

Clearfield Partners with Sales Outsource Solutions to Address Growth in Canadian Market

New manufacturer's representative agreement enables Canadian telco carriers and enterprises with faster access to innovative fiber management solutions

MINNEAPOLIS & MISSISSAUGA, Ontario--(BUSINESS WIRE)-- [Clearfield, Inc.](#) (NASDAQ:CLFD), the specialist in fiber management for communication service providers, today announced that it has signed [Sales Outsource Solutions, Inc. \(SOS Group\)](#) as part of its manufacturer's representative program to focus on the emerging all-fiber access opportunities throughout Canada. SOS Group brings decades of experience delivering turnkey solutions for telecom outside of plant, wireless, and industrial automation networks. Through its network of representative firms, Clearfield's comprehensive portfolio of fiber optic management, protection and delivery products, as well as active and passive outdoor cabinets, can easily be integrated into any network looking to push fiber farther and faster.

"We select best-in-class complementary products and technologies that can play a critical role in helping our customers design, build and deliver state-of-the-art networks. Clearfield's solutions are an ideal fit for our customers," said Norm Baldoni, Co-Founder of SOS.

"Widespread adoption of fiber-to-the-home connectivity, expanded use of IoT applications, the rise in smart cities and buildings and emerging 5G applications are all creating opportunities that our customers aim to capitalize on. Clearfield can be an integral part of these deployments."

SOS Group provides Clearfield with a dedicated team of sales, support and staff professionals providing expanded penetration into key markets across Canada. According to the Canadian Radio-television and Telecommunications Commission's *Communications Monitoring Report* released in August 2018, Canadian data consumption reached an average of 128.3GB per month over home internet connections, helping drive the market to more than \$48.7B in total telecom services revenue. The report also notes that Canadians have an ongoing appetite for higher bandwidth connections at their homes with approximately 26% of homes having a connection with a download speed of 50Mbps per second or more. Fiber is the clear choice for these types of high-value, higher-bandwidth services and Clearfield's solutions can help significantly reduce the installation, management, and maintenance of the equipment required to deliver these services.

"As telco carriers, cable operators, enterprises, and industrial complexes are increasingly connecting facilities and customers directly with fiber, this partnership enables easy access to Clearfield's award-winning unified fiber management, protection and delivery platforms," said Clearfield Vice President of Sales, Mickey Smith. "Clearfield can play a critical role in how carriers maximize their fiber deployment opportunities and we look forward to growing our footprint in Canada with the SOS Group."

Clearfield's innovative portfolio of fiber management products will be on display at CommTech East - Booth 39, April 15 – 17, in Toronto, Ontario. For more information, 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.

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