PRESS RELEASE

ecotel deploys Ekinops hardware and software for virtualized & secured connectivity within Volkswagen Group Retail Deutschland

Paris, 1 July, 2025 – EKINOPS (Euronext Paris - FR0011466069 – EKI), a leading supplier of optical transport, branch routing and SASE solutions, announces that ecotel, one of the leading German telecommunications service providers for cloud and broadband services has successfully deployed a virtualized network for Volkswagen Group Retail Deutschland (VGRD GmbH), Germany's largest automobile trading group.

VGRD GmbH was looking for a state-of-the-art, open and futureproof connectivity solution with the requisite flexibility to adopt and on-board new applications whilst staying away from vendor lock-in. The tremendous number of software applications in new car models means that "always-on" software support is business critical for dealers to ensure excellent and reliable client service.

The current market for cutting-edge connectivity solutions allows limited options for differentiation outside the big brand names, and ecotel was looking to bring openness and simplicity to the table, with a European footprint. ecotel, a long-standing Ekinops customer, is one of the first providers in Germany to offer a uCPE (universal Customer Premise Equipment) as a game changer: much slimmer and more agile, the solution also reduces costs, power consumption and the CO2 footprint. The dynamics and flexibility of the solution mean that new services and features can quickly and effectively be installed as software-based, virtual functions. Other Ekinops' major value-adds include an EU-based supply chain, which is unique in this market, and a remarkable track record in Germany.

The state-of-the-art solution delivered to VGRD by ecotel comprises of the Ekinops OneOS6-LIM virtualization middleware and uCPE, combined with an already on-boarded firewall VNF (Virtual Network Function).

"The solution we delivered to VGRD is perfectly seamless, easy-to-operate and to deploy," commented **Markus Hendrich, Chief Executive Officer, ecotel.** "Now, all ecotel customers can benefit from additional OneOS6 features, such as containers support, Firewall, SD-WAN and in the near future, a SASE solution, without any additional hardware deployment. We truly appreciate the possible "upsells" made possible by the open structure of Ekinops uCPE, different VNFs and multiple back-up options to ensure almost 100% redundancy."

"The solution built for ecotel is a tribute to Ekinops core strengths: it is open, powerful and flexible – all in one," comments **Didier Brédy, Chief Executive Officer at Ekinops**. "Ecotel is able to plan future solutions and has the ability to upsell its current customers."

Full-service roll-out and installation started in Q3,2024 and was completed in Q2,2025.

ENDS

Contact

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About EKINOPS

Ekinops is a leading provider of open, trusted and innovative network connectivity 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: EKINOPS360, OneAccess and Compose.

- EKINOPS360 provides optical transport solutions for metro, regional and long-distance networks with WDM for high-capacity point-to-point, ring, and optical mesh architectures.
- 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, Nuvla Edge-to-Cloud and Olfeo SSE solutions.

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.

Ekinops (EKI) - a public company traded on the Euronext Paris exchange operates globally.

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For more information, visit https://www.ekinops.com/

About ecotel

The ecotel Group (hereinafter referred to as "ecotel") has been operating nationwide since 1998 and has established itself as one of the leading quality providers for business customers. ecotel serves the two most important growth areas in the German telecommunications market with its focus on "cloud & fiber".
The parent company is ecotel communication ag, based in Düsseldorf. Including its subsidiary, ecotel has around 225 employees. ecotel currently serves more than 15.000 customers nationwide with a full-service offering of cloud and broadband services.

https://www.ecotel.de/