

SD-WAN SOLUTIONS BY EKinOPS

Ekinops Value Proposition & Differentiators

Ekinops solution is the only one to offer a One-Box approach to SD-WAN, enabling Service Providers to offer THEIR services based on white-label SD-WAN technology.

WHY EKINOPS?

We target Service Providers who address the mass market of Enterprise digitization without the constraints of a complex and costly scenario.

Value

- **Reduction** of OPEX and project costs by two
- **Improved** Service Provider's ESG (Environmental, Social and Governance) score by limiting truck rolls
- **Reusability** of existing appliances

Differentiators

- **Cost optimization:** only solution delivering a One-Box approach for SD-WAN
- **Simplicity:** Combining connectivity & SD-WAN

Features

- **Scalability:** solution inline with our target market
- **Complete CPE portfolio** for Edge
- **Retail customers** can be addressed with Gateways and site group features





Is SD-WAN not for Service Providers?


- The competitiveness of SD-WAN Service Providers is low compared to Systems Integrators or even SD-WAN vendors themselves
- It's a threat to their MPLS offerings and a cost to support customers' SD-WAN selection



SD-WAN XPRESS enables


- A **smooth migration** of existing MPLS offerings to a hybrid network that supports the digitization of enterprises
- **Customer churn reduction** by offering faster time-to-market and reasonable total cost of ownership

Most SD-WAN solutions address enterprises directly, with an omni-channel approach in which Service Providers are just another channel.




One-Box

Service Providers can deploy Ekinops CPEs and, at customers' request, enable SD-WAN, avoiding complex projects and truck rolls (cost savings).




OneOS6

OneOS6 customers can adopt SD-WAN quickly, without having to invest time and effort in implementation (training, OSS/BSS adaptation, etc.).



Multi-tenancy

From 1 to x customers in the same infrastructure, adapting to actual deployment needs.



Customer portal

No need to develop a specific portal, already provided by the solution and is generally sufficient for the IT team within the Managed Service approach.

About Ekinops

Ekinops provides open, trusted and innovative network connectivity. We enable our customers' success by delivering high value-added software-driven solutions.

ONEACCESS

 **COMPOSE**

EKINOPS360

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