



## Harmonic Greatly Increases Access Speeds for Cable-Based Commercial Services

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### -- New FLXLink(TM) 1-Gbps CWDM Solution Enables MSOs to Reach Large-Scale Business, Government and Education Customers --

SAN FRANCISCO, Apr 04, 2005 (BUSINESS WIRE) -- Harmonic Inc. (Nasdaq:HLIT) today announced the introduction of the FLXLink(TM) 1-Gbps Commercial Services Solution that permits the secure delivery of ultra high-speed, commercial grade Internet access and other value-added services to commercial customers. The FLXLink 1-Gbps system's advanced Coarse Wavelength Division Multiplexing (CWDM) technology enables cable operators to transport bandwidth-intensive multimedia services and support the largest of business, government and education customers via the same infrastructure that carries the residential video, voice and data triple-play.

The primary applications of the new FLXLink 1-Gbps CWDM system include supporting the online access and data services needs of medical facilities, universities, primary and secondary schools, government facilities and corporations. By delivering sufficient bandwidth to support data, voice and video over IP solutions, FLXLink makes it possible for such organizations to benefit from advanced interactive applications such as video-based distance learning and remote medical consultation.

"Harmonic is working in partnership with cable operators around the world to increase their share of the commercial high-speed access and data services market, a business that is currently dominated by telcos," said Sunil Frida, Commercial Services Solutions Manager at Harmonic Inc. "While there are a multitude of possible technology solutions available today, Harmonic is focused on those that are a best fit technically and financially with the networks and business plans of our customers. The new FLXLink 1-Gbps CWDM system is yet another example of how Harmonic makes it feasible for cable operators to scale network capacity in order to transport the most bandwidth-intensive commercial applications without compromising the quality of their existing residential services."

The FLXLink 1-Gbps CWDM solution has been designed to leverage those features that make Harmonic's current 100-Mbps system so popular with operators around the world. Both solutions coexist in the same platform and use the same web browser interface for remote monitoring and management, simplifying the verification of network and equipment status and reducing the need for onsite service calls. The new 1-Gbps solution also uses Harmonic's proven CWDM passive network technology, minimizing cost of ownership for operators and providing every end user with the security of a dedicated wavelength. The solution is completely compatible with Ethernet/IP-based equipment at both the operator and customer premises which streamlines the deployment process. These shared architectures and features make it easy for operators to optimally align their infrastructure to meet the needs of each individual customer.

About Harmonic Inc.

Harmonic Inc. is a leading provider of digital video, broadband optical networking and IP delivery systems to cable, satellite, telecom and broadcast network operators. Harmonic's open standards-based solutions for the headend through the last mile enable customers to develop new revenue sources and a competitive advantage by offering powerful interactive video, voice and data services such as video-on-demand, high definition digital television, telephony and Internet access.

Harmonic (Nasdaq:HLIT) is headquartered in Sunnyvale, California with R&D, sales and system integration centers worldwide. The Company's customers, including many of the world's largest communications providers, deliver services in virtually every country. Visit [www.harmonicinc.com](http://www.harmonicinc.com) for more information.

This press release contains forward-looking statements within the meaning of Section 27(A) of the Securities Act of 1933 and Section 21(E) of the Securities Exchange Act of 1934, including statements related to: enabling cable operators to transport bandwidth-intensive multimedia services and support the largest of customers, benefits from advanced interactive applications, increasing cable operators' share of the commercial high-speed access and data services market, and scaling network capacity.

Our expectations and beliefs regarding these matters may not materialize, and actual results could differ materially from those projected. The forward-looking statements contained in this press release area also subject to other risks and uncertainties, including those more fully described in Harmonic's filings with the Securities and Exchange Commission including its recent Reports filed on Form 10-K and Form 10-Q. Harmonic does not undertake to update any forward-looking statements.

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SOURCE: Harmonic Inc.

AxiCom for Harmonic  
Stephen Orr, 408-543-2360 or +44.(0)20.8392.4056  
(Media Relations)  
[stephen.orr@axicom.com](mailto:stephen.orr@axicom.com)  
or  
StreetConnect for Harmonic  
Michael Newman, 408-542-2760 (Investor Relations)  
[hlit@stct.com](mailto:hlit@stct.com)