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Abstracts

Since our October 2008 profile update, ZTE has commercialized several new optical products, in all three segments: aggregation (ZXCTN, optimized for mobile backhaul), bandwidth management (ZXONE 5800), and the iWDM series (M720, M820, and M920). It has also made tangible progress, both on the R&D and sales/marketing fronts, in the convergence of its optical and datacom divisions into a single “Bearer Network” group. Now that it has a more complete product set, a broadening range of customer relationships, and much bigger scale globally, ZTE must leverage these to better penetrate the more picky tier-1 and tier-2 accounts in order to overcome its corporate image as a technology laggard.

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