



## **Calient Networks Announces Mark Weingarten as Sales Vice President**

**San Jose, CA** February 21, 2008 — Calient Networks announced today that it has appointed industry veteran Mark Weingarten as VP Worldwide Sales. Mr. Weingarten will lead Calient's sales organization and join the executive leadership team for policy and strategy. "Mark brings an aggressive sales leadership to Calient that will compliment and fit well with our strong sales team," said Daniel L. Scharre, CEO of Calient. "We expect him to make an immediate contribution in expanding our sales success and channels," continued Scharre. Mr. Weingarten has over fifteen years of sales success and increasing sales responsibility in the communications industry. He has held executive sales positions at CoSine Communications and brings a wealth of sales experience and success to Calient.

Calient is a leading supplier of intelligent fiber management systems based on all optical switching. Calient has been shipping its DiamondWave products to service providers, production networks, research networks, labs and OEMs worldwide since 2002. Its latest product success is the DiamondWave FiberConnect which brings to fiber management what the DACS brought to digital networking three decades ago – a revolutionary concept for automated remote monitoring, management and trouble isolation and recovery.

"I am pleased to join Calient at this critical time in their history and very impressed with the talent and product at the company," said Mark Weingarten. Prior to joining Calient, Mr. Weingarten was President of Vathos Ventures and held successively the VP worldwide sales and VP marketing titles at CoSine. He previously held sales management roles at FreeGate, Ascend Communications and Williams Communications. Mr. Weingarten holds B.S. and M.S. degrees in electrical engineering from Georgia Institute of Technology. He will be located at company headquarters in San Jose, California.

### **About Calient Networks**

Calient Networks is a leader in fiber optic cross-connect systems (FOCS). The company addresses critical access network and central office fiber deployment challenges faced by service providers, government agencies and optical network equipment providers. Calient's cost-shattering DiamondWave® systems make dynamic fiber management inexpensive and reliable, lower operations expenses and enable new revenue-generating optical services at the speed of the market. Shipping DiamondWave® products to production networks since 2002, Calient has one of the largest installed fiber switch bases worldwide. The company provides its cost and performance benefits to the highly demanding access, backhaul, and central office fiber management markets. Calient is headquartered in San Jose, California, with additional engineering and manufacturing operations in Santa Barbara, California.

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