

Latest Infonetics Research Places OneAccess No.2 in EMEA Market

May 27th 2010 London and Paris – OneAccess, a leading European provider of multi service access routers, today announced that the latest independent data up to the end of 2009 illustrates its growing market share of branch office routers shipped to EMEA enterprises. The figures from Infonetics Research show OneAccess holds 24.9% of the market by units shipped; the second highest share of all vendors listed.

“Service providers in every corner of EMEA are increasingly choosing OneAccess as the flexible, high performance router platform they need to deliver the next generation of reliable, revenue generating broadband services to SMBs and branch offices,” said Mike Wilkinson, CMO at OneAccess. “We are growing business because incumbent and alternative service providers alike value our sole focus on this particular market area, and trust our commitment to innovating products that can be mass-customised for their specific service deployment needs.”

According to Infonetics, the EMEA branch office router market was worth nearly \$500m in 2009. OneAccess’ 24.9% market share (by units shipped) is for the calendar year ending 2009, up from 22.7% in 2008 and 21.0% in 2007.

Matthias Machowinski, Directing Analyst for Enterprise Voice & Data at Infonetics Research commented, “The EMEA branch office router market is heavily influenced by the procurement decisions of broadband service providers. To gain a competitive advantage for their SME service offerings, service providers are looking for equipment that supports zero-touch provisioning and end-to-end service management – and therefore produces minimal incremental service costs - and addresses their needs for flexibility, reliability and low-cost. ”

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About Infonetics

Infonetics Research (www.infonetics.com) is an international market research and consulting firm serving the communications industry since 1990. A leader in defining and tracking emerging and established technologies in all world regions, Infonetics helps clients plan, strategize, and compete more effectively.

About OneAccess

Incorporated in 2001, OneAccess is a leading manufacturer of multi-service routers and carrier Ethernet access devices enabling major telecoms service providers to deliver business-grade managed services profitably. OneAccess supplies routers to over 100 service providers including 4 of the top 5 largest telecoms operators in Europe.

By using mass customisation techniques OneAccess router solutions can be precisely tailored to meet the stringent demands of the business managed services market enabling superior performance, management, reliability and services innovation. For more information please see www.oneaccess-net.com.

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