

October 23, 2018



Clearfield Partners with The ECAM Group, Giganet Sales and Teracom Sales as MSOs Expand Fiber Footprints

New manufacturer's representative agreement enables cable operators with faster access to innovative fiber management solutions

MINNEAPOLIS & ATLANTA--(BUSINESS WIRE)-- (SCTE) – [Clearfield, Inc.](#)

(NASDAQ:CLFD), the specialist in fiber management for communication service providers, today announced that it has signed [The ECAM Group](#), Giganet Sales, and Teracom Sales as part of its manufacturer's representative program to focus on the emerging all-fiber access opportunity. Cable operators are ramping up programs aimed at connecting their customers directly with fiber. This partnership enables cable multiple system operators (MSOs) to more quickly get access to Clearfield's award-winning unified fiber management, protection and delivery platforms as they expand fiber investment in the highly lucrative Multi-Dwelling Unit (MDU) market.

"Clearfield's products will play a significant role in lowering the cost of fiber expansion and shortening the time it takes to turn up new fiber services," said The ECAM Group's Managing Partner Paul Muir. "Clearfield has developed a wide range of fiber distribution, termination and cabinet options that are craft-friendly, require significantly less training, and are universally deployable anywhere within an FTTH deployment, ideal for any cable operator looking to cost-effectively and efficiently build out its fiber access network."

MSOs have been actively upgrading their networks to deliver better quality experiences to end customers and fiber densification will play a key role as they look to push fiber deeper and closer to the edge of the network. Through its representative agreement with The ECAM Group, Giganet Sales and Teracom Sales, Clearfield can now ensure that the MSO market has better access to its products and services as fiber deployments ramp.

"ECAM, Giganet and Teracom bring decades of combined experience and proven success in the MSO broadband market," said Clearfield Vice President of Sales Mickey Smith. "They have a thorough understanding of our constantly evolving industry and will add to our customer support experience. We are thrilled to announce our partnership."

Clearfield's innovative portfolio of fiber management products will be on display at SCTE October 22 – 25, in booth 2731. For more info, visit www.SeeClearfield.com.

About Clearfield, Inc.

Clearfield, Inc. (NASDAQ: CLFD) designs, manufactures and distributes fiber optic management, protection and delivery products for communications networks. Our "fiber to anywhere" platform serves the unique requirements of leading incumbent local exchange carriers (traditional carriers), competitive local exchange carriers (alternative carriers), and

MSO/cable TV companies, while also catering to the broadband needs of the utility/municipality, enterprise, data center and military markets. Headquartered in Minneapolis, MN, Clearfield deploys more than a million fiber ports each year. For more information, visit www.SeeClearfield.com

View source version on businesswire.com:

<https://www.businesswire.com/news/home/20181023005414/en/>

Witz Communications for Clearfield, Inc.

Richard M. Williams, 919-435-9110

Rmwilliams@witzcommunications.com

Source: Clearfield, Inc.