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## PRESS RELEASE

### Blackfoot to Deliver Communication Services over IP/Gigabit Ethernet Network

**August, 2004 Missoula, Mont** – Blackfoot Telecommunications Group recently announced they have selected Occam Networks Inc.'s BLC 6000 platform, a complete loop carrier system that uses Ethernet and Internet Protocol (IP) as core transport and service protocols, to deliver voice, video and high-speed data services to residential and business subscribers. Occam Networks Inc. is a supplier of innovative Ethernet and IP-based loop carrier equipment to telecommunications companies worldwide.

Blackfoot will deploy the BLC 6000s over a three-year period as they evolve their existing SONET network to an all IP services transport network.

"We began the drive to a next-generation, standards-based IP/Ethernet network two years ago with the ultimate goal of delivering every service over IP," said Dave Martin, Blackfoot Director of Technology. "Rather than wait for a service requirement to force us to modernize, we decided to get ahead of the curve. It was clear that a network built using a native IP architecture would be simpler to build and manage, as well as more cost effective."

Blackfoot chose the Ethernet-based BLC 6000 over products from a variety of vendors because it met their IP/Ethernet requirements and could be integrated smoothly with the company's existing switches. The BLC 6000 enables Blackfoot to centralize interfaces and deploy services anywhere in its network. Another factor in the selection was the BLC platform's Ethernet Protection Switching (EPS), which will provide failover protection in certain geographic locations where Blackfoot does not have full fiber rings.

"The BLC has a very elegant and graceful architecture that will enable us to deliver new services and grow our subscriber base easily and cost-effectively," according to Martin. "An Ethernet/IP network is much cheaper to install and maintain and promises to help us maintain a competitive edge now and into the future."

Blackfoot plans to upgrade more than 20 remote sites over the next three years with BLC 6000. To date, the BLC platform has been installed in three locations and is delivering IP voice service to their subscribers.

"The installation of the first three BLC 6000s went flawlessly," Martin continued. "We installed them and turned up service in only 1.5 days, less than half the time it would have taken with our previous loop carriers."

During the initial phase of the BLC 6000 deployment, Blackfoot will deliver voice and broadband data to its residential and business subscribers. As the deployment progresses they plan to add streaming Internet video and/or TelcoTV to their service offerings.

"Blackfoot is known in the industry as a thought leader," said Russ Sharer, vice president of sales and marketing for Occam Networks. "We are pleased that such a progressive organization has selected our products to help them meet the challenges of growing competition over the next five years."

#### **About Occam Networks Inc.**

Occam Networks Inc. develops and markets innovative Broadband Loop Carrier networking equipment that enables telephone companies to deliver voice, data and video services. Based on Ethernet and Internet Protocol (IP) technologies, Occam's equipment allows telecommunications service providers to profitably deliver traditional phone services, as well as advanced voice-over-IP, residential and business broadband, and digital television services through a single, all-packet access network. Occam is headquartered in Santa Barbara, Calif. Additional information can be found at [www.occamnetworks.com](http://www.occamnetworks.com).

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#### **About Blackfoot Telecommunications Group**

Named after the Blackfoot River running through much of the territory it serves, the Blackfoot (Blackfoot) Telecommunications Group was originally established in 1954 as Blackfoot Telephone Cooperative. Blackfoot offers state-of-the-art telecommunications, Internet and data solutions to customers in Missoula and throughout Montana and Idaho. Headquartered in Missoula, Montana, Blackfoot employs more than 165 Montanans. Blackfoot can be reached at 406-541-5000 or through its web site at <http://www.blackfoot.com>.

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