

# Tellabs® Access Solutions

## 2013 Broadband Access Promotion



- ***High Speed Internet***
- ***Business Services***
- ***Mobile Backhaul***
- ***IPTV Support***
- ***Optical Networking***

### **Tellabs 1000 MSAP Delivers!**

Tellabs 1000 MSAP can help grow HSI subscribers, extend service area coverage and offer faster Internet service speeds. You can start delivering lucrative Ethernet business services while continuing to support TDM services. On top of that, you can leverage existing Tellabs 1000 MSAP infrastructure to satisfy exploding mobile demand and strengthen your IPTV business case by marketing and delivering video today. Ultimately you can feed the bandwidth hungry revenue generating applications with end-to-end optical networks.



“Gold” Tellabs 1000 MSAP

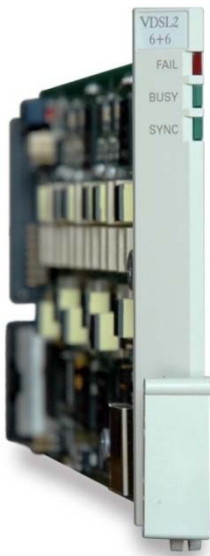
- ✓ ***IP/Ethernet Transport***
- ✓ ***IP/Ethernet Uplink***
- ✓ ***IP/Ethernet Service***
- ✓ ***Bonded VDSL2/ADSL2+***

## High Speed Internet

The new Tellabs 1000 MSAP ADSL2+ 6+0B and 6+6B plug-in cards supports bonding. In the simplest terms, by supporting ADSL2+ bonding service providers will be able to extend reach and approximately double the HSI speeds at any given distance compared to non-bonded ADSL2+. This will increase service providers' revenue by reaching more customers and offering premium HSI package.



■ ■ ■ **ADLS2+ with Bonding**



## Business Services

Service providers can deliver business services from the Tellabs 1000 MSAP with the VDSL2 6+6B or ES 10/100 plug-in card. Both plug-in cards work with the same chassis, common control, broadband cards, TDM, and analog Specials cards available since the year 2000. These cards tap into the full 4.2 Gbps capacity chassis backplane for the delivery of high-dollar symmetric business services packages.

**VDSL2/ADLS2+ with Bonding** ■ ■ ■

## Mobile Backhaul

By leveraging the Tellabs 1000 MSAP embedded base, you can cost-effectively increase capacity to your existing radio access networks. The Tellabs 1000 MSAP supports a wide variety of 2G traffic backhaul interfaces (e.g. DS1, IMA, xDSL and DS3) and Ethernet interfaces for the 3G (e.g. ES 10/100 and GbE222). Ethernet migration on the Tellabs 1000 MSAP is paramount since IP is the foundation for new multimedia services and transport.



■ ■ ■ Ethernet Service ES10/100



## IPTV Support

Service providers have confidence that the Tellabs 1000 MSAP can deliver compelling IPTV services. In fact, providers have delivered IPTV across this platform since early 2000. More recently, the addition of the GbE222 plug-in card, the full 4.2 Gbps backplane, IGMP, ADSL2+ and VDSL2 plug-in cards enable this platform to keep pace with the HDTV, VOD and other bandwidth demands of contemporary IPTV deployments.

■ ■ ■ Gigabit Ethernet GbE222

## Summary

Tellabs access solutions provides today's technologies and infrastructure needs with TDM and IP/Ethernet, copper-based xDSL and fiber-based PON — while providing a graceful path forward to next-generation technologies and revenue generating services. Year-over-year, Tellabs meets the ever-increasing demand for last-mile bandwidth. Tellabs welcomes another successful year to support our customers and assure that they meet their business goals.

Contact your Authorized Local Sales Partner to find out more about Tellabs next-generation 100Mbps, and greater, service delivery access platform.

## Tellabs 2013 Broadband Access Promotion Details

### No Volumes Required

The promotion launches on April 1, 2013 and will end March 31, 2014. No orders will be accepted after the promotion expiration. No discounts are to be applied to the promotion prices in the schedule. The customer has 12 months from the time of the order is entered to request an return merchandise authorization (RMA) numbers and return the material for credit . Please review the credit forms for legal disclaimers.

