

## EKINOPS helps STORDATA dramatically simplify delivery of new high-speed connectivity services to Parisian businesses

### PRESS RELEASE

**June 12th, 2018** – EKINOPS (Euronext Paris - FR0011466069 – EKI) today announces another significant optical transport deal, with leading French infrastructure solutions and managed services provider STORDATA.

In Q1'18, Ekinops was awarded a competitive contract to provide Stordata with the optical transport equipment and technical support services including training, needed to deliver up to 100G connectivity for multiprotocol services over both short (20km) and longer-range (100km) metro links to businesses in particular for the Paris area.

Conventionally these services are delivered via combinations of complex, costly and maintenance-heavy WDM multiplexing devices. Ekinops was chosen by Stordata based on an alternate, innovative proposition: flexible multi-protocol aggregation of 8G/16G Fiber Channel and 10G Ethernet services over a single 100G channel. The Ekinops solution is based on its PM\_100G-AGG muxponder for metro links under 20km and its PM\_200FR20 for longer metro links.

The Ekinops solution dramatically simplifies the installation, setup, and maintenance requirements compared to the conventional WDM multiplexing approach and provides a very compact footprint at the end customer's site. The ease and speed of deployment provides Stordata with a quick return on investment and a reduced Total Cost of Ownership (TCO).

"The Ekinops approach is a major step forward on almost every level," said Olivier Teichman, CEO, Stordata. "The company's smart application of its muxponder technology has resulted in a simple, flexible solution that we can manage ourselves, at a much lower cost than existing solutions. Our customers in and around Paris are gradually pushing more data and applications into the Cloud (including our own StorCloud) and need to scale their connectivity requirements accordingly. Now Stordata has a uniquely powerful, simple and flexible solution that will enable us to continue to meet these customer demands as the market evolves."

"Ekinops specialises in transforming the capabilities of service providers with fast, flexible and cost-effective transport technologies," adds François Xavier Ollivier, Co-Founder & COO Ekinops. "This project is a perfect example of the way we operate; we partner with our customer, listen carefully to their technical challenges and apply our unique technologies to deliver business advantages to them."

More technical information on Ekinops metro transport solutions is available on the Ekinops website, here: <https://www.ekinops.net/solutions/metro-enterprise-solution>

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**Contact**

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**About EKINOPS**

Ekinops is a leading provider of open and fully interoperable Layer 1, 2 and 3 solutions to service providers around the world. Our programmable and highly scalable solutions enable the fast, flexible and cost-effective deployment of new services for both high-speed, high-capacity optical transport as well as virtualization-enabled managed enterprise services.

Our product portfolio consists of two highly complementary product sets. One, marketed under the Ekinops 360 brand name, provides a single, fully integrated platform for metro, regional, and long-haul applications. The other, marketed under the OneAccess brand name, provides a wide choice of physical and virtualized deployment options for Layer 2 and Layer 3 network functions. As service providers embrace SDN and NFV deployment models, Ekinops' solutions enable them to deploy today in the knowledge that they can seamlessly migrate to an open virtualized delivery model at a time of their choosing.

A global organization, with operations in 4 continents; Ekinops (EKI) - a public company traded on the Euronext Paris exchange - is headquartered in Lannion, France, and Ekinops Corp., a wholly-owned subsidiary, is incorporated in the USA.



Name : Ekinops  
ISIN Code : FR0011466069  
Mnemonic code : EKI  
Number of shares : 21,242,747

For more information, visit [www.ekinops.net](http://www.ekinops.net)