



## Florida LambdaRail Deploys Ekinops FlexRate Solution

*Enables 200G optical wavelengths over existing fiber; solution scalability and costs reduction cited as key benefits*

### PRESS RELEASE

ROCKVILLE, MD -October 10<sup>th</sup>, 2018— [Ekinops](#) (Euronext Paris - FR0011466069 – EKI), a leading provider of open and fully interoperable Layer 1, 2 and 3 solutions to network operators, today announces that Florida LambdaRail, Florida's private, not-for-profit research & education (R&E) network, is adding Ekinops 200G capable FlexRate solutions to its existing transport network.

As a not-for-profit, member owned network serving the R&E community, FLR's mission is to satisfy the needs of its high-demand users at the lowest possible cost. FLR was looking at emerging optical technologies such as those offered by Ekinops to provide greater capability while also reducing cost. After evaluating multiple vendors, FLR chose to deploy the Ekinops 360 platform and the PM 200FRSo2 FlexRate solution to add 100G and 200G optical wavelengths over its existing DWDM network. The Ekinops optical wavelengths provide a fast, easy and cost effective way to add additional capacity to existing fiber networks such as Florida LambdaRail. The PM 100G-AGG platform was also deployed for efficient aggregation of 10G services to achieve maximum bandwidth utilization.

"What we were looking for was a solution that was easily deployed, scalable and cost-effective – that means it provides greater capacity and sustained wave hour availability at less cost," said Chris Griffin, Florida LambdaRail's Chief Network Architect. "We also really like the fact that we can deploy 100G wavelengths then double our bandwidth as needed to meet the diverse growth and utilization needs of the FLR community.

Ekinops and FLR have executed a Master Purchase Agreement/Master Sales Agreement (MPA/MSA) that allows FLR to provide its Partners Institutions and Affiliates with community-wide pricing for Ekinops products and services.

"R&E networks like Florida LambdaRail are huge consumers of bandwidth and typically are early adopters of advanced technologies," said Kevin Antill, Ekinops' Group vice president of sales for North America of Ekinops. "Our FlexRate solutions deliver the capabilities they need to support the unique applications of their end-users. What sets Ekinops apart is how we deploy additional



capacity over existing networks, which is a tremendous cost saver from both an equipment and an operational standpoint.”

The Ekinops PM 200FRSo2 and single fiber PM 200FRSo2-SF FlexRate modules have been generally available since mid-2017 while the PM 100G-AGG was introduced in early 2018. These modules have been deployed in networks across the globe with their ability to deliver high-performance 100G and 200G services as well as SDN compatibility.

#### About Florida LambdaRail

Florida LambdaRail (FLR) is Florida’s Research and Education Network. With its 100 Gbps 1,540 mile dark fiber network, FLR provides a cost effective, ultra-high speed, inter-connected, broadband service delivery network that enables Florida’s higher education institutions and partners to collaborate, connect, utilize and develop new innovative broadband applications and services in support of their scientific research, education, and 21st century economy initiatives.

#### 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.



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