The Tellabs 2013 Broadband Access Promotion is available to all IOC, CLEC, utilities and municipal customers in the United States and Canada, direct from Tellabs or through one of the Tellabs authorized resellers.

### Buyback Program Rules

The Buyback Program is valid from April 1, 2013 and will end March 31, 2014. Cards accepted 90 days from shipment of the promotional products but not later than 12 months after the placement of the original order.

### Important Facts

- Pricing for upgrade units is not discountable.
- To receive your offered credit , you must request from Tellabs an RMA numbers and return the unit
- NO exceptions will be made and NO substitute cards will be accepted
- RMA numbers are required to return the unit, with the credit form and a copy of the original invoice
- Tellabs will only accept returns for original purchases directly from Tellabs
- Credits and returns for cards purchased though authorized Tellabs resellers should be routed through the authorized Tellabs resellers
- The credit will be posted in the requestor's account and can be used at any time towards future purchases of Tellabs 1000 MSAP products
- Tellabs reserves the right to change parameters of the program prior to the March 31, 2014 program expiration date

## Tellabs 2013 Broadband Access Promotion Details

| Promotion Part Numbers | Description                                | Promotion Price | Price after Credit | Accepted Returns   |
|------------------------|--|-----------------|--------------------|--|
| 0130-0170              | GBE222 Uplink/Transport Card               | \$2,000         | \$1,850<br>\$1,700 | 1 X (Any Tellabs Optical Card excluding below)<br>1 X (OC12C or GBE221 cards)                        |
| 0130-0260              | 2 X GBE222 Uplink/Transport Card           | \$3,600         | \$3,300<br>\$3,000 | 2 X (Any Tellabs Optical Card excluding below)<br>2 X (OC12C or GBE221 cards)                        |
| 0130-0171              | SFP - SX (qty 1)                           | \$90            | \$90               | No Returns Required  |
| 0130-0172              | SFP - LX (qty 1)                           | \$150           | \$150              | No Returns Required  |
| 0130-0174              | 10/100 Fast Ethernet Interface             | \$1,300         | \$1,300            | No Returns Required  |
| 0130-0175              | 100BASE-LX10 SFP (qty 1)                   | \$120           | \$120              | No Returns Required  |
| 0130-0177              | 10/100BASE-T (copper)                      | \$100           | \$100              | No Returns Required  |
| 0130-0179              | 2 X CPU-3                                  | \$1,200         | \$1,100            | 2 X (CPU1.0,CPU1.6 OR CPU2)  |
| 0130-0263              | 8 X CPU-3                                  | \$4,200         | \$3,800            | 8 X (CPU1.0,CPU1.6 OR CPU2)  |
| 0130-0180              | 2 X ELU-3<br>2 X EBC-3<br>2 X EBF BB 3M    | \$2,500         | \$2,300            | 2 X (ELU and EBC w/ 4ea cards total)   |
| 0130-0306              | 8 X OC12C TRANSCEIVER                      | \$8,000         | \$6,800            | 8 X (FO-XCVR,EOB-XCVR,FOW-XCVR,<br>OC3c-XCVR,OC3CU-XCVR)   |
| 0130-0182              | IPMI3 card                                 | \$1,000         | \$1,000            | No Returns Required  |
| 0130-0183              | 2 X IMA card                               | \$1,600         | \$1,600            | No Returns Required  |
| 0130-0184              | ADSL2+ 6+6B                                | \$695           | \$695              | No Returns Required  |
| 0130-0185              | ADSL2+ 6+0B                                | \$375           | \$375              | No Returns Required  |
| 0130-0186              | 8 X ADSL2+ POTS<br>(POTS or ADSL Buy Back) | \$4,865         | \$3,665            | 8 X (L-POTS (0110-0014), (0110-0096),<br>(0110-0150) or any 8ea Tellabs ADSL Card<br>R-POTS Excluded |
| 0130-0262              | 8 X ADSL2+ 6+0B                            | \$2,625         | \$2,625            | No Returns Required  |
| 0130-0301              | VDSL2 6+6                                  | \$795           | \$795              | No Returns Required  |
| 0130-0302              | 8 X VDSL2 POTS<br>(POTS or ADSL Buy Back)  | \$5,565         | \$4,365            | 8 X (L-POTS (0110-0014), (0110-0096),<br>(0110-0150) or any 8ea Tellabs ADSL Card<br>R-POTS Excluded |
| 0130-0189              | Universal Heat Exchange; 500W              | \$1,195         | \$1,195            | No Returns Required  |
| 0130-0190              | Sierra 200 Heat Exchange Upgrade Kit       | \$1,095         | \$1,095            | No Returns Required  |
| 0130-0192              | Tellabs 1020-88 WW with Fan Tray           | \$695           | \$695              | No Returns Required  |
| 0130-0193              | Tellabs 1020-88 BPC with Fan Tray          | \$695           | \$695              | No Returns Required  |

