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Massachusetts Network Communications Council Celebrates Industry Achievement

Announces Winners of Best Company, Best CEO and Best Product Awards, Honors Long-Term Contributions to the Industry and Recognizes Exceptional Performance by Area Companies

April 1, 2005 - Waltham, MA - The Massachusetts Network Communications Council, formerly the Massachusetts Telecommunications Council (MTC), today announced the recipients of its annual awards. The awards were presented during a ceremony on Thursday evening, March 31, at the Hyatt Regency in Cambridge, attended by more than 400 industry leaders.

Each year the Council presents awards for exceptional achievement over the past year in three categories, based on a vote of its membership. This year's Company of the Year Award went to **Airvana**, and was accepted by Randy Battat, President and CEO. The award for CEO of the Year also went to **Randy Battat**. The winner of the best product category was **Broadbus B-1 Video Server**, and was accepted by Vin Bisceglia, Chairman and CEO of Broadbus.

"With growing momentum in our industry and strong performances by so many companies and executives, this was a tough year for our members to select the winners," said Nina Saberi, chairman, Massachusetts Network Communications Council, and founder and partner, Castile Ventures. "The bar for nomination was high, and all of our nominees represent the best of our industry."

During the ceremony the Council honored a number of individuals who have made an outstanding contribution to the industry over an extended period. Those so honored were **Paul Tobin**, Chairman of bcgi; **Don Haile** President and CIO of Fidelity Investments; **John St. Amand**, President, Converged Solutions, Lucent Technologies; **Bill Schleyer**, Chairman and CEO of Adelphia Communications; **Jack Wilson**, President of the University of Massachusetts; and the leaders of the Commonwealth's Science and Technology Caucus: **Senator David Magnani** (retired), **Senator Jack Hart**, **Representative Cory Atkins**, and **Secretary of Economic Development Ranch Kimball**.

"Our industry is fortunate to have benefited from the talents and energy of these exceptional individuals," said Saberi. "They have brought the diversity of skills that has lifted our industry to its current position, and provide an inspiration to the coming generation of entrepreneurs and business leaders."

The Council also announced the winners of awards for exceptional performance, based on quantitative metrics. The award for Best Performance in Public Markets went to **American Tower**. **Comcast** and **Sonus Networks** were jointly recognized for Fastest Growth in Massachusetts. **Optasite** was recognized for achieving the Largest Private Financing.

"The diversity of our award winners this year is striking," said Carol Meier, executive director, Massachusetts Network Communications Council. "Our industry's successes have come from established companies and emerging companies, from a broad range of segments, including wireless, broadband, VoIP, and network security, and from young entrepreneurs and industry veterans."

Companies and Individuals Recognized

Company of the Year - Airvana

Airvana, a leading provider of all-IP, third-generation (3G) CDMA2000 1xEV-DO infrastructure, was recognized as Company of the Year based on its outstanding financial performance and product innovation. Finalists in this category were **Arbor Networks**, **Netezza**, and **Netspoke**.

CEO of the Year – Randy Battat, President and CEO of Airvana

Randy Battat was awarded the honor of CEO of the Year, reflecting his role in leading Airvana to its outstanding position in the worldwide wireless infrastructure market. **David Aldrich, Skyworks Solutions**; **Neal Creighton, GeoTrust**; and **Ashraf Dahod, Starent Networks** were also nominated for CEO of the Year based on their exceptional leadership in 2004.

Product of the Year – Broadbus B-1 Video Server

Broadbus B-1 Video received top product honors at the event. With deployments at six of the nation's top seven cable system, Broadbus has established itself as a leading company for next-generation, On Demand video solutions. Finalists for Product of the Year were **Cedar Point SAFARI C3 Media Switching System**, **Tatara Mobile Services Control Platform**, and **Vanu Anywave Base Station**.

The Telecom Hall Of Fame - Paul Tobin, Chairman, bcgi

The Telecom Hall of Fame recognized Paul Tobin's lifetime commitment to the wireless industry, from his pioneering days when he bought, built, and developed networks in New England, to his founding of bcgi to address the market requirement for real-time wireless subscriber management, payment services, and billing and customer care. Today, Paul is Chairman of bcgi, which employs more than 400 people in Woburn, Massachusetts.

CIO of the Year - Don Haile, President and CIO, Fidelity Investments

Don Haile was recognized for his initiatives in deploying innovative communications products and services, providing a strategic competitive advantage for Fidelity Investments and enabling revenue performance and cost savings for the company.

Best Liquidity Event - John St. Amand, Convergence Solutions President, Lucent Technologies

John St. Amand, former President and CEO of Telica, was recognized for his outstanding record in 2004, as the CEO who maximized shareholder value through a strategic acquisition. Pundits within the telecom community recognized Lucent's acquisition of Telica as a pivotal event in the industry, and an excellent accomplishment for the entrepreneur.

Key Industry Player - Bill Schleyer, Chairman and CEO, Adelphia Communications

Bill Schleyer was recognized as Key Industry Player for his commitment to the telecommunications community and his sustained contribution to the industry's success in New England. He has been instrumental in the build-out of cable infrastructure over the past two decades, and most recently, has successfully reorganized the fifth largest cable company in the United States.

Workforce Development Leader - President Jack Wilson, University of Massachusetts

Recognizing the importance of an educated workforce to the technology economy, the Massachusetts Network Communications Council gave President Wilson highest honors for his support of science and technology initiatives at the University of Massachusetts, as well as his implementation of programs for research and innovation.

Most Effective Policy Maker - Science and Technology Caucus Leaders, Commonwealth of Massachusetts: Senator David Magnani (retired), Senator Jack Hart, Representative Corey Atkins, and Secretary of Economic Development Ranch Kimball

The leadership of the Massachusetts Science and Technology Caucus was recognized for its initiatives in promoting the science and technology sector, making e-government and e-commerce more efficient; and improving math, science, engineering and IT education.

Best Performance in Public Markets - American Tower

American Tower (AMT) of Boston was awarded the Best Performance in Public Markets Award, as the telecommunications company with the single greatest percentage increase in stock price during the year. AMT's price appreciated 68 percent, from \$10.97 on January 2, 2004, to \$18.40 on December 31, 2004.

Fastest Growth in Massachusetts - Comcast, Sonus Networks

Comcast was awarded the Fastest Growth in Massachusetts Award, by adding 354 positions in 2004, including a new call center in Malden, and service personnel across the Commonwealth. Sonus Networks was also recognized in this category based on 38% percentage growth of the employee base, adding engineering, sales and service personnel to respond to the momentum of its products in the VoIP market.

Largest Private Financing – Optasite

Optasite, of Worcester, Massachusetts, was awarded the Largest Private Financing Award, based on raising \$35 million in private equity during 2004.

The Massachusetts Network Communications Council Annual Awards Ceremony enjoyed the support of the following sponsors: Charles River Ventures, Choate Hall & Stuart, Deutsche Bank, Ernst & Young, Mass High Tech, and Silicon Valley Bank.

About the Massachusetts Network Communications Council

The Massachusetts Network Communications Council supports voice and data communication companies as they build successful and growing businesses in Massachusetts and New England. By providing advocacy to the state and federal government, education about key technical and business trends, and visibility with customers, partners, and investors, the Council fosters entrepreneurship and growth in the telecom sector in Massachusetts. Through our successful workforce development activities, including a unique scholarship program for high school students in Massachusetts, we help ensure a vibrant and well-trained workforce in the region long-term.