

# TECH & TELECOM

An Advertising Feature to the Orange County Business Journal • November 26, 2012



## Go Faster With XO! *XO delivers the first nationwide 100G network*

**X**O Communications, one of the nation's largest service providers, and Ciena® Corp. (NASDAQ: CIEN), the network specialist, recently announced that XO Communications will use Ciena's industry-leading Packet-Optical Transport technology to provide high-speed, high-capacity next-generation optical transport and business Ethernet services to enterprise and wholesale service provider customers in XO's metropolitan and regional networks, nationwide. The newly enhanced network will enable XO Communications to meet its enterprise customers' growing demand for bandwidth capacity – at speeds of 100G and beyond – to deliver business critical Ethernet, storage and managed services applications with low latency, while supporting the company's commitment to operational excellence, performance and value. XO Communications is also working with Ciena to offer 100G-managed wavelength services to its large enterprise and wholesale service provider customers.

When it comes to data and IP services, XO Communications is committed to providing the ultimate high-performance experience. We've partnered with leading optical networking equipment companies like Ciena and Nokia Siemens Networks to deliver the most advanced and fastest nationwide network at 100G speeds.

### Key Facts

- ◆ XO Communications provides comprehensive managed network, IP communications and IT infrastructure solutions to customers located across its extensive nationwide network, which serves 85 metropolitan markets. Its customer base includes more than 50 percent of the Fortune 500; 17 of the world's 20 largest telecommunications companies; eight of the top 10 mobile wireless companies; nine of the top 10 cable companies; some of the most popular Internet search engines; as well as federal, state and local governments and agencies.
- ◆ To differentiate its metro and regional service offerings and provide its customers with the high-speed, high-capacity connectivity required to deliver today's increasingly bandwidth-intensive services and applications, XO Communications is deploying Ciena's field-proven 6500 Packet Optical Platform with WaveLogic™ coherent technology.
- ◆ With the 6500's integrated OTN switching capabilities, XO Communications will be able to scale for, and cost-effectively deliver, a mix of new and existing services and protocols – including OTN, SONET, Ethernet and Fibre Channel, as well as managed

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communications







# Farmers & Merchants Bank®

## Melding Technology and Service in Community Banking

by Ken Nagel, Senior Vice President and Chief Information Officer, Farmers & Merchants Bank

The banking industry is in a remarkable state of flux. Many consumers have opted to leave behind the hidden fees, reduced service and lack of transparency associated with large national banks in favor of the cozy confines of their local community bank. While service has long been the hallmark of community banking, many consumers remain reticent to make a change due to a lingering question: Can a smaller community bank offer the convenience and security associated with larger banks while holding strong to its local roots?

At Farmers & Merchant Bank, we believe that the answer is "yes," and it begins with how we approach technology. The modern banking customer expects to be able to bank whenever and wherever they need to in real time, whether it is at a branch, ATM, computer or smartphone. The challenge is to leverage this far-reaching network of services with the high level of service expected from a community bank.

To accomplish this, F&M is making a long-term investment in technology to ensure every channel through which we interact with our customers is secure, efficient and customer focused. We began by addressing the components that comprise the foundation of the modern banking experience: the branch, mobile devices, the internet, ATMs and telephones. Our objective is to offer seamless interaction, integration and information exchange across all of these platforms in a secure and dependable environment. This approach provides a marked competitive advantage over large national institutions, which employ complex legacy systems that



Ken Nagel

hinder their ability to combine service with sophistication.

In addition to our focus on delivering the most reliable banking network in 2013, F&M's strategy also looks forward, analyzing new technologies in the pipeline that may further alter the banking experience. One core area under evaluation is payment processing. Applications like Google Wallet, PayPal, Dwolla, Square, Passbook, P2P micropayments and Simple.com, are already changing the way customers transact. Our goal in preparing for the long-term impact of these platforms is to ensure that our core values of strength, security and customer service continue to be at the forefront no matter what application customers are using to make purchases.

