ENET Insights

Newsletter, April 2023

First the follow-up, then the follow-through.

In January, I commented on how the previous few months had been very positive for Ethernity. Well, the follow-up over the past few months has been just as positive.

First, we completed integration of our XGS-PON fiber controller into an OEM customer's board, which has enabled us to engage new potential customers about our XGS-PON device.

Next we announced the new UEP3808 Combo PON OLT appliance, which will offer immense flexibility to fiber deployments.

And then we completed integration of our Single-Port PON OLT MAC into our customer's FTTR gateway product, which earned us an invitation to the FTTH Council Europe 2023 conference in Madrid this week, where we have several meetings set up with OEMs.

And that's just on the PON side of the business! Our live demo of our Link Bonding technology at WISPAmerica was a huge hit, and we are deep in discussions with multiple OEMs who are interested in our UEP2025 as an Outdoor Unit.

Clearly, Ethernity has established itself as a vendor with whom OEMs are eager to brainstorm product ideas and to develop solutions to take to market.
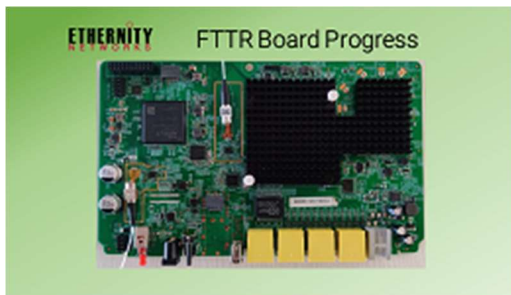
Now for the follow-through on the buzz, in which we will convert all this follow-up into new sales. Stay tuned!

As always, I welcome your feedback at briank@ethernitynet.com, and I look forward to the opportunity to work together.

If you no longer wish to receive news from Ethernity, please click HERE and we will remove you from the mailing list.

All the best,

Brian Klaff,
VP Marketing

Ethernity Perspective

Blog:
FTTR Board Progress
Exciting news! We have completed integration of our Single-Port PON OLT MAC into our Asian OEM customer's Fiber-to-the-Room (FTTR) board... **Read More**

Blog/Interview:
Revisiting WISPAmerica 2023 (with Podcast Interview)

In early March, Ethernity sent a contingent from its sales and marketing leadership to Louisville, Kentucky for this year's edition of WISPAmerica…**Read More and Watch**

Blog:
Feedback from Mobile World Congress and More

Ethernity was in Barcelona for MWC, as we are every year, promoting our products and solutions to OEMs, system integrators, and operators, and taking meetings with various potential partners and customers... **Read More**

Article:
The Secret Sauce to REALLY Deploying 5G Nationwide

ISE Magazine featured David Levi's article on how PON and FTTR can help with true nationwide 5G rollout…**Read More**

Click for additional recent blog posts

Ethernity News

Press Release:
Ethernity Networks Introduces the UEP3808 Combo PON OLT… Read More

Regulatory News:
UEP2025 Business Progress… **Read More**

Regulatory News:
Fibre Controller Contracts Progress… **Read More**

Market Intelligence

Podcast:
PON Growth Isn't Slowing Down Any Time Soon
LightReading
Omdia's Julie Kunstler discusses the banner year for XGS-PON in North America and Omdia's forecasts for next-gen PON port equipment revenue...**Listen**

Article:
Rural Americans Spend an Average of $71 a Month on Internet Service
by Phil Britt, in Telecompetitor
With rural Americans eager to spend more on high-speed internet, WISPs will require technology to supply better performance at a reasonable cost (which is exactly where Ethernity excels)... **Read More**

Article:
Broadband Gear Sales Wave Should Continue Through 2027
by Stephen Hardy, in Lightwave
A new report from Dell'Oro Group suggests that the next five years should be kind to makers of PON equipment, cable broadband access equipment, and fixed wireless CPE...**Read More**

Opinion:
XGS-PON is Now North America's Go-To Technology
by Jeff Heynen, in Fierce Telecom
The concern regarding speeds and long-term competitiveness has led to the meteoric rise of XGS-PON as the primary technology used in new FTTH network buildouts. Between 2019 and 2022, XGS-PON OLT port shipments increased 2231% and would have been even higher were it not for the lingering supply chain issues that have resulted in considerable vendor backlogs... **Read More**

HAPPY SPRING HOLIDAYS
FROM
ETHERNITY
NETWORKS

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