

## Ekinops appoints Thomas Hummel as Sales Director for Germany

**Ekinops (NYSE Euronext Paris: FR0011466069 – EKI)**, a leading supplier of next-generation optical transport solutions, announces that they are opening a new sales representation in Germany to be managed by Thomas Hummel, previously the European Sales Director for Sorrento Networks.

Ekinops has seen strong growth in business since the second half of 2012 with their turnover for 2013 increasing by 79%. This strong sales dynamic is a result of the success of the 10G equipment range and the power ramp-up of their 100G solutions.

In line with the sales and marketing strategies we presented on entry to the Euronext Paris exchange in 2013, and in order to capitalise on our ongoing success, Ekinops is strengthening their presence in Germany, where the company already has several customers, by opening a new sales representation to serve the German market and those of the surrounding countries: Switzerland, Austria and Lichtenstein.

**Didier Brédy, CEO of Ekinops**, adds: *"We are really happy to have Thomas Hummel on board, he will head up sales development for that region. A telecoms engineer, Thomas Hummel has a broad understanding of the telecoms market, which he has worked in for the last 25 years. He has occupied a number of sales management positions in a variety of equipment providers, such as: ECI Telecom, Transmode, Turin Networks and Sorrento Networks. Thomas Hummel has repeatedly proven his worth in the optical network market and will bring his skills in direct sales channels to the company, as well as his experience managing key accounts within the sector."*

### Ekinops Contact

Dominique Arestan  
Marketing Communications Director  
Voice: +33 (0)1 49 97 04 03  
Mobile: +33 (0)6 42 10 95 05  
darestan@ekinops.net



## About Ekinops

Ekinops is a leading supplier of next generation optical transport equipment for telecommunications service providers. The Ekinops 360 addresses Metro, Regional, and Long-Haul applications with a single, highly-integrated platform. Ekinops is a market-leading innovator in 100G transport with a coherent line of products that truly optimizes optical networks and comes in 1RU, 2RU or 7RU chassis. The Ekinops 360 relies on the highly-programmable Ekinops T-Chip<sup>®</sup> (Transport-on-a-Chip) architecture that enables fast, flexible and cost-effective delivery of new services for high-speed, high-capacity transport. Using the Ekinops 360 carrier-grade system, operators can simply increase capacity of their networks – CWDM, DWDM, Ethernet, ESCON, Fibre Channel, SONET/SDH, and uncompressed video (HD-SDI, SD-SDI, ASI). Ekinops is headquartered in Lannion, France, and Ekinops Corp., a wholly-owned subsidiary, is incorporated in the USA.



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