When F&M was founded in 1907, our objective was to provide customers with the assurance that their money is safe, secure and well managed. While banking has changed dramatically over the years, we still operate by the same objective 105 years later. Innovation is a key driver of today's banking industry, but it remains only a means by which to support the core values of service, loyalty and integrity.

### About Farmers & Merchants Bank

Founded in Long Beach in 1907 by C.J. Walker, Farmers & Merchants Bank has 21 branches in Los Angeles and Orange counties. The Bank specializes in commercial and small business banking along with business loan programs. Farmers & Merchants Bank of Long Beach is a California state chartered bank with deposits insured by the Federal Deposit Insurance Corporation (Member FDIC) and an Equal Housing Lender. For more information about F&M, please visit the website, [www.fmb.com](http://www.fmb.com).

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**GO FASTER WITH XO!**  
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wavelength services – at speeds of 1G to 10G, 40G and 100G, and beyond.

◆ XO Communications will deploy the 6500 in multiple chassis sizes to cost-effectively address configuration requirements in each unique metro and regional network. In the future, XO Communications will deploy Ciena’s OneConnect Intelligent Control Plane software on the 6500 to automate provisioning and management of its metro networks from the core to the edge, and leverage mesh restoration to improve network resiliency and service availability.

◆ Ciena is also providing XO Communications with its OneControl Unified Management System, and a range of professional services for this deployment via its Ciena Specialist Services portfolio, including ongoing testing and support.

◆ XO Communications has begun offering services on its newly enhanced network in New York City, and plans to rapidly upgrade high-growth regions during the next 12 months.

◆ A long-time Managed Service Provider Partner within Ciena’s award-winning BizConnect program, XO will introduce the 6500 into its carrier managed services offering and expand its go-to-market relationship with Ciena to address those key enterprise applications best served by this enhanced portfolio.

**Executive Comments**

◆ “XO Communications is committed to providing cutting-edge communications solutions to our customers with exceptional service, performance and value. When we looked to upgrade our metro and regional networks to 100G, we sought an experienced, innovative partner that could help us serve our customers, and also attract new business. Ciena’s coherent optical technology with integrated OTN switching gives us the ability to cost-effectively deliver a wide range of custom services and applications to our varied customer base with speed, flexibility and assurance, as well as the ability to go after new markets. This intelligent, programmable solution also gives us the tools to easily scale our network to meet customer requirements for capacity and speed for many years to come.” – **Randy**



**Nicklas, senior vice president and CTO at XO Communications**

◆ “Our 6500 Packet Optical Platform and WaveLogic coherent optical technology, part of our OPn programmable network architecture, provides XO Communications with significant bandwidth scalability, reliability and intelligence – critical building blocks for delivering competitive network services that ensure long-term customer satisfaction. Additionally, the ability to quickly and cost-effectively roll out new services will help the company to strengthen its leadership position, attract new business and further differentiate itself in the highly competitive metro and regional services marketplace.” – **Francois Locoh-Donou, senior vice president, Global Products Group at Ciena**

**Technology Background**

◆ Architected for network modernization, Ciena’s 6500 Packet-Optical Platform converges comprehensive Ethernet, TDM and WDM capabilities into one platform for cost-effective delivery of emerging and existing services – from the access edge to the backbone core. 6500 systems also support directionless and colorless ROADM functionality, which combine with OTN/packet switching and Ciena’s OneConnect Intelligent Control Plane to maximize the bandwidth efficiency and flexibility of the overall network.

◆ Ciena’s WaveLogic coherent optical processors enable operators to maximize the reach, capacity and flexibility of networks by supporting seamless upgrades to 40G/100G and beyond. Using innovative coherent receiver, high-speed analog to digital, and custom digital signal processing technology that integrates intelligence into the equipment, Ciena’s technology offers ease-of-deployment, cost efficiency and network investment protection.

◆ Ciena is the pioneer and market leader of coherent optical technology with greater than 16,000 coherent 40G/100G line interfaces shipped to over 100 customers across the globe, with more than 15 million coherent kilometers deployed.

*To learn more about the XO 100G Network and other advanced network solutions, please contact your local XO Communications office at 949.417.7360 or visit us online at [www.xo.com](http://www.xo.com).*



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