



**“Meriton Networks is truly an innovative and agile company—not only in the products and solutions we provide, but in the extraordinarily solid relationships we build with our customers and partners. We invite you to become part of our phenomenal success.”**



—Mike Pascoe,  
CEO, Meriton Networks

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## Accelerating your business success

As a provider of transport, switching and networking products and services to enterprises and service providers, you fully appreciate that the optical networking industry is in the midst of a radical transformation. Demand for optical switching and transport is growing and you need a portfolio that can take maximum advantage of this growth.

Meriton Networks has a solution available today for meeting the demands of this new world – called Agile Optical Networking – that employs a managed group of network elements resulting in dramatically reduced capital and operating costs over today’s competing products. Agile Optical Networking (AON) brings best-in-class products into a fully featured portfolio that delivers the level of mission flexibility, integration and interoperability necessary for the new era of metro and regional networking.

This is why we are increasingly penetrating Tier 1, Alternate, and Managed Service Providers and Fortune 1000 customers, and why more and more organizations like yours are choosing to partner with us.

### DO YOU REALLY NEED ANOTHER PARTNER?

We know that you have many options for partnering, and investigating each one has an associated opportunity cost. You don’t want to invest a lot of time and resources into a partnering relationship unless you are confident there is significant business upside. Conversely, if you just stick with the current incumbent vendors, you may well miss a significant growth curve in your industry, and with it, penalize your own business success.

We also know that you’ve optimized your business model around your specific interests, capabilities, and business requirements and – regardless of whether you do business as an Agent, Reseller, Value Added Reseller, Distributor, or System

Integrator – your business requirements don’t change just because of someone else’s label.

With these insights about your business in mind, we’re committed to actively redesigning the process of partnering so that it can best meet the realities you face doing business, which in turn, will help to maximize our joint business success. Because we truly believe that our mutual success must be at the heart of any enduring business partnership.

### RETHINKING PARTNERING

As a young company hitting our stride, we’ve had the advantage of rethinking what partnering is all about. We think we need to deliver a few basic things to you to get your attention, work to earn your commitment, and ultimately build a meaningful relationship with you:

- a truly compelling portfolio of products and services that fills an identified need you can’t meet today, or fills it dramatically better than your current portfolio element;
- a straightforward and pragmatic way to explore actual business realities and effectively engage opportunities without having to invest excessive time and resource levels;
- a well defined way to convert early opportunities into commercial terms that immediately and positively impact your business while respecting your business model, capabilities, and economic requirements, and;
- recognize the relationship with formal partnering program deliverables that meet the needs of your business and evolve with your business needs.

If this approach to doing business together interests you, then contact your local Meriton office or visit our website to learn more about this opportunity and what Meriton has to offer.