



January 19, 2011 12:00 PM Eastern Time

Wave2Wave Solution Corporation Achieves Record Growth

Leading Provider of Fiber Optic and Copper Cabling Solutions Grows Revenue by 50%, Expands Product Line and Receives Brocade Supplier Award

MILPITAS, Calif.--(BUSINESS WIRE)--In the midst of a challenging economy, [Wave2Wave Solution Corporation](#), a worldwide provider of optical and copper cabling solutions, today announced that revenues for fiscal year 2010, ending on December 31, 2010, grew by more than 50% year-over-year and exceeded expectations. Wave2Wave also noted record sales in the United States, its largest market.

Revenues were driven largely by a series of successful products launched during the year including a high density data communications solution that enables interconnections between ultra high speed networks, two cabling products to serve the emerging 100 Gb/s networking standard and a trio of mobile, modular data center solutions that offer a smaller physical and carbon footprint over existing market offerings. The company projects that revenues will grow another 50% in year 2011, mainly due to its expansion into data centers and R&D lab facilities with newer products and offerings.

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“We clearly see the company’s success and revenue growth tied directly to our commitment to listening and responding to our customers’ needs,” said [David Wang](#), CEO and founder, Wave2Wave Solution. “In today’s difficult economic climate, we are more than ever focused on helping our customers simplify their needs by providing high quality, cost effective products on time.”

Wave2Wave also added a large number of new tier-1 customers during the year including municipalities, higher education institutions and defense contractors. Additionally, the company signed up a number of new Fortune 500 enterprises who deployed Wave2Wave’s cost-effective, high quality solutions in their mission critical data centers.

In 2010, the company made a commitment to adopt environmentally friendly business practices at its corporate headquarters and manufacturing facilities. Some of the green practices implemented at Wave2Wave include initiatives to reduce waste by converting and designing its product packaging to greener alternatives and recycling parts and components that otherwise would be destined for landfills. All Wave2Wave products adhere to the Restriction of Hazardous Substances (RoHS) directive.

Wave2Wave’s corporate citizenship programs, initiated in 2010, serve as an outlet for the company to “give back.” One program sponsored by the company is [Students Rising AboveSM \(SRA\)](#), a non-profit organization offering financial assistance, mentoring, and summer employment opportunities to low-income, first generation high school students in the California Bay Area. Since its founding in 1998, SRA has helped hundreds of disadvantaged students successfully go to and through college and transition into the work force. Wave2Wave is also a corporate sponsor of the [Shin Shin Educational Foundation](#), a group dedicated to building schools across poor, remote and underserved regions of China.

The year culminated with Wave2Wave receiving the first ever Diversity Supplier Award from [Brocade](#), a leader in providing comprehensive network solutions that help the world’s leading organizations transition smoothly to a virtualized world where applications and information reside anywhere. Brocade recognized Wave2Wave for being a key enabler for Brocade’s new campus data center, engineering labs and new proof of concept lab. Wave2Wave received the award at the Brocade Supplier Summit ceremony held on September 14, 2010.

About Wave2Wave

Wave2Wave Solution Corporation is worldwide provider of fiber optic and copper-based components that enable high-speed data communications. Founded in May 2003, the company is privately held with corporate headquarters in Silicon Valley and manufacturing facilities in Milpitas, California and Shenzhen, China. For additional information, contact us at +1 (408) 586-8800 or visit us on the web at www.wave-2-wave.com.

About Students Rising Above

Founded in 1998 by Anchor, Wendy Tokuda, and Community Relations Manager, Javier Valencia, SRA began as a scholarship program supporting outstanding Bay Area students who were "beating the odds." Students selected in our program are typically the first in their families to go to college and lack the financial resources and family support to fulfill their educational dreams.

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Permalink: <http://www.businesswire.com/news/home/20110119005692/en/Wave2Wave-Solution-Corporation-Achieves-Record-Growth>

