

The Corning Advantage

Industry Leader in Telecommunications

Corning's experience, rich in cutting-edge fiber optic innovations, is world renowned. Corning Cable Systems offers the broadest range of tip-to-tip fiber optic and copper product solutions for major telephone companies, CATV providers, long distance providers and private networks throughout the world. Our comprehensive solutions include network design, project management, installation and maintenance, equipment rental and training programs.

Corning Cable Systems' successful foundation is attributed to a rich legacy of technology and innovation inherited from Corning Incorporated. Established in 1851, Corning Incorporated creates leading-edge technologies for the fastest-growing industries in the global market. Corning manufactures optical fiber, cable and components; high-performance displays for televisions and other electronics for telecommunications and related industries; and advanced materials for the scientific, life sciences and environmental markets.



Corning Cable Systems

Solid Corporate Heritage

Corning Cable Systems, formerly known as Siecor, dates back to 1977 when an equity venture was established by Corning Incorporated (NYSE: GLW) and Siemens. The name was changed to Corning Cable Systems on June 1, 2000, reflecting Corning's purchase of the balance of Siecor in January, 2000. Corning, Corning Cable Systems' parent company, has been in business for over 150 years. For more information on Corning Incorporated, please visit our Web site at www.corning.com.

Corning Cable Systems is a leading manufacturer of fiber optic and copper communications system solutions for voice, data and video network applications worldwide. Corning Cable Systems has approximately 13,000 employees in more than 20 countries. Corning Cable Systems' commitment to total quality and superior customer satisfaction distinguishes it as a leader in the telecommunications industry.

Corning Cable Systems holds an unparalleled position in the industry, ensuring its importance as a dynamic contributor to Corning Incorporated's success. Corning Cable Systems offers the broadest range of end-to-end fiber optic and copper product solutions for customers' telecommunications networks:

- Optical fiber cables for aerial, duct, buried, road, rail, power, sewer and submarine telecommunications applications
- Customer-focused solutions that include fiber optic and copper data cables, fiber optic connectors and related hardware
- Fiber optic and copper cable hardware and equipment including network interface devices, test equipment, splice equipment, cable assemblies and fiber optic and copper connectors
- Network services that include network design, project management, installation and maintenance and training programs



A Culture of Innovation at Corning



Glass envelope for Thomas Edison's light bulb

1879



Processes for mass producing the television bulb

1947



Ceramic substrates for automotive catalytic converters

1972

1915



Heat-resistant Pyrex® glass

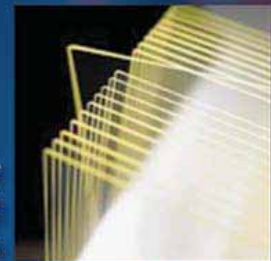
1970



First low-loss optical fiber

LCD glass for computers and large screen TVs

1984



CORNING

Strength in Corporate Diversity

Corning Incorporated prides itself on being a technology company. Corning's innovations have changed the world to better people's lives for more than 150 years. Today, telecommunications represent only a part of Corning's endeavors. As a diversified technology company, Corning focuses on high-impact growth opportunities in flat panel display, environmental, life sciences and semiconductor industries.

- The **Display Technologies** division is the worldwide leading supplier of large generation, high technology glass substrates used in active matrix liquid crystal displays (LCDs) found in many notebook computers, desktop LCD monitors, LCD-TVs, cell phones and digital cameras
- The **Environmental Technologies** division supplies critical components that form the core of some of the world's most effective pollution control systems, most notably substrates that filter pollutants from diesel engines
- For 80 years, Corning **Life Sciences** has produced the world's most comprehensive line of scientific laboratory products for life science research
- Corning **Semiconductor Optics** expands the capabilities of wavelength technology through the application of KrF glass and ArF glass, fluoride crystals and ULE glass

Quality Excellence

Corning's reputation as a technology leader was built by living our values each and every day. By focusing on quality, innovation, leadership and integrity, Corning continues to push the envelope and succeed.

Consistent and reliable product quality, plus the continuous improvement of all business and manufacturing processes, are critical to the success of Corning Cable Systems. The quality management systems to support and achieve quality excellence consists of:

- **The Total Quality Improvement Process** involving all locations, organizations and functions. This activity results in performing better for Corning Cable Systems' customers at a more competitive cost.

Quality Principles

- Meet the Requirements
- Produce Error-Free Work
- Manage by Prevention
- Measure by Cost of Quality

- **Integrated Quality Management Systems** centered in each manufacturing plant along with customer support groups that primarily focus on quality of products and services for Corning Cable Systems' customers.

