

Company Fact Sheet



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Company Inception

Polatis Inc. is the result of a merger between Polatis Ltd, formed in June of 2000, and Continuum Photonics Inc., formed in July 1998. The combined company, Polatis Incorporated, is a privately held company and currently employs approximately 60 people.

Polatis Inc. is supported through investments by 3i Group, Alta Berkeley, DFJ Esprit, EonTech Ventures, Flagship Ventures, Prism VentureWorks, JK&B Capital, Boston Millennia Partners, Harris and Harris Group, GE Capital, MTDC, and Gainesborough Investments.

Team

The Polatis management team consists of communications industry professionals, bringing years of experience to leadership of the company.

- Chief Executive Officer – Dave Lewis
- Chief Financial Officer – Robin Poole
- Vice President of Sales & Marketing – Aaron Bent, PhD
- Chief Technology Officer – Andrew Dames
- Vice President of Research & Development – Dr. Kamyar Ghandi
- Vice President of Engineering – Nick Parsons
- Vice President of Operations – Jon Pebody

Technology and Products

Polatis has developed all of its hardware products on a common technology platform – DirectLight. DirectLight is a proprietary beam-steering methodology, using solid-state mechanics for precision tuning of optics. This unique technology is capable of delivering cost and performance advantages over other switching technologies. Unique to DirectLight, is the ability to provide other highly integrated optical functions, including

monitoring and attenuating. In contrast, 3D MEMS technologies are unable to offer the level of performance, or the level of integration & features.

Polatis has developed a broad series of products upon the DirectLight platform. At the center of its product line, is a series of non-blocking, fully transparent switches, agnostic to both bit-rate and protocol. Offered as a full system solution for instrumentation users, DirectLight provides a powerful combination of multiple functions with extremely high optical performance. For its communications and data network customers, Polatis offers cost-effective card-mount and module subsystems for integration into switching and transport platforms as a wavelength or fiber layer switch. Defense users can take advantage of rack-based systems or modules with extended operating range, environmentally hardened for specific military applications.

Markets

Polatis has demonstrated strong ROI for its optical-layer products in numerous industries: defense, government, academic & research institutions, telecommunications carriers and equipment manufacturers, business continuity services, MSOs, and more.

Instrumentation and test: Use of optical switches in test & measurement represents a fundamental shift in the way capital equipment is deployed to enable more efficient development, testing, and deployment of systems and networks. This shift is taking place across the data, storage and communications industries from component-level product development and test, to full system test and network commissioning. Polatis is uniquely positioned to address this \$200M (2008) market through its instrument grade performance, and proprietary VOA and power meter enhanced features.

Wavelength Management in Optical Transport: As part of the recovery in network equipment sales, adoption of optical switching (and other tunable components) will become one of the fastest growing segments. Optical switching brings real operational savings to carriers through remote configuration of optical transport add/drop, and substantial equipment savings through optical bypass in grooming locations (avoiding OEO regeneration). The flexible Polatis series of telecom products supports Metro and Long Haul transport and switching applications, IP over optical, and GMPLS-based meshed architectures.

Network Monitoring: Once a \$300M market in 2001, the network monitoring segment had declined in post-2001. Spurred by rapid growth in deployment for fiber in access networks, the need for monitoring and management of the optical layer has once more become critical. The Polatis switch provides access to fiber for parametric and service-layer measurements, with an unprecedented dynamic range due to the extremely low insertion loss. In addition to advanced monitoring for SONET/SDH networks, Polatis has solutions that will be strategic in FTTx/PON access networks.

Defense Applications: Rapid growth is occurring in a variety of defense and government segments, including secure communications networks, mobile communication systems, RF switching, and satellite systems. The Polatis platform is unique in its lack of susceptibility to intrusion – zero optical tap means no EMI signal signature, and the essentially non-existent optical signal crosstalk ensure no unintended signal detection. Not relying on

micro-mirrors for tunability, the Polatis platform is robust to harsh environments, and has been qualified for military application requiring extended operational range.

Video Distribution: As the industry moves toward higher bandwidth video content, copper-based distribution will not support even intermediate reach needs. Contribution quality HD content will be supported on optical fiber, and the \$600M WW market for electrical routing switchers will be displaced by all-optical solutions. The Polatis series of products are aimed at providing the highest signal quality capability for video routing and distribution systems, including fiber facilities, secure video networks, intelligent traffic systems, and post-production facilities.

In total, the Polatis products are capable of addressing markets whose combined value is over \$1B in 2010.

Click [here](#) to join Polatis quarterly newsletter.

FOR MORE INFORMATION

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