

ECI Appoints Kevin Driscoll to Vice President Sales and President North America

Former Fujitsu Executive to Drive Sales Growth in the Region

PETACH TIKVA, Israel – February 6, 2019 – [ECI](#)[®], a global provider of ELASTIC Network[®] solutions for service providers, critical infrastructures and data center operators, today announced the appointment of Kevin Driscoll as Vice President Sales and President North America to accelerate business expansion and customer acquisition across the region.

An industry veteran with more than two decades of experience, Driscoll previously served in senior roles at Fujitsu Network Communications, including as Vice President of National Carrier Sales. He has a proven track record of success growing high-caliber teams from the ground up, providing his leadership to increase market share and forge strong relationships with key tier-1 customers. In his previous role, Driscoll spearheaded a business initiative to bring new products and technologies from Asia to the North American marketplace. In his new position at ECI, Driscoll will be responsible for growing and leading ECI's North American sales team, as well as driving sales of ECI's networking platforms to carriers and other customers in the region.

Following a strong year in 2018 where ECI saw double-digit revenue growth for a second consecutive year, ECI's revenue growth continues to outpace the industry. The company made major strides in outfitting its award-winning portfolio for 5G requirements, and sales were buoyed by the volume of new business won over the last few years. Overall growth is expected to remain strong in 2019 and beyond due to a growing customer base and initial 5G network rollouts and trials.

The North American market was also fruitful for ECI in 2018. The team achieved strong double-digit revenue growth and built a robust pipeline, having reengaged with top carriers. ECI also enhanced its go-to-market by forging key partnerships, recruiting new integrators and channel partners. While the company has made significant progress expanding its presence in North America and servicing a number of robust clientele, ECI intends to further grow its market share over the next five years. Thus, Mr. Driscoll's appointment marks yet another important step forward in ECI's goal to become the vendor of choice for North American carriers.

"I'm excited to help bring ECI's proven, optical solutions and fresh perspective around the 5G transport dilemma to carriers in the North American market," said Driscoll. "ECI has a profound reputation for leading the industry with solutions that bridge the networking needs of today and tomorrow, and I look forward to leading the North American initiative."

"This is an exciting time for ECI, and I'm proud to welcome Kevin to our company," said Fernando Valdivielso, Head of Global Sales and Marketing at ECI. "Kevin brings a wealth of leadership and sales



expertise to ECI and will be instrumental in helping us solidify our presence in the North American market, a longstanding goal of ours. His background in sales and leadership, along with his carrier and MSO relationships, will be a tremendous asset to the company. By bringing exceptional professionals like Kevin to lead the North American team, we hope to drive even more wins in this influential market.”

For more information about ECI’s executive leadership and its work, visit: <https://www.ecitele.com>.

About ECI

ECI is a global provider of ELASTIC network solutions to CSPs, critical infrastructures as well as data center operators. Along with its long-standing, industry-proven packet-optical transport, ECI offers a variety of SDN/NFV applications, end-to-end network management, a comprehensive cyber security solution, and a range of professional services. ECI's ELASTIC solutions ensure open, future-proof, and secure communications. With ECI, customers have the luxury of choosing a network that can be tailor-made to their needs today while being flexible enough to evolve with the changing needs of tomorrow. For more information, visit us at www.ecitele.com.

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