Quality Policy

It is the policy of Corning Cable Systems to achieve Total Quality performance in meeting the requirements of external and internal customers. Total Quality performance means understanding who the customer is, what the requirements are, and meeting those requirements without error, on time, every time.

Quality of Products and Services

Integrated **Quality Management Systems (QMS)** ensure that product and service quality are more than compliant with the latest customer recognized standards. Exceptional performance of products in service over an extended period of time have proven that Corning Cable Systems Quality Management Systems are consistently effective.

Registrations to ISO-9001

Registrations to TL-9000

ISO/TL Registrations – Americas Region

Most prevalent global quality management standard

A telecommunications industry specific quality management standard that begins with all of ISO 9001 as basic requirements

All Fiber Optic Cable and Hardware & Equipment Operations are registered

Operations	Registrar	Compliant with Current ISO/TL Standard
CABLE		
Hickory, NC Cable Facility	LRQA*	ISO 9001:2000/TL 9000 R3.0
Winston-Salem, NC Plant	LRQA	ISO 9001:2000/TL 9000 R3.0
HARDWARE & EQUIPMENT		
Dominican Republic Plant	LRQA	ISO 9001:2000/TL 9000 R3.0
Keller, TX Plant	LRQA	ISO 9001:2000/TL 9000 R3.0
Optical Assembly Plant, Hickory, NC	LRQA	ISO 9001:2000/TL 9000 R3.0
Puerto Rico Plant	LRQA	ISO 9001:2000/TL 9000 R3.0
Reynosa, Mexico Plant	LRQA	ISO 9001:2000/TL 9000 R3.0
Splice Equipment, Hickory, NC	LRQA	ISO 9001:2000
* LRQA = Lloyd's Register Quality Assurance		

Product Development and Technology

Corning Cable Systems is proud of its technical accomplishments. Our imaginative and skilled research and development groups submit numerous US and foreign patents each year. Their efforts are focused on the future and are supported by Corning Incorporated as well as our own internal research, development and engineering departments. Our commitment to the development of new products is evident, for example, in the expansive portfolio available for data centers.

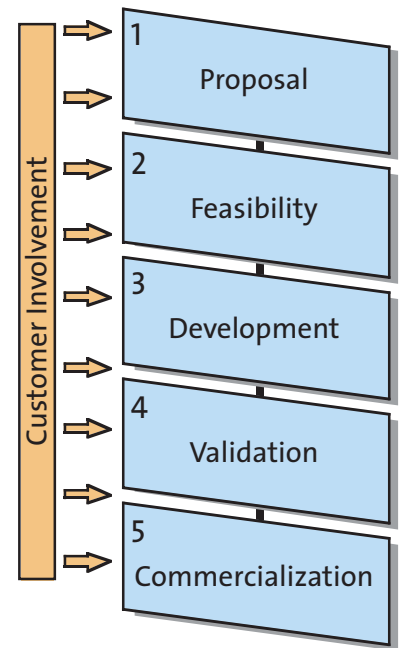
Our work is characterized by intellectual curiosity, devotion to customer needs, passion and the demands we place upon ourselves for quality. Product quality and reliability begin with design and development decisions and are validated as part of the development process.

Our product development process starts with a bright idea, a new technology opportunity, or a customer's specific requirements. Customer involvement is a vital and integral part of the product development cycle. Corning Cable Systems engineers are on the forefront, working with customer specifications and industry standards. For the customer's application, Corning Cable Systems has state-of-the-art technical expertise, innovative products and service solutions to meet their requirements.



Over 1,100 patents have been granted worldwide for Corning Cable Systems' technological innovations.

Corning Cable Systems Product Development Cycle



Corning Cable Systems Products and Services

Corning Cable Systems is uniquely positioned to provide customers with state-of-the-art LANscape® Fiber Optic Solutions, backed by Corning Cable Systems' 25-year warranty.

■ Fiber Optic Cables

Corning Cable Systems has an unparalleled 25-plus years of experience in cabling research, design and manufacturing and offers a wide range of cables for outdoor, indoor, indoor/outdoor, interconnect and specialty applications. Corning is the leader in gel-free cable design for fast, no-mess installation and offers the patented TBII® Buffered Fiber coating for easy stripping of tight-buffered cables.

