



Your Partner for Growth

Frost & Sullivan Recognizes ECI Telecom for Its Leadership Role in Africa

-- Award honors ECI for helping telecom operators in the region maximize revenue as they migrate to next-generation networks --

PETAH TIKVA, ISRAEL, November 10, 2010 - ECI Telecom, a global provider of next generation network solutions, announced today that it has been awarded Frost & Sullivan's Best Practices "West and East Africa Customer Value Enhancement" Award for its role in assisting African telecommunications companies optimize their migration to next-generation networks. Through its [1Net framework](#), ECI has been instrumental in helping African operators effectively plan and implement this important evolution to next-generation in a way that continuously maximizes their operations.

Highlights:

- Frost & Sullivan recognizes ECI's 1Net framework as best practices in building and implementing next-generation networks
- 1Net supports operators as they address the main challenges in leveraging their current infrastructure, optimizing time to market of new services and ensuring their networks are future proof for what is yet to come
- Successful ECI projects in Africa include turn-key deployment of [Togo's first "triple play" FTTC network](#); Kenya's largest IP-fiber network; and building [South Africa's alternative network with Neotel](#)

Frost & Sullivan's "West and East Africa Customer Value Enhancement" Award is presented to a company that has demonstrated excellence in implementing strategies that proactively create value for its customers with a focus on improving the return on the investment that customers make in its services or products.

ECI's extensive network expertise and experience in Africa provide operators with the critical platforms and services necessary for optimal evolution of their network. The company has been active in Africa for over 15 years, operating in 16 countries across the continent with several large scale projects underway.

Expert Perspective:

"ECI Telecom's 1Net framework provides solutions that can be completely customized according to each customer's unique needs. This mitigates the risks associated with the constant transition of networks and technologies while minimizing capital expenditures and increasing quality of service by upgrading the infrastructure to support a higher demand for data services."

***Silvia Venter**, Research Analyst, Frost & Sullivan*

"We are truly pleased to be commended by Frost & Sullivan for our role in assisting African operators to mitigate their challenges as they evolve to next-generation networks. ECI continually strives to alleviate the pain points that affect this transition, addressing the specific needs of each customer with a consultative approach."

***Itzhak Ronen**, President, Middle East and Africa, ECI Telecom*

ECI will be formally honored with the West and East Africa Customer Value Enhancement Award at Frost & Sullivan's 2010 African Excellence Awards Banquet on 25 November, 2010 in Johannesburg, South Africa.

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Social Media Links



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



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About ECI Telecom

ECI Telecom, founded in 1961, is a global provider of networking solutions for carrier and service provider networks worldwide. Its solutions support key applications including business services, voice, video and wireless backhaul. ECI has strong experience and a leadership position in various emerging markets, which include India, the former Soviet Union, South-East

Asia and Sub-Saharan Africa. ECI provides efficient, scalable infrastructure that serves as the foundation of future communications.

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, enables clients to accelerate growth and achieve best-in-class positions in growth, innovation and leadership. The company's Growth Partnership Service provides the CEO and the CEO's Growth Team with disciplined research and best-practice models to drive the generation, evaluation, and implementation of powerful growth strategies. Frost & Sullivan leverages over 45 years of experience in partnering with Global 1000 companies, emerging businesses and the investment community from 40 offices on six continents. To join our Growth Partnership, please visit <http://www.awards.frost.com>.

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