



## Con Edison Selects Cisco Metro Ethernet Switching Solution for Its PowerLan Metro Ethernet Services

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### *Cisco Switches Become Foundation Of Full Range Of Ethernet Services For Customers In The New York Metropolitan Area*

NEW YORK, Jul 31, 2002 (BUSINESS WIRE) -- Con Edison Communications (CEC), a wholly owned subsidiary of Consolidated Edison, Inc. (NYSE:ED) today announced it has chosen Cisco Systems as a premier equipment supplier for its PowerLan Metro Ethernet Services. CEC will use the Cisco Catalyst 3550 Series of Intelligent Ethernet Switches at the metro access edge and the Cisco 7600 Series Internet Router to aggregate within its network core.

CEC evaluated Ethernet equipment from six leading providers including Cisco Systems. All the networking gear was put through a rigorous evaluation process in Con Edison Communications' state-of-the-art testing facility in Long Island City, New York. Several vendors passed CEC's technical testing process, but Cisco was selected for three important reasons:

1. Scalability. The Cisco Metro Ethernet Switching solution provides breadth of service delivery mechanisms, and meets CEC's customers' current needs and future requirements to deliver profitable, comprehensive Ethernet services.
2. Superior management. CEC will manage Cisco Ethernet equipment using CiscoWorks, the Cisco management platform. CEC expects CiscoWorks to ease the configuration of multiple network elements and enhance management and trouble resolution of its customers' network.
3. Alignment with future strategic direction. CEC plans to introduce additional networking services in the future, such as managed VPNs. As CEC rolls out these services, leading Cisco products can be seamlessly added to the network.

"Con Edison Communications is a leader in delivering next-generation Metro Ethernet services to enterprise companies and carriers in the New York metro area," stated Hitesh Sheth, senior director of Metro Ethernet Switching for Cisco. "We are pleased that CEC selected Cisco equipment as the foundation of this effort."

Con Edison Communications' PowerLan services feature native Ethernet services for metro-based LAN connectivity at speeds from 10Mb to 1Gb per second, providing linear bandwidth scalability to enterprise customers. PowerLan services also offer improved resiliency over standard Ethernet because they are built with a pliable network architecture through the use of redundant Layer 2 switches in the network core, Wavelength Division Multiplexing (WDM) technology, and switches and redundant fiber strands on customer premises.

When compared with other Ethernet services, CEC's PowerLan provides superior network diversity, because most of Con Edison Communications' fiber routes utilize electric utility rights-of-way rather than the traditional telecommunication conduit system. CEC's Switched PowerLan service provides additional network diversity in that two separate fiber routes connect each location.

"Cisco's superior equipment and relationships with enterprise companies supplement Con Edison Communications' strengths in network diversity, customer support infrastructure, and focus on the New York area market," said Peter Rust, president and CEO of Con Edison Communications. "We look forward to working together to bring our mutual customers new services that deliver creative ways to utilize the network to drive business value." In addition, CEC is a Cisco Powered Network provider working directly with Cisco to develop and market its services to customers.

#### About Con Edison Communications

Con Edison Communications, Inc. (CEC) is a wholly owned subsidiary of Consolidated Edison, Inc. CEC offers a comprehensive range of transport products and services designed to enhance the performance of its customers' networks. CEC builds and operates its own fiber optic network providing managed data transport services and custom network solutions to multiple classes of customers, including local and long-distance carriers, Fortune 1000 corporations, and Internet, cable, wireless and video companies. CEC's NYC metro area network currently interconnects over 80 commercial buildings, all of the major POPs and many of the Verizon Central Offices in New York City. CEC's extensive network enables it to light off-net buildings needing service faster than other providers. Additional information about CEC is available at <http://www.electricfiber.com/>.

#### About Consolidated Edison, Inc.

Consolidated Edison, Inc. (NYSE:ED) is one of the nation's largest investor-owned energy companies, with approximately \$10 billion in annual revenues and \$17 billion in assets. The company provides a wide range of energy-related products and services to its customers through two regulated utility subsidiaries and four competitive energy and telecommunications businesses. For additional financial, operations and customer service information, visit the Consolidated Edison, Inc. web site at <http://www.conedison.com/>.

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