SOLUTION BRIEF

Ekinops One-Box Solutions Deliver Cost Saving and New Business Opportunities as ISPs Finally Switch Off their ISDN Services

As ISDN services are finally ending across most of Europe, companies will no longer have the option of a dedicated physical ISDN/ PSTN connection for their integrated business communications requirements.

For businesses, that have not already done so, this means they will need to consider adding a VoIP gateway to replace their legacy analogue PBX voice technology. However, for ISPs, the change represents both a challenge in terms of how to replace a lucrative revenue stream as well as an opportunity to save on the high operational costs as well as potentially opening up new and more profitable business opportunities going forward.

Although businesses have had many years to prepare for the change, some SMBs in particular will have delayed their decisions, for a variety of commercial and technical reasons, and are now looking to their ISP to find a cost-effective managed service solution.

An Ekinops multi-service access router could provide the answer. Delivering integrated voice and data services together with WAN optimization, SD WAN and virtualization capabilities, the Ekinops' OneAccess series of routers are able to provide ISPs with a "one-box" ISDN to IP migration platform that solves the problem and opens the door to upsell more sophisticated data services needed to support their digital network transformation.

Why Ekinops?

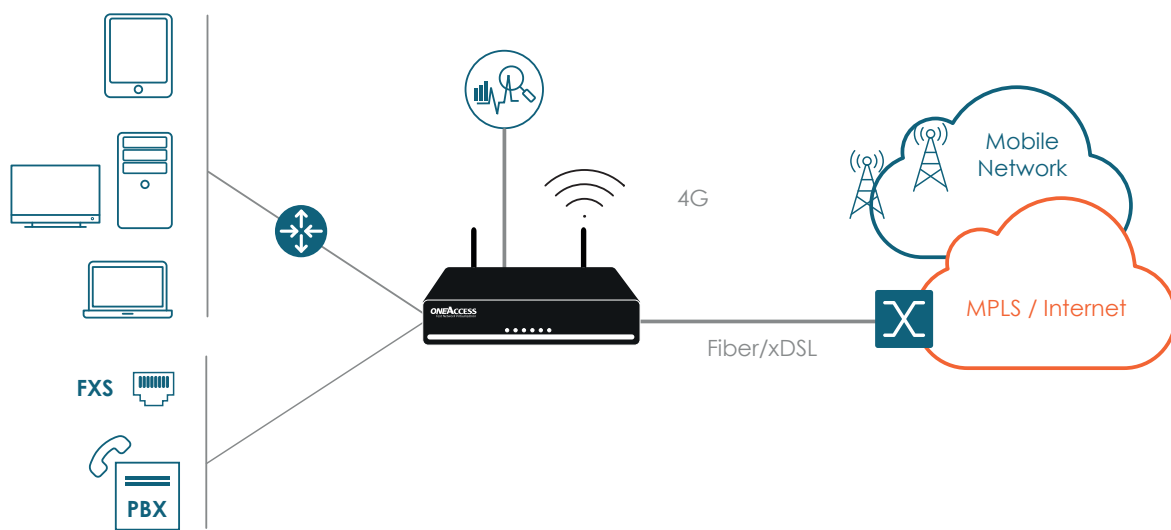### Field Proven Expertise Supporting Unified Business Communications

With over 15 years experience providing multi-service network access devices to the ISP sector Ekinops' OneAccess routers support multiple ISDN and analog access protocols incorporating rich voice features that can seamlessly interoperate with a wide range of new and legacy telephony systems. This includes an embedded Session Border Controller (SBC) that provides a PBX-agnostic interface enabling CSPs to offer buisinesses a painless and managed transition to an all IP solution.

The mixed PBX SIP trunk interface is transparent to the user and since SBC has proven to be capable of supporting a comprehensive range of networking interconnections and multi-vendor PBX systems it means that OPEX can be more easily kept under control.

Ultimate Flexibility and Connectivity

The Ekinops series of pCPE and uCPE platforms share the proprietary OneOS6 operating system that supports a wide range of VNF software services and network connectivity options including DSL, Optical Fiber and 4G (5G will be available in 2021). This provides ISPs with the flexibility to meet the most demanding and complex customer requirements regardless of the LAN-side configuration.

With the additional benefit of zero-touch provisioning and easy OSS/BSS integration there are no real technical or commercial barriers to ISDN/PSTN to IP transition.

No Compromise on Data Services

Integration of voice gateway services has no impact on the data service performance and sizing. The data services available on voice and data routers are exactly the same as that available on the data-only product range.

The entire product range supports additional software-licensed, advanced services including SBC, WAN Optimisation, Security and SD-WAN functionality that can be instantly and remotely enabled, opening the door for the monetizing of future service extensions.

The Ekinops Product Range

A comprehensive portfolio of voice and data CPE combining feature rich data routers and voice gateways ranging from 2FXS up to 24 FXS and 2 FXO ports for analogue devices such as phones, modems, or fax machines; up to 8 BRI for ISDN PBX connections or ISDN phones and up to 4 E1/T1 PRI ports to connect ISDN PRI PBX.

All Ekinops' OneAccess Branch office routers include support for the NETCONF protocol. It is based on YANG and supports the REST API, removing all barriers to introducing next-generation OSS

ONE526

For branch office business services
with combined data services + voice gateways with FXS and/or ISDN BRI

ONE1526

For branch office business services
with combined data services + one PRI to connect ISDN PRI PBX

ONE2515

For big enterprise services
with combined 1 Gbps data services with multi PRI to connect ISDN PRI PBX

Related documentation

- ONE526 datasheet
- ONE1526 datasheet
- ONE2515 datasheet
- OneSBC datasheet

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 networks and virtualization-enabled managed enterprise services

Our product portfolio consists of three highly complementary product and service sets: Ekinops360, OneAccess and Compose.

- Ekinops360 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, with operations in 4 continents; Ekinops (EKI) - a public company traded on the Euronext Paris exchange - is headquartered in Lannion, France, and Ekinops Corp., a wholly-owned subsidiary, is incorporated in the USA.