

Ekinops strengthens UK presence and signs Exertis as Local Distributor for its OneAccess brand

Paris, October 20th, 2021 – Ekinops (Euronext Paris - FR0011466069 – EKI), a leading network access and virtualization specialist, has strengthened its UK presence; expanding its sales team and signing a distribution agreement for its OneAccess-branded portfolio with [Exertis](#), one of the country's largest and fastest growing technology distributors.

Market-proven by service providers globally, Ekinops' OneAccess portfolio provides a wide choice of innovative physical and virtualized solutions for enterprise network services. OneAccess-branded routers are deployed with OneOS6 built-in services, which means network functions such as SD-WAN can be activated on demand. This enables flexible, futureproof network management capabilities and accommodates diversifying and growing connectivity demands.

"As one of the UK's largest and most trusted technology distributors, we pride ourselves on our strong vendor partnerships to deliver quality, cost-effective solutions for our customers," **says Tom Cox, Commercial Director Enterprise Division at Exertis**. "Ekinops and its OneAccess portfolio embody these values. As a widely trusted, reliable and mature technology brand, we look forward to offering the OneAccess portfolio to our customers and facilitating truly next-gen network solutions."

Alongside its latest distribution agreement, Ekinops has also grown its UK and Ireland sales team.

"An agile, partnership-driven approach is at the heart of Ekinops' offering," **commented Frank Dedobbeleer, Group Vice President Sales EMEA & APAC at Ekinops**. "To deliver this, it is vital that alongside a skilled regional sales presence, we have a distribution partner who shares our values."

"We pride ourselves on a strong global presence. [In 2020](#), 63% of our total revenue came from international markets, an upward trend we intend to continue," added Frank Dedobbeleer. "The UK and Irish telecoms sector is undergoing a period of exciting growth and transformation, and enhancing our established presence and investments is key".

For more information about Ekinops OneAccess solutions, please visit:
<https://www.ekinops.com/solutions/>

ENDS



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About Exertis

Exertis is the leading technology distributor of consumer, business and enterprise products from pioneering technology brands, playing an integral role in supplying the world with cutting-edge tech.

Over forty years Exertis has distributed the technology that transforms societies and facilitated the world's transition to digital. These days Exertis distributes everything from AV solutions to AI-powered smart-tech. Exertis is powered by the mantra 'our people, our customers, our business'. In 2020 it won 'Best Company to Work For' at the CRN Sales & Marketing Awards and had a turnover of £3.913 billion.

Exertis, a wholly owned subsidiary of parent company DCC PLC, a FTSE 100 company, represents more than 700 brands in the UK alone and continues to grow. As technology evolves, so does Exertis.

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 three highly complementary product and service sets: EKINOPS360, OneAccess and Compose.

EKINOPS 360 provides optical transport solutions for metro, regional and long-distance networks with WDM for high-capacity point-to-point, ring and optical mesh architectures, and OTN for improved bandwidth utilization and efficient multi-service aggregation.

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.

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.

A global organization, Ekinops (EKI) - a public company traded on the Euronext Paris exchange – operates on four continents.



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For more information, visit <http://www.ekinops.com/>