

## Ekinops and ALEF enter into Distribution Partnership

### PRESS RELEASE

**Paris 29<sup>th</sup> September 2020 - EKINOPS (Euronext Paris - FR0011466069 – EKI)**, a leading supplier of optical transport, branch routing and software-defined solutions, today announces that it has signed a new channel partner agreement with ALEF Distribucija ADRIA which will meet increasing demand for seamless, open and high-capacity networks across the Adriatic region, where Ekinops has secured a number of new customer wins over the past 12 months.

ALEF Adriatic, part of the ALEF Group, is a value-added distributor of ICT (Information and Communications Technology) and networking solutions operating based in Belgrade, Serbia. ALEF Group is one of the largest and strongest distributors in Eastern Europe.

ALEF Adriatic has joined the Ekinops Channel Partner Program (ECP) and it can now offer the complete Ekinops portfolio of open and fully interoperable optical transport and access solutions, together with sales, marketing, communication and technical support.

The ECP is specifically designed to help Ekinops partners differentiate within their market, by removing vendor lock-in and empowering them to create their own competitive and profitable services tailored to their customers' needs. ALEF has been welcomed to join the ECP after proving its commercial and technical capabilities with Ekinops products.

Commenting on the partnership, **Milanka Memon, Managing Director at ALEF** said: *"There is a widespread and growing requirement for managed services and upgraded network capacity to meet rising digital demands across public, enterprise and residential sectors. Ekinops' established presence within the market presented a huge opportunity for us and we are delighted to join the ECP to promote the Ekinops product portfolio through our existing sales channels and partners, and to leverage this offering to expand our partner network across our seven target countries and beyond."*



"We are pleased to welcome ALEF to the ECPP," comments **Frank Dedobbeleer, Group Sales Vice-President for EMEA & APAC at Ekinops**. "Ekinops offers the perfect combination of advanced edge technologies and optical transport solutions to support a channel that is looking to grasp new opportunities and differentiate in the market. We look forward to working with ALEF to promote the uptake of managed solutions based on our portfolio within this important region."

To find out more and to apply to be an Ekinops channel partner, visit the Ekinops [channel portal](#).

#### Contact

For further media information, or to schedule an interview with Ekinops, please contact Elisabeth Dean, [iseepr](mailto:iseepr)

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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 three highly complementary product and service sets: EKINOPS 360, OneAccess and Compose.

EKINOPS 360 provides optical transport solutions for metro, regional and long-distance networks with WDM for high-capacity point-to-point, ring and optical mesh architectures, and OTN for improved bandwidth utilization and efficient multi-service aggregation.

OneAccess offers a wide choice of physical and virtualized deployment options for Layer 2 and Layer 3 access network functions.

Compose supports service providers in making their networks software-defined with a variety of software management tools and services, including the scalable SD-WAN Xpress.

As service providers embrace SDN and NFV deployment models, Ekinops enables future-proofed deployment today, enabling operators to seamlessly migrate to an open, virtualized delivery model at a time of their choosing.

A global organization, 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.

**EKI** Name : Ekinops

**LISTED** Mnemonic code : EKI

**EURONEXT** Number of shares : 25,360,819

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