■ Fiber Optic Connectors

Corning Cable Systems invented no-epoxy/no-polish connector technology more than a decade ago and has since sold more than 40 million UniCam® Connectors. With 0.1 dB insertion loss for multimode and 0.2 dB for single-mode, Corning's UniCam Pretium™-Performance Connectors offer best-in-class optical performance with the convenience of a no-epoxy/no-polish connector and a 100 percent guarantee. As an expert in fiber optic connectivity, Corning also offers high-quality anaerobic epoxy-and-polish connectors that do not require lamps or ovens.

■ Fiber Optic Hardware

Corning Cable Systems offers a complete line of enclosures, housings, panels, modules and outlets for fiber optic network, connection and protection. Corning Cable Systems' Pretium Hardware line features thoughtfully designed routing guides, additional room for splicing trays and built-in jumper and slack management for faster, simpler network management. And all LANscape Solutions hardware has a universal footprint so that any connector housing panel fits any LANscape Solutions enclosure.



Corning Cable Systems Products and Services (continued)

■ Preterminated Fiber Optic Cabling Systems

Corning Cable Systems invented the first preterminated fiber optic cabling systems for both indoor and outside plant applications. Ideal for a wide range of indoor and outdoor applications, LANscape® Solutions Plug & Play™ Systems are preterminated optical fiber cabling systems that dramatically streamline the process of deploying an optical network infrastructure. The components can be installed, connected and operational in a fraction of the time as compared to conventional field-terminated methods and are scalable and modular to add additional capability as necessary with minimal labor.



■ Fiber Optic Equipment and Accessories

Corning Cable Systems offers a complete line of splice and test equipment and accessories for the installation and management of fiber optic networks. Corning Cable Systems' fusion splicers are designed for fast, easy termination every time, with features that take the guesswork out of fusion splicing. Importantly, Corning Cable Systems' test equipment is designed for rugged, long-life use with both multimode and single-mode networks. In addition, Corning Cable Systems offers splice accessories such as ovens, trays and splice protection; talk sets, visual fault locators and test boxes and kits; and a range of fiber preparation tools.



■ Services and Support

Corning's LANscape Solutions Rental Services is an attractive option for installations or to "try before you buy." With splice and test equipment, tool kits and accessories, next-day delivery is standard. Corning also offers design, project, field engineering and technical services.

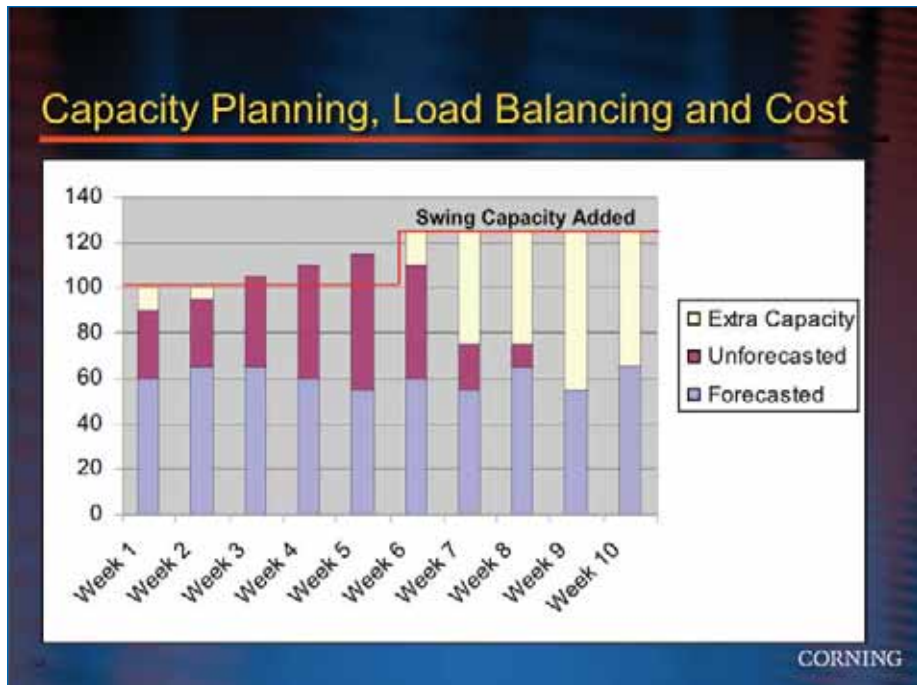


Global Capacity – Meeting Short Fuse Requirements

Corning Cable Systems is a leading global manufacturer of fiber optic cable, hardware and equipment. With manufacturing capabilities at multiple locations, Corning Cable Systems is able to manage demand fluctuations with ease with the following methods:

- Established stocking plan for modules with distribution
- Flexible hybrid trunk/module lines in our core manufacturing facilities
- Cross-trained operators to fully utilize equipment capacity
- Fully staffed to a 3-shift operation
- Most diverse raw material stock (cable, connectors, hardware)
- Automation lines with the capability to produce patch cords and harnesses at consistent low losses
- MTP®, LC and SC Connector production lines produce multimode and single-mode
- Utilize Corning Cable Systems global manufacturing capabilities = **SWING CAPACITY**

What Sets Us
Apart from the
Competition ...

