

FastTrack Communications Selects Fujitsu FLASHWAVE® Platforms for DWDM Network, Expansion Plans Underway

*Scalable, Reliable ROADM Platforms, Hosted EMS Monitoring Maximize Network
Flexibility while Minimizing Resources*

RICHARDSON, Texas – October 12, 2009 – Fujitsu, a leading provider of business, information technology, and communications solutions, announced today that [FastTrack Communications](#), a locally owned and operated telecommunications provider of voice and data network solutions, has selected Fujitsu FLASHWAVE® platforms, professional services and hosted software to create a next-generation DWDM network. This network will be used for private line services, data, and backhaul for wireless networks to meet FastTrack Communications customers' escalating bandwidth demands.

FastTrack Communications has deployed the Fujitsu [FLASHWAVE 7120](#) wavelength services access platform to provide immediate capacity. By the end of 2009, the company plans to expand this network using the Fujitsu [FLASHWAVE 7500](#) ROADM platform to support up to 40 wavelengths of voice, video and data traffic.

FastTrack Communications selected the Fujitsu [Hosted Element Management System \(EMS\)](#) service to allow the company to focus on generating revenue from their new DWDM network without having to maintain a separate data center for network management. FastTrack Communications also selected Fujitsu [Network Life Cycle Services](#) to maximize network reliability for its regional network. In addition to managing the network installation, the service and support package FastTrack selected will include 24x7x365 access to experienced Fujitsu personnel for technical assistance training courses, craft interface software and repair and return for complete peace of mind.

"We reviewed numerous technical solutions for our core network, and Fujitsu just kept coming out on top," said [Steven Dorf](#), chief executive officer of FastTrack Communications. "From their inherent product flexibility, scalability and reliability to the personalized service we received from Fujitsu, we know this is the best solution for us. Most importantly, unlike our incumbent supplier, Fujitsu is a financially stable partner who will be there for us in the long run."



"Since we can only reach some of our mountaintop sites in winter on an all-terrain snow vehicle, network survivability is key. Fujitsu has the lowest product failures in the industry which was one of the reasons why we selected them."

- *Steven Dorf, CEO,
FastTrack Communications*

“Our network extends from Albuquerque, N.M., to Grand Junction, Colo. — areas which experience both extreme high and low temperatures across remote areas where it’s not easy to dispatch a technician,” Dorf continued. “Having a highly reliable network is critically important to us, and Fujitsu puts the same emphasis on reliability as we do with products that clearly stand out in the industry in terms of quality and survivability.”

Dorf cited the superior customer service from Fujitsu and attention to their network needs as another major factor in their decision. Fujitsu worked closely with FastTrack engineers to make sure that the resulting network was optimized for their needs and not a simple “off-the-shelf” solution that others were proposing.

The Fujitsu Hosted EMS network monitoring service provides robust functionality and the benefits of a Network EMS without the need for software, servers or support staff. Providing full fault, performance and management control plus offering full client access, Fujitsu hosts the [NETSMART® 1500](#) EMS in Richardson, Texas, at the company’s Network Operations Center (NOC) running on a dedicated server with redundancy in Sunnyvale, Calif.

“We selected the Hosted EMS service from Fujitsu as a perfect complement to our equipment purchase,” Dorf continued. “Our business model does not include purchasing servers and associated hardware, plus staffing the related IT functions that are required to manage server hardware. The Hosted EMS service allows us to outsource that critical function to Fujitsu and allow us to focus on running the network.”

The FLASHWAVE 7120 wavelength services access platform that FastTrack Communications purchased combines access WDM and intelligent edge service delivery on a single platform. The system’s high density, compact size, and low power consumption make it ideal for simultaneously solving bandwidth and fiber constraints and delivering managed services and wavelengths at the network edge, in addition to easily adding incremental bandwidth and functionality.

FastTrack Communications is finalizing plans to deploy the FLASHWAVE 7500 ROADM to create a converged core transport network of up to 40 wavelengths. This platform will provide them with advanced DWDM, optical hubbing, ROADM, and network design options for their growing metro and regional network.

“From initial meetings through network deployment and post-sale customer support, we strive to provide the same superior service experience to all of our customers, regardless of size,” said Jim Hintze, senior vice president of sales at Fujitsu Network Communications. “Feedback proves that having the best product doesn’t always guarantee a win, and I’m pleased to hear that once again we have exceeded customer expectations. We look forward to a long-term relationship with FastTrack Communications as their strategic optical networking supplier.”

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About FastTrack Communications

FastTrack Communications is a locally owned and operated telecommunications provider of voice and data network solutions headquartered in Durango, Colorado. A subsidiary of La Plata Electric Association and Empire Electric Association, our primary purpose is to serve locally operated businesses and communications carriers with big business technology at a reasonable price. FastTrack Communications is a registered Competitive Local Exchange Carrier (CLEC) in Colorado and New Mexico. FastTrack integrates data, dedicated internet access and voice services to small, medium and large businesses in a wide array of industries: Broadcasting, Energy, Healthcare, Finance, Higher Education, Manufacturing, Hospitality, Defense, State and Local Government. FastTrack has the technology and solutions to meet your needs today and into the future. For more information, please see: www.fasttrackcomm.net

About Fujitsu

Fujitsu is a leading provider of IT-based business solutions for the global marketplace. With approximately 175,000 employees supporting customers in 70 countries, Fujitsu combines a worldwide corps of systems and services experts with highly reliable computing and communications products and advanced microelectronics to deliver added value to customers. Headquartered in Tokyo, Fujitsu Limited (TSE:6702) reported consolidated revenues of 4.6 trillion yen (US\$47 billion) for the fiscal year ended March 31, 2009. For more information, please see: www.fujitsu.com.

About Fujitsu Network Communications

Fujitsu Network Communications Inc. is an innovator in Connection-oriented Ethernet, and optical transport technologies, and is a market-leading provider of SONET, WDM, and packet optical networking solutions. Fujitsu enables its customers to migrate to fully converged packet optical networks that improve performance and profitability. Over 400,000 Fujitsu network elements have been deployed by all major carriers across North America. Fujitsu maintains a longstanding and highly-regarded position as a market leader by providing best-in-class data networking solutions optimized for Ethernet aggregation, transport and service delivery. For more information, please see: <http://us.fujitsu.com/telecom>.

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