

## **Yipes and KPN Accelerate Global Ethernet Collaboration with Network Interconnect**

*Ethernet Network Interface Allows Bi-Directional Global Managed Ethernet Services*

**San Francisco — December 12, 2007** — Yipes Enterprise Services, Inc., the leading global provider of managed Ethernet and application delivery services, and KPN International, leading provider of advanced IP and data services for intelligent network solutions, announced today that they are collaborating on global Ethernet network-to-network interfaces (E-NNIs). The bi-directional E-NNIs provide KPN customers end-to-end Ethernet services between Europe and the U.S. while enabling Yipes' customers to access the KPN network in Europe.

With this new agreement, Yipes now has 10 bi-directional E-NNI agreements with providers around the world. Global E-NNIs support Yipes' Ethernet services expansion strategy, which will be further enhanced by the pending acquisition of Yipes by Reliance Communications Ltd., a major international service provider based in India.

### **Yipes' new E-NNI interconnectivity guidelines enable ubiquitous service delivery**

The lack of standards for E-NNIs has been a major impediment to ubiquitous Ethernet service delivery. Yipes has overcome this obstacle by developing interconnectivity guidelines for Ethernet interconnection between independent service providers. These design templates may be implemented as is or customized to meet specific carrier requirements, enabling rapid E-NNI service delivery while ensuring that Ethernet services are flexible and scalable, and meet SLA commitments end-to-end for all customers.

"Yipes is designing and implementing E-NNIs that enable easy integration with other carrier Ethernet networks," said Dr. Kamran Sistanizadeh, chief technology officer of Yipes. "Our approach solves the industry's operational challenges by meeting global service requirements for carriers such as KPN. Through our developed processes, we provide transparency and mitigate complexity in Network Operation Centers (NOCs) across providers. No other service provider has been able to effectively address this complex problem.

"Our E-NNI guidelines and ability to customize integration enable Yipes and its carrier partners to provide QoS, high resilience, and SLAs compatible to those they offer in their respective countries," Sistanizadeh continued. "Our carrier partners and the pending acquisition by Reliance improve our network reach and strengthen Yipes' leadership position in the managed Ethernet services market."

### **E-NNI agreement with Yipes complements KPN's global Ethernet strategy**

Yipes and KPN have teamed to provide their customers with customized, end-to-end, global Ethernet services. Typical end-to-end Ethernet services require dealing with local vendors and carriers to ensure seamless service delivery and the best value. The agreement with Yipes for customized E-NNIs complements KPN's strategy to strengthen its global Ethernet services solutions using strong local and regional partners. In addition, the bi-directional agreement provides Yipes' customers with extended global connectivity across Europe through KPN's network.

"By establishing an E-NNI with Yipes, KPN can now extend its Ethernet services to an even broader range of U.S. locations," said Carolien Nijhuis, vice president of KPN International. "Yipes' innovations with customized E-NNI templates make it easy and cost effective to turn up and manage our customers' Ethernet service in the U.S. Working with Yipes is another step in

realizing our next-generation networking strategy and helps us to maintain our frontrunner position. We also benefit from bi-directional service by becoming one of Yipes' preferred providers in Europe."

#### **Ethernet services market information**

Worldwide revenue for Business Ethernet Services is projected to climb to \$30.7 billion by 2012, according to Vertical Systems Group (Worldwide Business Ethernet Services, 10/11/07). Enterprise customers purchase Ethernet services, which are available at rates up to one gigabit per second, in support of their metro, regional, nationwide, and global network applications. Applications include dedicated Internet access (DIA), data backup, video transmission, server consolidation, E-Line, E-LAN, and VPLS, as well as Ethernet across other network types including IP/MPLS VPNs and Frame Relay.

#### **About KPN**

KPN is a leading provider of telecommunications services, serving customers with wireline and wireless telephony, internet and TV services. To business customers, KPN delivers voice, internet and data services as well as fully managed, outsourced ICT solutions. In Germany and Belgium, KPN serves consumer as well as business markets with its mobile operations. KPN has over 26 million customers, and with 27,155 employees posted revenues of EUR 8.9 billion, with an EBITDA of EUR 3.7 billion in the period January - September 2007. KPN was incorporated in 1989 and is listed on the Amsterdam, New York, London, and Frankfurt stock exchanges.

As a fully integrated KPN business unit, KPN International offers a sophisticated portfolio of IP and data services that provide corporate customers, internet service providers and carriers with intelligent network solutions. The foundation for those solutions is the international KPN fiber-optic network, which spans across 22 European countries, plus worldwide connections to more than 180 countries via overseas cables and partnerships.

Please visit [www.kpn.com](http://www.kpn.com) for more information about KPN.

#### **About Yipes Enterprise Services, Inc.**

Yipes is the leading provider of managed Ethernet and application delivery services for the global enterprise. Yipes' custom data-networking solutions empower businesses by delivering high performance, dynamic control, unmatched service quality, and rapid ROI. Enterprise customers worldwide take advantage of Yipes' managed Ethernet services because they are easier to implement and manage than other services. Yipes' specialized offerings and obsession with customer satisfaction ensure that the company delivers the best quality experience. More than 1000 enterprise customers worldwide rely on Yipes' high-performance managed services to improve their competitive advantage. For more information, visit [www.yipes.com](http://www.yipes.com).

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