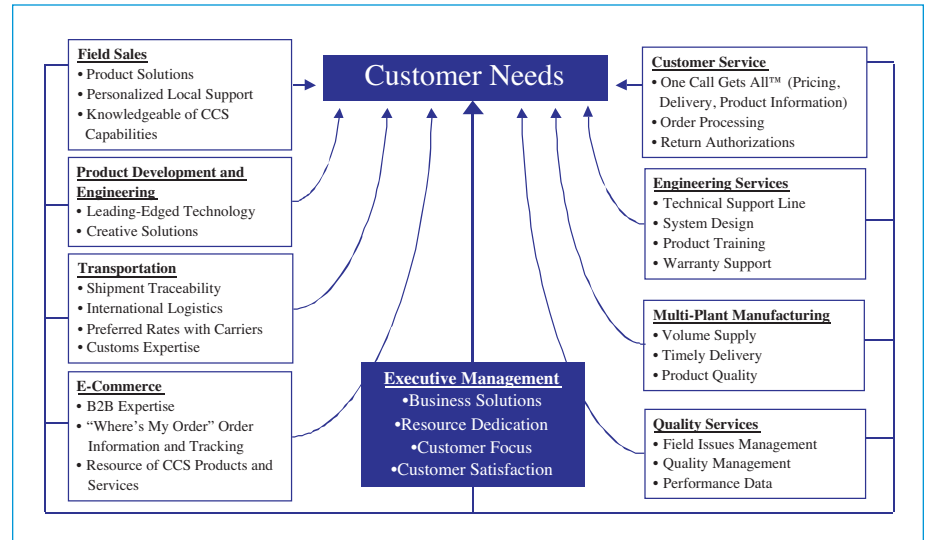


- Our Plug & Play™ Systems capacity is organic:
- Wholly owned Corning Cable Systems factories
 - We do not contract manufacture; we own and control our supply chain
 - No product variability!
- We have a rich history with multi-million dollar Plug & Play Systems deployment:
- Hewlett Packard
 - JPMC
 - Wachovia
 - Wells Fargo
 - Barclay's
 - Deutsche Bank
 - Bear Steams
 - Pentagon



Unparalleled Customer Support

Corning Cable Systems' support of customer needs extends beyond supplying competitively priced, quality products at the right time. Teams of professional people are dedicated to unmatched customer support through the entire project life-cycle, pre-RFP thru post-installation.



This group of people is available to assist you with:

- Site survey
- Cable system design: LAN, SAN Data Center
- Product development and innovations; broadest depth of DC products in the industry
- RFP creation (automated): detail specs, standards compliance, product selection
- BOM generation (automated): part number/quantity for each network segment
- Installation/maintenance consultation & training
- Joint capacity planning/forecasting
- Real-time feedback loop
- On-site field audits/reviews

- **Account Manager:** local expert in all aspects of project support and coordination
- **Customer Service Representatives:** quotes, product and service questions, One Call Gets All™ Customer Service
- **Systems Engineers:** expert design assistance/recommendations and bill-of-materials generation
- **Field Engineers:** site survey, field support, field training, field audits
- **Product Line Managers:** commercial champions within operations, capacity planning, product prototypes, supply chain support
- **Market Managers:** deep understanding of market specific applications, standards and designs for various LAN and DC environments
- **Extended Warranty™ Program Contractors:** worldwide network of Corning trained and certified installers

Customer Satisfaction Performance

Corning Cable Systems Scale



Customer Satisfaction and Recognition

Corning Cable Systems began its formalized Total Quality Management process in 1984 as an important cornerstone of its business plans and strategies. Since that time, Corning Cable Systems has been widely recognized as a Product Quality and Service leader in the telecommunication industry. The goal is to be number one in Quality of Products and Services as recognized by our customers. Progress toward this goal can be seen in the more than 90 awards and recognitions Corning Cable Systems has received for its products, quality processes and service.

