



## Harmonic and WISI Communications Partner to Provide Next-Generation Cable Access Solutions

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NIEFERN, GERMANY and SAN JOSE, CA -- (Marketwired) -- 06/09/15 -- Harmonic (NASDAQ: HLIT), the worldwide leader in video delivery infrastructure, and WISI Communications, a provider of world-class TV and broadband network solutions, today announced a partnership that provides cable operators with next-generation cable access solutions. Under the joint collaboration, Harmonic and WISI will develop products that allow operators to keep pace with ever-evolving business and industry requirements such as CCAP, DOCSIS 3.1 and Distributed Access Architecture with digital fiber transport. Through their powerful cable access solutions, Harmonic and WISI offer the service provider, hospitality, enterprise and MDU markets a flexible, scalable network architecture that optimizes the delivery of video, data and voice services, while lowering capital and operating expenses.

"This collaboration is a win-win situation for Harmonic, WISI and the cable industry," said Nimrod Ben-Natan, senior vice president and general manager, cable edge business, Harmonic. "WISI has a powerful presence in the EMEA region that will help Harmonic penetrate new markets, and Harmonic has years of cable edge expertise and strong brand recognition in edgeQAM technologies, enabling WISI to expand internationally. Not only will this partnership lead to significant growth for both companies, it enables us to provide the industry with a new class of cable access solutions at a low total cost of ownership, bringing a wide range of benefits to cable operators."

"The cable world has changed rapidly over the last decade, with operators delivering high-speed Internet as well as fixed and mobile telephony offerings alongside video, including on-demand and time-shift services. In order to address fluctuations in traffic growth, operators need cable access solutions that provide maximum scalability and flexibility," said Axel Sihn, CEO, WISI. "Partnering with Harmonic, a market leader in cable edge technologies, we are able to offer operators a complete cable access solution and the easiest path to addressing the cable industry's evolving needs, such as CCAP and DOCSIS 3.1. This enables them to launch services faster and cheaper, resulting in increased revenue growth."

For decades, WISI has provided the cable market with custom-fit products and next-generation solutions that meet the demanding bandwidth requirements of service providers. The end-to-end solution from Harmonic and WISI includes WISI's optical high-density platform OPTOPUS for HFC-, RFOG networks and CCAP ready 1,2GHZ full spectrum DWDM technology and the WISI TANGRAM video platform. TANGRAM is a high-density digital TV headend for contribution of digital TV via IP networks and end-to-end IPTV solutions such as video-on-demand, connected TV and OTT or Web TV.

WISI's solutions complement Harmonic's NSG<sup>®</sup> Pro CCAP system and NSG Exo distributed CCAP, which simplify network design and operation while enabling service flexibility and reducing overall network costs. Harmonic's NSG Exo system was one of the industry's first offerings to support a Distributed Access Architecture. The ability to leverage standard DOCSIS back-office provisioning and cable modems, while supporting a mix of FTTx and coax customers over the same network, allows cable operators to utilize a single device to deliver triple-play services to dense pockets of coax infrastructure, such as multiple dwelling units, office buildings, campuses, and hospitality locations. The result is an increased opportunity to generate new revenue streams.

To learn more about the end-to-end cable access solution at ANGA COM 2015, June 9-11, in Cologne, Germany, visit the Harmonic stand 10.1/S10 and WISI stands 10.1/MS8 and 10.2/E9.

Further information about Harmonic and the company's products is available at [www.harmonicinc.com](http://www.harmonicinc.com). To learn more about WISI, visit <http://wisi.de/en/business/industries/cable-network-providers/>.

### **About WISI Communications GmbH & Co. KG (WISI)**

The Wilhelm Sihn jr. company was founded in 1926 and is one of the world's pioneers in broadband reception and distribution technology. Today, WISI is active around the globe as an all-round and competent system supplier and partner in the fields of mobile communications, receiving and distribution technology, Cable TV and HFC technology, next generation networks and high frequency connection systems. WISI currently employs around 550 people at two production sites in Germany and Asia. WISI has subsidiaries in France, Austria, Switzerland, Sweden, Bulgaria, Spain and China. In addition the company co-operates with more than 100 partners in all important international markets. Additional information can be found at [www.wisi.de](http://www.wisi.de)

### **About Harmonic**

Harmonic (NASDAQ: HLIT) is the worldwide leader in video delivery infrastructure for emerging television and video services. Harmonic enables customers to produce, deliver and monetize amazing video experiences, with unequalled business agility and operational efficiency, by providing market-leading innovation, high-quality service and compelling total cost of ownership. More information is available at [www.harmonicinc.com](http://www.harmonicinc.com).

*This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, including statements related to the anticipated capabilities and benefits of this partnership between Harmonic and WISI, and the anticipated capabilities and benefits of Harmonic's NSG<sup>®</sup> CCAP system and NSG Exo distributed CCAP product. Our expectations and beliefs regarding these matters may not materialize and are subject to risks and uncertainties, including the possibility that neither the partnership nor the products may meet some or all of their anticipated capabilities or provide some or all of their anticipated benefits, such as scalability; simplifying network design and operation while enabling service flexibility and cost reduction; and anticipating that the partnership will lead to significant growth for both companies.*

*The forward-looking statements contained in this press release are also subject to other risks and uncertainties, such as those more fully described in Harmonic's filings with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended Dec.31, 2014, its Quarterly Reports on Form 10-Q and its Current Reports on Form 8-K. The forward-looking statements in this press release are based on information*

*available to Harmonic as of the date hereof, and Harmonic disclaims any obligation to update any forward-looking statements.*

EDITOR'S NOTE - Product and company names used herein are trademarks or registered trademarks of their respective owners.

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