



March 10, 2014

## Industry Leaders Introduce OpenOptics Multi-Source Agreement

*New MSA will define 1550nm silicon photonics based QSFP optical transceiver for 100G data center networks on single mode fiber (SMF) infrastructure*

SAN FRANCISCO--(BUSINESS WIRE)-- **OFC** - Mellanox® Technologies, Ltd. (NASDAQ: MLNX), a leading supplier of high-performance, end-to-end interconnect solutions for data center servers and storage systems, and Ranovus, Inc., a leading provider of multi-terabit interconnect solutions for data center and communications networks, today announced the founding of an industry consortium to standardize Wavelength Division Multiplexing (WDM) for an interoperable 100G WDM standard for 2 kilometer reach, covering today's and tomorrow's large cloud data center interconnectivity requirements. The [OpenOptics](#) multi-source agreement (MSA) combines 1550 nm WDM laser and silicon photonics for QSFP-based solutions enabling the lowest cost, highest density, and highest bandwidth single mode fiber (SMF) connectivity, significantly improving terabit-scale data center infrastructure ROI.

"As the migration of data center network connectivity towards Leaf and Spine architecture accelerates, operators require innovative interconnect solutions to enable a scalable infrastructure at much better economics," said Saeid Aramideh, chief marketing and sales officer for RANOVUS. "We believe that the application of a multi-channel channel laser source coupled with silicon photonics to enable connectivity in 1550 nm band in QSFP form/factor is a game changer in reducing the data center fiber plant connectivity cost by 4 to 7 times compared to legacy multi-mode fiber implementations."

The OpenOptics MSA will add additional members to this consortium to achieve a true multi-sourcing supply chain. The key highlights of OpenOptics MSA specification are:

- 100Gb/s, 1550 nm C-band, 4x25Gb/s WDM
- Industry Standard Media: Single pair of single mode fiber (SMF)
- Reach: 2 km and beyond
- Standard WDM Spacing: ITU-T grid
- Industry Standard Form Factor: QSFP28
- Scalable data rates: 400G and beyond

"Our cloud customers want to deploy data center infrastructure that allows seamless upgrades to the interconnect just as they do in server, storage and network hardware," said Shai Cohen, COO of Mellanox Technologies. "With 100G interconnects approaching commercialization in data centers, OpenOptics MSA brings 100G WDM technology to data center economics, density, power consumption, and 2 km link scalability on single mode fiber infrastructure."

"Data center needs are accelerating. The growth of cloud data centers poses a triple challenge for technology: first, they need 100G sooner than others, but they also need it to be high-density, low-cost and easy to deploy from the start. The third challenge will be that they will move on quickly to the next speeds of 400G and 1Tb soon," said Karen Liu, principal analyst with Ovum. "Alignment of industry efforts like OpenOptics MSA will be critical to meet this challenge by bringing WDM and single-mode fiber solutions tailored for data centers."

For further information, please visit [www.openopticsmsa.org](http://www.openopticsmsa.org).

### Supporting Resources:

- Follow Mellanox on [Twitter](#), [Facebook](#), [Google+](#), [Linked-In](#), and [YouTube](#)
- [Join the Mellanox Community](#)

### About Mellanox

Mellanox Technologies is a leading supplier of end-to-end InfiniBand and Ethernet interconnect solutions and services for servers and storage. Mellanox interconnect solutions increase data center efficiency by providing the highest throughput and

lowest latency, delivering data faster to applications and unlocking system performance capability. Mellanox offers a choice of fast interconnect products: adapters, switches, software, cables and silicon that accelerate application runtime and maximize business results for a wide range of markets including high performance computing, enterprise data centers, Web 2.0, cloud, storage and financial services. More information is available at [www.mellanox.com](http://www.mellanox.com).