See [www.tellabs.com](http://www.tellabs.com) for more information about Tellabs Access Solutions

# Credit Form for Tellabs 2013 Broadband Access Promotion

Purchase any of our upgrade products, return your old product and receive an immediate credit per card returned!

## Follow these 5 easy steps to submit your request for the credit:

1. Purchase an authorized upgrade component from an authorized reseller from 04/02/13 to 03/31/14.
2. Complete the requested information, and sign the form agreement in the space provided below, and return the signed form to Tellabs for its receipt no later than 12 months from the date of the promotional products' shipment by Tellabs.
3. Include, with the returned credit form, a copy of your sales receipt/invoice for the upgrade component purchased from an authorized reseller.
4. Request return merchandise authorization (RMA), number from Tellabs Order Management (1-800-443-5555 option 2, fax: 1-866-898-6067), for upgraded products purchased from an Tellabs or an authorized reseller.
5. Ship the replaced product, this form with all the required information and a copy of your Tellabs receipt/invoice to: Tellabs c/o CTDI Credit Returns, 701 Lakeside Parkway, Flower Mound, Texas 75028

## Follow these 5 easy steps to request credit to be used for new T1000:

1. Place your purchase order with an authorized reseller and include the note: "Apply Tellabs Credit to the Invoice Amount" as a special note on your P.O.
2. Notify Tellabs Order Management ([NA-Sply-Chn-Ops-OMRs-NorthAmerica@tellabs.com](mailto:NA-Sply-Chn-Ops-OMRs-NorthAmerica@tellabs.com)) via email of your P.O. number to the authorized reseller for tracking purposes.
3. Upon shipment you will receive an invoice from the authorized reseller. Please forward a copy of the invoice to Tellabs Order Management via email.
4. Within a couple of weeks, you will receive a check from Tellabs for either the amount of the invoice, or if your credit balance does not cover the entire amount, the check will be for the amount of credit remaining in your account.
5. Pay the authorized reseller invoice according to the payment terms agreed upon between your company and the authorized reseller.

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Return Product(s): \_\_\_\_\_ Serial Number(s): \_\_\_\_\_ Quantity(s): \_\_\_\_\_

## In signing and submitting this credit form, you acknowledge and agree to the following Terms and Conditions:

One credit will be applied to each new item purchased (validated by sales invoice) per each serial numbered product returned, as determined by Tellabs in its sole discretion. Credits granted per "Required Return(s)" listed above. This upgrade offer voids any other upgrade offers previously offered by Tellabs. No substitutions will be accepted. Keep copies of all materials sent. Tellabs is not responsible for late or misdirected mail. Offer not valid with other Tellabs promotions. If terms and conditions are not met, credit will not be honored. Offer does not apply to any refurbished products or products purchased for resale, demonstration or evaluation. All requested materials submitted become Tellabs property and will not be returned. Tellabs reserves the right to rescind or change the offer at any time. Refurbished product or Tellabs products purchased from any unauthorized reseller or any product submitted by other than the original end-user do not qualify for the credit. P.O. Boxes not accepted. Credits will be paid in U.S. dollars. Tellabs' standard warranty will apply to all new products purchased. The credit is applied to the requestor's existing account for one year, and can be used at any time towards future purchases of Tellabs equipment only. Tellabs 1000 series standard terms & conditions including warranty, apply for new products purchased through this program.

Signature: \_\_\_\_\_ Title: \_\_\_\_\_

Print Name: \_\_\_\_\_ Date: \_\_\_\_\_



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