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The Partner **Solutions** People

News

Infinera Names D.W. Morgan Company As Its Strategic Supply Chain and Logistics Partner

Morgan Begins Exclusive Logistics, Transportation and Distribution Services for Fast-growing Digital Optical Networks Company

Pleasanton, CA, April 10, 2006: Infinera has selected D.W. Morgan company, a global leader in transportation management, logistics and supply chain management services, as its strategic supply chain and logistics partner, Morgan officials announced today. Under terms of the contract, Morgan becomes Infinera's exclusive third-party logistics provider and will work with Infinera management to develop supply chain solutions to support Infinera's rapid growth and globalized manufacturing strategy.

"Technology leaders like Infinera realize that seeing and managing all aspects of a global supply chain are vital for competitive advantage. It's what we call 'Supply On Demand,®'" said D.W. Morgan CEO and Founder David W. Morgan. "These days, it's not enough to innovate in engineering. Companies that can deliver products faster and more reliably, at lower cost and with better service, will dominate their industries."

Morgan helps clients simplify and coordinate cross-company processes, as they work with suppliers and distributors to better respond to customer demand. Morgan's proprietary ChainLinq® technology connects all parties in real-time, so that far-flung global locations with inventories of supply, work-in-progress, finished goods and service parts can be seen and managed effectively. Morgan's transportation expertise then allows it to move goods efficiently and ensure that clients comply with all regulatory mandates.

"Infinera's Digital Optical Networks already provides its customers the fastest service delivery in the industry," said Lonny Orona, vice president, global customer service & technical support at Infinera.

“We’ve chosen D.W. Morgan as a world-class logistics partner to support our installed base , sparing and customer service programs so we can continue to improve upon our unique capabilities in speed and customer service and network delivery.”

About D.W. Morgan Company

Since its founding in 1990, Morgan has become one of the world’s most trusted supply-chain consulting and transportation management firms. The company has provided services for a Who’s Who of global business leaders, including Cisco Systems, Inc., Hewlett-Packard, Kaiser Permanente, B.F. Goodrich, Cisco Systems, Inc., Advanced Fibre Communications (now a division of Tellabs), Lockheed Martin, Oracle, NCR, Molecular Dynamics, and Philips Electronics. Morgan pioneered the concept of “whole-process management” for simplifying complex supply and demand challenges. Under this model, Morgan oversees every link in its partner’s supply chain—from procurement of raw materials to distribution of finished goods. With its innovation and top-notch expertise, Morgan is able to dramatically improve efficiency and reduce costs for clients.

Morgan has earned widespread acclaim for its work with its clients. It has twice been named Cisco Systems Supplier of the Year, Diversity (2005, 2003); in 2004, earned Computerworld Honors / Smithsonian laureate status; was cited in Aberdeen Group’s 2006 “Best Practices in International Logistics; was included in *Supply and Demand Chain Executive* magazine’s 2005 “Top 100 Supply Chains”; and won the Northern California Supplier Development Council’s 2005 Supplier of the Year award. Morgan is certified as a minority-owned business by the National Minority Supplier Development Council (NMSDC) and as a Small, Historically Disadvantaged Business (SDB) by the U.S. Small Business Administration.

The company’s headquarters is located at 6685 Owens Drive, Pleasanton, CA 94588; (925) 460-2700, fax (925) 251-0250. Morgan also maintains regional offices in Atlanta, GA; Los Angeles, CA; Tampa, FL; and Austin, TX. An Asia-Pacific subsidiary, D.W. Morgan Pte., Ltd., is based in Singapore and serves the Pacific Rim manufacturing and supply-chain needs of Morgan clients. To learn more about Morgan’s products and services, please visit <http://www.dwmorgan.com/>.

The Morgan ball logo and name, “The partner solutions people,” MAX System, “Supply On Demand” and the ChainLinq logo and name are registered trademarks of D.W. Morgan Co. Other company and product names may be trademarks of their respective owners.

About Infinera:

Infinera provides Digital Optical Networking systems to telecommunications carriers worldwide. Infinera's systems are unique in their use of a breakthrough semiconductor technology: the Photonic Integrated Circuit (PIC). Infinera's systems and PIC technology are designed to provide optical networks with simpler engineering and operations, faster time-to-service, and more flexible networking. For more information, please visit www.infinera.com.

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