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Press Release

Recovery Point Chooses Ekinops 360 Scalable ROADM Solution to Differentiate Their Disaster Recovery Services

PARIS, June 1, 2010 – Recovery Point, a leading provider of backup and disaster recovery services, has deployed optical transport equipment from Ekinops to provide unparalleled private access to its recovery facilities for customer companies. The economics of the Ekinops 360 system enables service providers to differentiate themselves in applications that previously could not be accomplished with transport equipment due to cost of the equipment as compared to alternative solutions like private line.

Ekinops, the fast-growing designer and supplier of next generation optical transport equipment for service providers and enterprises, announced the deployment today. The Recovery Point network is now live and serving customers across the United States. Recovery point was able to take advantage of the Ekinops 360 scalable ROADM and amplifier solutions to minimize upfront cost, while allowing for virtually unlimited growth. This has allowed Recovery Point to truly scale their network as they benefit from customer traction.

Using Ekinops equipment allows Recovery Point to directly extend its fiber-optic network into “carrier hotels,” central points where all major telecommunications carriers have interconnections. This gives customers a private connection to Recovery Point backup facilities and eliminates the significant expense that customers would otherwise face in trying to separately lease the high-capacity circuits they need for the volume of data they back up through Recovery Point. Ekinops’ pay-as-you-grow architecture allows these connections to be fulfilled more cost-effectively via a privately built network than via leased circuits.

At the heart of the Recovery Point deployment is Ekinops’ flagship 360 platform. The equipment transports Fibre Channel and 10 Gbps Ethernet traffic for Recovery Point. For operational simplicity, Recovery Point has chosen to deploy the Ekinops’ scalable ROADM.

Many Recovery Point backup customers preserve their data through disc mirroring, explained Marc Langer, President of Recovery Point, which means they must have a highly reliable and always available high-capacity optical connection.

“Using the Ekinops equipment allows us to eliminate the ‘last mile’ challenge,” Langer said. “Our package includes that final link from the carrier hotel to our facilities, something that might otherwise cost our customers thousands of dollars a month in leased line costs.”

Langer said Recovery Point chose the Ekinops solution based on its cost, simplicity, and recommendations from other Ekinops customers. He added that the Ekinops equipment was installed easily and has been operating “exactly as they promised us it would.”

“What was important in the Recovery Point deployment was that the company be able to take advantage of the scalability and operational simplicity of our platform,” said Rob Adams, Vice President of Product Marketing and Product Line Management for Ekinops. “We were able to offer them a solution that is extremely cost-effective and truly scales as they benefit from their investment. Our scalable economics combined with our operational simplicity positions us among the lowest overall cost of ownership in the industry.”

Recovery Point’s roster of customers includes government agencies, Fortune 500 companies and a broad array of commercial and non-profit organizations from across the country. The company, based on Gaithersburg, Maryland, pioneered the Integrated Disaster Recovery Supplier business model by combining hot site, cold site and work area recovery, off-site data storage and transportation, electronic data vaulting, and hosting under a single contract and delivering all of these services together at secure, purpose-built facilities.

The Ekinops 360 is a carrier-class optical transport solution for metro, regional, and long-haul networks. Thanks to its T-Chip® technology, all Ekinops equipment packs its transport intelligence into a highly compact and efficient design, reducing costs, footprint, ongoing power consumption, and manufacturing delivery times to customers.

About Recovery Point

Founded in 1999, Recovery Point is an affiliate of First Federal Corporation, Inc., the leading provider of off-site data storage in the Mid-Atlantic area. Recovery Point provides competitively priced, fully integrated business continuity solutions to public and private sector customers of all sizes, nationwide. Building on more than 25 years of experience in the data protection industry, we bring integrity, personal service and contract and solution flexibility to all areas of our portfolio.

About Ekinops

Ekinops is a leading designer and supplier of next generation optical transport equipment for service providers and enterprise customers. The Ekinops 360 Dynamic, Multi-Reach Transport System provides DWDM and CWDM on a single platform that addresses Metro, Regional, and Long Haul applications. The Ekinops 360 system relies on the innovative, programmable Ekinops T-Chip® (*TRANSPORT ON-A-CHIP TECHNOLOGY*) that enables fast, flexible and cost-effective service delivery for building high speed optical networks. Using the Ekinops 360 carrier-grade system, operators can increase transport capacity of their networks – CWDM, DWDM, Ethernet, ESCON, Fibre Channel, SONET/SDH, and uncompressed video (HD-SDI, SD-SDI, ASI) – through the industry’s most efficient aggregation of services. The company is headquartered in Lannion, France, with offices in Europe, the USA and Asia. For more information, visit Ekinops at www.ekinops.net.

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