## **About RANOVUS**

RANOVUS, with operations in Ottawa, Canada and San Jose, USA, develops and manufactures advanced solutions for the next generation of interconnects for the telecommunications and information technology industries. Our team has extensive experience in product development and commercialization of optoelectronics components and transceiver subsystems for the information technology industry. RANOVUS' current disruptive portfolio includes Quantum Dot Multi-Wavelength Laser technology and advanced digital and photonics integrated circuit technologies that are setting a new industry benchmark for the lowest power dissipation, size and cost for the next generation of optical interconnect solutions.

The company was founded in February 2012 and has received financing from leading venture capital firms including Azure Capital Partners, T-Venture BDC Venture Capital, OMERS Ventures, MaRS Investment Accelerator Fund. Additional information about RANOVUS can be found at [www.ranovus.com](http://www.ranovus.com)

## **Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995:**

Certain matters discussed in this press release are forward-looking statements, including statements related to tomorrow's large cloud data center interconnectivity requirements, reduction of data center fiber plant connectivity cost and data center needs.

These forward-looking statements are based on our current expectations, estimates and projections about our industry and business, management's beliefs and certain assumptions made by us, all of which are subject to change.

Forward-looking statements can often be identified by words such as "projects," "anticipates," "expects," "intends," "plans," "predicts," "believes," "seeks," "estimates," "may," "will," "should," "would," "could," "potential," "continue," "ongoing," similar expressions and variations or negatives of these words. These forward-looking statements are not guarantees of future results and are subject to risks, uncertainties and assumptions that could cause our actual results to differ materially and adversely from those expressed in any forward-looking statement.

The risks and uncertainties that could cause our results to differ materially from those expressed or implied by such forward-looking statements include the continued expansion of our product line, customer base and the total available market of our products, the continued growth in demand for our products, the continued, increased demand for industry standards-based technology, our ability to react to trends and challenges in our business and the markets in which we operate, our ability to anticipate market needs or develop new or enhanced products to meet those needs, the adoption rate of our products, our ability to establish and maintain successful relationships with our OEM partners, our ability to effectively compete in our industry, fluctuations in demand, sales cycles and prices for our products and services, our success converting design wins to revenue-generating product shipments, the continued launch and volume ramp of large customer sales opportunities, and our ability to protect our intellectual property rights. Furthermore, the majority of our quarterly revenues are derived from customer orders received and fulfilled in the same quarterly period. We have limited visibility into actual end-user demand as such demand impacts us and our OEM customer inventory balances in any given quarter. Consequently, this introduces risk and uncertainty into our revenue and production forecasts and business planning and could negatively impact our financial results. In addition, current uncertainty in the global economic environment poses a risk to the overall economy as businesses may defer purchases in response to tighter credit conditions, changing overall demand for our products, and negative financial news. Consequently, our results could differ materially from our prior results due to these general economic and market conditions, political events and other risks and uncertainties described more fully in our documents filed with or furnished to the Securities and Exchange Commission.

More information about the risks, uncertainties and assumptions that may impact our business is set forth in our annual report on Form 10-K filed with the SEC on February 28, 2014. All forward-looking statements in this press release are based on information available to us as of the date hereof, and we assume no obligation to update these forward-looking statements.

Mellanox is a registered trademark of Mellanox Technologies, Ltd. All other trademarks are property of their respective owners.

## **Mellanox Technologies, Ltd.**

### **Press/Media Contact**

Waggner Edstrom

Ashley Paula, +1-415-547-7024

[apaula@waggenredstrom.com](mailto:apaula@waggenredstrom.com)

or

**USA Investor Contact**

Mellanox Technologies  
Gwyn Lauber, +1-408-916-0012  
[gwyn@mellanox.com](mailto:gwyn@mellanox.com)

or

**Israel Investor Contact**

Gelbart Kahana Investor Relations  
Nava Ladin, +972-3-6074717  
[nava@gk-biz.com](mailto:nava@gk-biz.com)

or

**RANOVUS Inc.**

**Media Contact**

LouVan Comm Inc.  
Mike Newsom, +1-617-803-5385  
[mike@louvanpr.com](mailto:mike@louvanpr.com)

Source: Mellanox Technologies, Ltd.

News Provided by Acquire Media