



EKINOPS AND IEC TELECOM GROUP DELIVER NEXT-GENERATION MARITIME SATELLITE COMMUNICATION SOLUTION

PARIS, October 2019 - EKINOPS (Euronext Paris - FR0011466069 – EKI), a leading supplier of optical transport equipment and router solutions for network operators, has launched with IEC Telecom Group, one of the leading global providers of managed network communication solutions, OneGate, an agile solution that protects the critical communications functions of maritime vessels. Powered by the Ekinops platform, OneGate by IEC Telecom delivers vital capabilities for the maritime sector. It enables full-vessel digitalization, virtually-controlled satellite communications links, and multiple levels of cyber-security, ensuring always-on availability of secure, critical communications.

Developed in partnership with Ekinops, OneGate utilizes the ONEV600 virtual router from Ekinops' OneAccess portfolio built on Ekinops' Open Virtualization Platform (OVP).

*"We initially began the project using an open source product but faced difficulties in what we were able to achieve, says **Nabil Ben Soussia, VP Maritime, IEC Telecom Group**. We had already been working closely with Ekinops as a strategic partner for many years for our Orion Edge solution, developed using the Ekinops WAN optimization terminal. So, when Ekinops launched their virtualization platform, we knew that it would resolve numerous problems, as well as enable us to deliver new services in the future".*

Operating on Ekinops' Open Virtualization Platform, the OneV600 enables the creation of value-added hybrid WAN services and delivers an extensive range of carrier-grade switching and routing functions for an NFV environment including link redundancy between 4G, VSAT and L-band, routing between LANs and WANs, Quality of Service and the connection of multiple VNFs and sub-networks. The system seamlessly reroutes available bandwidth to essential processes to ensure vital communications are not lost, whatever the circumstances. Whether a vessel is trapped in the middle of a storm or facing a cyber-attack, OneGate will maintain connections and protect vital operations.

Frank Dedobbeleer, VP Group Sales EMEA & APAC, at Ekinops said: *"In an increasingly digitalized world, we work in partnership with our customers to tailor solutions to specifically answer their current and future needs. OneGate is a prime example of this approach. Ekinops virtualization technology has enabled OneGate to host all applications IEC Telecom's end-users require. We are delighted to have extended our partnership to deliver this pioneering solution."*

Central to the initiative was IEC Telecom's need to support legacy WAN optimization products while migrating to a virtualized environment. *"OneAccess OVP platform enables us to use the same service and add a number of additional services via the same hardware, which is very important in our industry,"* adds **Nabil Ben Soussia**. *"The fact that we have the same*



hardware platform hosting all our current and future services is a real added value for us. I am confident that this will be one of many success stories for Ekinops and IEC Telecom."

OneGate is compatible with requirements of all major satellite operators, including the most innovative Iridium Certus network. OneGate has already been adopted by Thuraya Telecommunications, one of the key international operators and negotiations with other market players are now being held.

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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.

About IEC Telecom

IEC Telecom Group is one of the leading international providers of satellite communications services. Renowned for supplying high quality satellite-based solutions to customers for more than 20 years, IEC Telecom delivers efficient end-to-end voice and data services when and where it matters most.

We enable digitalization for the maritime industry as well as remote units on land, where GSM coverage is not available.

For urban networks, we provide a powerful satellite back up to ensure the business continuity of customer enterprises.



IEC Telecom offers global coverage for international operations as well as a wide variety of area-by-area plans for regional use.

IEC Telecom's integrated approach of in-house design and engineering expertise allows us to develop truly unique solutions that enable full control over customer satellite assets.

Our portfolio includes a wide range of satellite products (from handset to VSAT services), solutions, and value-added services. In addition, we offer 24/7 support for satellite-based solutions during their full lifecycle.

IEC Telecom Group has offices across eight countries: Denmark, France, Kazakhstan, Norway, Singapore, Sweden, Turkey, and UAE.