

Visit ECI at the Fiber to the Home Council Conference 2010, Stand No. 30, Lisbon

Making the Case for Open Access

-- Teresa Mastrangelo, Principal Analyst at BroadbandTrends, will join ECI Telecom at the FTTH Council conference in Lisbon to discuss the reality and benefits of open access networks. Join us! --

FTTH Council, Lisbon, February 23, 2010 – If, at one point, opening FTTH networks was a regulatory mandate, this has changed. ECI Telecom, a leader of open access solutions in the market today, makes it clear why service providers should adopt an open access model.

What is Open Access?

More than just a network architecture, open access is a business model that brings benefits to network operators when they offer their most advanced infrastructure – their fiber access network – to other service providers through a wholesale business model. Originally, open access was a regulatory mandate only. Today, an increasing number of service providers understand the advantages to not only agree to open access but also to promote and initiate it.

What Benefits?

- Create new source of revenues to make up for declining ARPUs
- Bring faster payback period on the fiber investment
- Accelerate service take-up for faster ROI
- Comply with regulations for open & competitive access
- Allow innovation and faster introduction of new services
- Support a competitive retail environment
- Promote flexible end-user choices

What is Available Today?

ECI offers an elegant and scalable solution based on the company's award-winning Hi-FOCuS™ Multi-Service Access Node (MSAN) platform, providing seamless evolution for carriers worldwide, as the solution complies with ECI's 1Net framework for optimized migration to next-gen networks. Focused on advanced quality of service mechanisms, the solution is targeted at network operators and resellers who are ready to migrate to



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FTTX technology and need the flexibility to unbundle their [fiber](#) networks. ECI's solution supports multiple telecom providers through the same access fiber loop and enables the network provider to monetize each customer's individual and evolving bandwidth needs.

ECI's open access solution is commercially available, with several tier 1 customers worldwide.

Suggested Quotes:

Teresa Mastrangelo, Principal Analyst, Broadband Trends: "The implementation of national broadband initiatives that utilize FTTH as a central element is one of the most significant trends in the FTTH segment today. A key requirement of many of these networks is an open access architecture and a separation of network provider and service providers."

Dror Gonen, Head, Access line of business, ECI Telecom: "Developing an open access solution made perfect sense for ECI, as we pride ourselves in guaranteeing that our platforms are future-proof, and support different business models and different network architectures. The 1Net framework is based on the premise that no two networks are alike and that by providing choice, we empower our customers to make the best choices available to them."

Resources

[Open Access and Local Loop Unbundling on GPON Networks](#) white paper.

[No Identical Networks: ECI Telecom Addresses Different Carriers and Their Different Needs](#),
press release September 08, 2009

Links



High-resolution graphics are available for download at flickr.com/photos/ecitelecom



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About ECI's 1Net

ECI's 1Net framework defines our focus on facilitating our customers' optimal transition to Next-Generation Networks. This is based on the unique combination of innovative and multi-functional networking equipment extending from the access to the core, fully integrated solutions and a full suite of professional managed services. As a partner for growth, with 1Net, ECI delivers the highest level of cost-effective support and flexibility for carriers today and in the future, resulting in improved time to market for services and offerings, reduced total cost of ownership and increased business performance.

About ECI Telecom

ECI Telecom delivers innovative communications platforms to carriers and service providers worldwide. ECI provides efficient platforms and solutions that enable customers to rapidly deploy cost-effective, revenue-generating services.

Founded in 1961, Israel-based ECI has consistently delivered customer-focused networking solutions to the world's largest carriers. The Company is also a market leader in many emerging markets. ECI provides scalable broadband access, transport and data networking infrastructure that provides the foundation for the communications of tomorrow, including next-generation voice, IPTV, mobility and other business solutions. For more information, please visit www.ecitele.com

Certain statements contained in this release may contain forward-looking information with respect to plans, projections or future performance of the Company. By their nature, forward-looking statements involve certain risks and uncertainties including, but not limited to, product and market acceptance risks, the impact of competitive pricing, product development, commercialization and technological difficulties as well as other risks.

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Contacts:

Karen Mazor, ECI Telecom

T: +972-52-400-8489

karen.mazor@ecitele.com