Recognized
more than
90 times
for Quality
Performance!

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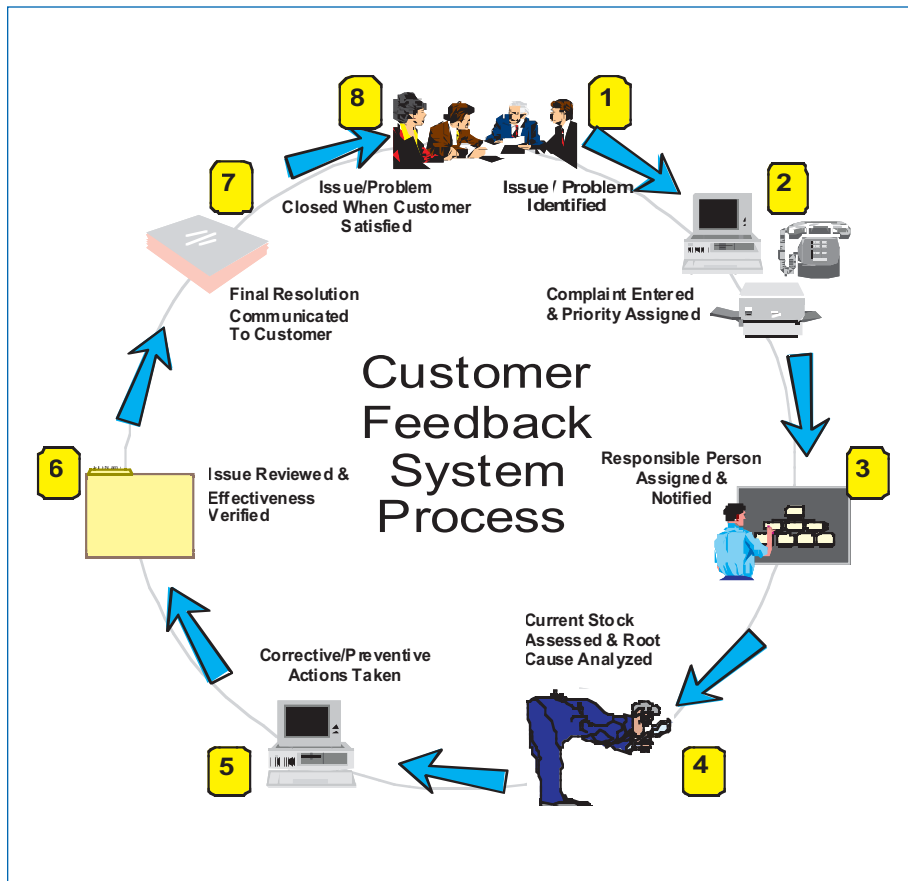
The pursuit of Customer Satisfaction is an ongoing, never-ending process. Corning Cable Systems uses several methods to monitor, analyze and improve customer satisfaction levels:

- Corning Cable Systems Initiated Performance Evaluations from customers
- Formal and informal performance reports from customers
- Internal measures of performance (i.e., customer feedbacks, on-time delivery, etc.)
- Annual surveys of customers regarding Customer Service performance
- Customer awards and recognition

Corning Cable Systems' senior management actively reviews results from these sources and directs appropriate actions and initiatives to improve customer satisfaction levels.

Customer Feedback System

Corning Cable Systems strives to ensure that we provide products and services that meet our customers' expectations. If our customers experience a situation that does not meet their requirements, we will work hard to provide a satisfactory resolution. The "Customer Feedback System," a formal, fully deployed online database, ensures that all customer problems/concerns are documented, investigated and resolved, and that corrective/preventive action is implemented. Sales and Customer Service, upon first learning of an issue, have immediate access to the Customer Feedback System. The customer's problem is quickly entered and all appropriate functions and locations begin to work toward providing a satisfactory solution. The issue is considered closed only when the customer is satisfied. If our customer experiences an emergency or unplanned service interruption, Corning Cable Systems is ready to help. Contacting a representative normally, or using the after-hour hotline, will initiate the actions for rapid response and assistance.



In Summary

Corning Cable Systems offers global manufacturing and service solutions:

- Providing a long and rich history of innovation and state-of-the-art Plug & Play™ Systems via organic, wholly owned resources
- Providing the largest and most flexible production capacity to meet your demanding delivery schedule
- Delivering exceptional product quality and customer service when and where you need it

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