

## Ekinops and Nexicom Systems enter Distribution Partnership

**18 January 2021 – EKinOPS (Euronext Paris - FR0011466069 – EKI)**, a leading supplier of optical transport and enterprise connectivity solutions, today announces a new distribution partnership with Nexicom Systems Inc. (NSI), to help meet growing demand for more cost-effective, high-performance edge technologies and optical transport solutions in Canada.

Nexicom Systems is a value-added distributor of telecommunication and broadband service solutions based in Peterborough, Ontario. As one of the oldest and strongest distributors in the country, it serves the connectivity needs of small and medium-sized service providers.

Through the new partnership, Nexicom Systems can now offer Ekinops' portfolio of open and fully interoperable optical transport and access solutions, and benefit from sales, marketing, and technical support.

Commenting on the partnership, **Mike Kay, Manager at Nexicom Systems**: "With this new partnership, we're able to bring two new market-proven product offerings in access technology with SD-WAN, virtualization and appliances as well as in optical transport with DWDM to our customers. Ekinops' open vendor approach presents us an opportunity to bring to market cost-effective and highly scalable optical and access solutions that are not only low in power consumption, but also easy to install and maintain."

"Our partnership with Nexicom Systems marks yet another milestone for our growth in North America," comments **Kevin Antill, Ekinops' group vice president of sales for North America**. "Ekinops' strong combination of advanced edge technologies and optical transport solutions enables Nexicom Systems to quickly and easily address the technical and budgetary needs of its customer base. We look forward to working with Nexicom Systems to promote uptake of Ekinops technologies across Canada."

Nexicom Systems will supplement Ekinops' access and optical product lines with technical services drawing on its own SME sector expertise to assist service providers in designing and implementing optimal solutions for customers.

**ENDS**

For more information visit: <https://www.ekinops.com/>

### Contact

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## About Nexicom Systems

Nexicom Systems is a premier Canadian value-added distributor for the Broadband needs of Service Providers. From the Central Office to the Outside Plant to the Customer Premise, we have over 75 years of industry experience helping well-established Telecommunication Companies and new Broadband Service Providers provide leading-edge voice and data services. For Customers this means that our knowledge extends beyond the outside plant into the core and edge of your networks to assist in product selection and understanding. We offer a full line of highly qualified & proven brands that we truly believe in to help your business succeed. The products we offer come with unmatched vendor support for the customers and for the markets that we serve. Website: [www.nexicomsystems.com](http://www.nexicomsystems.com) Phone: 800-461-7692

## 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.



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For more information, visit <http://www.ekinops.com/>