



Polatis Appoints New Vice President of Sales for Europe, Middle-East and Africa Region

ANDOVER, MA and CAMBRIDGE, UK – September 5, 2012 Polatis, Inc. the performance leader in all optical switch technology, today announced the appointment of Bernd Schilp as Vice President of Sales for the Europe, Middle East and Africa (EMEA) region. Bernd brings with him a wealth of sales management and industry knowledge of the optical switching market and will further strengthen the Polatis global sales team.

“As we expand our efforts throughout EMEA, it is critical that we position a seasoned veteran in the region to lead our sales initiatives.” said Jim Miller, VP Sales and Business Development at Polatis. “Bernd is an excellent addition to our global sales team.”

“This is an exciting time to join Polatis,” said Bernd Schilp, VP of Sales for EMEA region at Polatis. “Polatis has achieved a tremendous transformation and is one of the market leaders in the optical switching industry. I look forward to working with the team to further strengthen its market position in the EMEA region.”

Prior to his appointment at Polatis, Mr. Schilp served as Vice President of Sales for EMEA at Glimmerglass and Opvista Inc., where he grew the sales force and significantly increased revenues. As Vice President of Sales for EMEA at UTStarcom Inc., he built the company’s sales organization from inception to tens-of-millions of US dollars in revenues. Previously he served as Managing Director for Central and Eastern European Sales at Zhone Technologies and as the Managing Director for Central European Sales at Lucent/Ascend Communications. He has also held senior sales roles with Silicon Graphics and Hewlett-Packard. Mr. Schilp has a Master’s Degree in Engineering and an MBA from University Heilbronn, Germany.

Polatis, Inc. will be exhibiting at the European Conference and Exhibition on Optical Communication (ECOC) from 17th to 19th September on stand 700 and will be demonstrating their new Series 6000 192x192 optical switch for the first time in Europe.

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Sales contact information:**Vice President Europe, Middle East and Africa (EMEA) Sales**

Bernd Schilp: bernd.schilp@polatis.com

phone: +49 880 7206 9824

mobile: +49 1 71-4 27 25 57

PR Contact Information:

Joanne Turner

Proactive PR

Tel: +44 (0) 1636 812152

Email: joanne.turner@proactive-pr.com

About Polatis

Polatis delivers the world's lowest loss all-optical switching solutions for remote fiber-layer provisioning, protection, monitoring, reconfiguration and test, with over 1,000 systems shipped worldwide. Dependable, field-proven DirectLight® optical matrix switch technology scales from 4x4 to 192x192 ports, applying leading-edge performance to provide dynamic optical networking for telecommunications, datacenter, government, test and video markets. To learn more please visit our website at: www.polatis.com