



Ekinops successfully enters the 10G access market

Paris, 26 May, 2020 - EKinOPS (Euronext Paris - FR0011466069 – EKI), a leading supplier of advanced networking solutions for service providers and global enterprises, today announces its first major 10Gb/s access win in Europe with a seven-figure contract.

Ekinops recently released 10G-capable Ethernet Access Devices (EAD) and routers for the Enterprise Edge connectivity market with the ambition of entering this high-end segment. After undergoing the validation process necessary to gain acceptance from service providers the products collected favourable feedback, which resulted in this major win in the first half of this year.

The project, delivered by a European Tier 1 service provider, relies on Ekinops 10G routers to build an entire communication infrastructure for a major national security agency. The Ekinops solutions, installed in various data centers across the country, will manage keys and security policies according to high availability mechanisms while offering protection against attacks.

“This project demonstrates that our solutions can successfully answer the demanding challenges of major national government agencies,” said **Philippe Moulin, Chief Operating Officer of Access Products and Services at Ekinops**. *“The key here is our capacity to deliver a high-throughput, completely integrated multi-function access solution. We are proud to have gained the level of trust required by the service provider and the end-user for this very high-profile project.”*

In combination with Ekinops 10G routers and VPN gateways, Ekinops will supply its customer with a selection of existing solutions designed for small and medium size enterprise branches, all running on the same middleware: OneOS6. Ekinops’ portfolio of software products, running on OneOS6, combines routing, firewall, high-end VPN functionalities, SD-WAN, SBC, WAN Optimization, together with other VNFs, that can be enabled when needed. This comprehensive offering enables customers to replace managing multiple vendors’ operating systems with a single harmonized management solution, realizing cost-savings and simplifying management of resources.

“The 10Gb/s access market is a segment with few actors and a high price tag. We have identified this segment as an opportunity for Ekinops to gain market share with Tier 1 service providers as it requires transport and access know-how. Our offering is differentiated with a high performance-over-price ratio which explains why our new 10G routers and Ethernet Access Devices (EAD) are already a success with significant volumes shipped,” added **Didier Brédy, CEO, Ekinops**.

The new 10Gbps product portfolio demonstrates Ekinops’ expertise across the network layers 1, 2 and 3, bridging them together. This unrivalled technical capacity makes Ekinops’ solutions uniquely capable of supporting all required network services, from optical transport to advanced software-defined requirements.

For more information on Ekinops’ 10G solutions, please visit www.ekinops.com.

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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.

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