, telephony and video-on-demand. With the acquisition of DiviCom, Harmonic extends its reach across the entire broadband marketplace.

The joining of two world-class R&D organizations brings many advantages to network operators. With visibility and access to the entire network, our digital and fiber optic engineers possess the know-how and vision to develop industry-leading optical networking, digital video systems and high-speed data solutions. Whatever the network, Harmonic’s technology is the foundation for delivering broadband services for the new economy:

- | | |
|----------------------------|----------------------------|
| High-Speed Internet Access | Video-on-Demand |
| IP Telephony | Video Conferencing |
| Distance Learning | Digital Video Broadcasting |
| E-Commerce | Streaming Audio and Video |
| Home Shopping | HDTV |

Harmonic’s vision is clear: to provide integrated broadband solutions that enable people to share information—any information, over any network, anywhere in the world.

WORLD-CLASS BROADBAND SOLUTIONS

Harmonic develops innovative technologies and provides advanced solutions. Our HFC and fiber-rich access architectures, optical networking platforms, digital video, IP and MPEG data delivery systems are recognized as world-class. Drawing on this broad base of capabilities, Harmonic offers innovative solutions that extend from content creation across the broadband network, to the subscriber.

Harmonic’s end-to-end systems solutions are based on an unwavering commitment to open architectures. Our open solutions approach allows all elements of the network infrastructure to work together seamlessly, enabling operators to buy the best products and technologies the market has to offer.

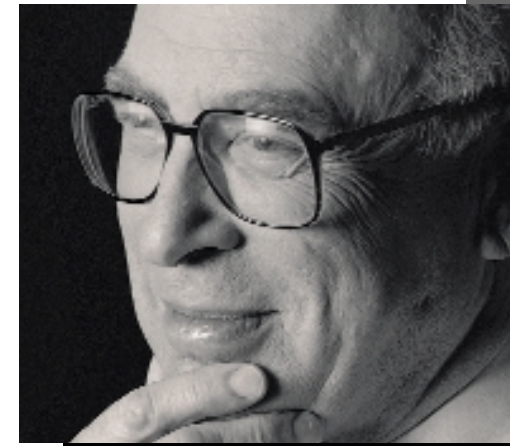
YOUR FULL SERVICE PARTNER

Harmonic’s customer-driven business units focus on the unique needs of each market segment, while the worldwide Sales & Support team provides the knowledge and expertise that results from building network solutions in every corner of the globe.

Our team of service and support professionals includes a mix of technical and marketing staff, industry veterans and seasoned management, all dedicated to the success of every customer operation. A menu of services can be tailored to the customer’s needs, including, architecture consulting, network design, system integration, program management, multi-vendor interoperability testing, procurement and inventory management, site management and installation, custom application development, on-site training, customer support and product upgrades.

VISION FOR THE FUTURE

Harmonic will continue to deliver top-tier products, services and solutions to our customers, building on our technical leadership and customer commitment. We will continue to look towards the future, leveraging our experience and vision to create advanced solutions that will enable the new communications economy.



TONY LEY
CEO, Harmonic

“Whatever the network, Harmonic will work with operators to build the infrastructure that makes the new information age possible. I look forward to service providers embracing our new company. Our customers can continue to expect the world-class broadband solutions they need to bring new services to market faster.”