



Press Release

## Data Center Provider DBSi Deploys Ekinops DWDM Equipment to Upgrade Mission-Critical Data Network

PARIS, June 9, 2011 – DBSi, the Pennsylvania-based provider of disaster recovery, managed hosting, and data center services, has deployed optical networking equipment from Ekinops to connect its three data centers, maximizing network capacity and availability for their clients' mission-critical data.

The DBSi network uses DWDM (Dense Wavelength Division Multiplexing) equipment from Ekinops to provide numerous data-carrying channels over the fiber linking its existing data centers in Bethlehem and Valley Forge to the newest facility in Breinigsville, Pennsylvania.

Deployment of the 10 gigabit per second Ethernet DWDM equipment via the Ekinops 360 platform is the first phase of a two-phase network upgrade for DBSi. Later this year, the company will use Ekinops DWDM equipment to join the three data centers in a ring configuration network that will deliver the highest levels of network redundancy, reliability, and availability.

Christopher Black, DBSi's Chief Technology Officer, said that many of the company's clients – specifically financial services and healthcare organizations – use DBSi for synchronous replication of data and there is zero tolerance for downtime for those types of applications. That is one of the reasons DBSi selected the Ekinops equipment for the upgraded network.

“We were in a position where we had to choose between expanding our existing DWDM ring or buying additional lit services from providers, and the latter was not an economically viable solution for our client's needs,” Black explained. “We chose the Ekinops solution based on its price and performance as well as its operational manageability.”

The Ekinops equipment was deployed in November, and its performance has been flawless, Black said. In addition, the equipment's streamlined management interface simplifies operations and enables more DBSi IT staffers to support it.

“Ekinops has put in place a very cost-effective 10 Gbps Ethernet DWDM transport network for DBSi. Thanks to the T-Chip (Transport on a Chip) technology, we are able to deliver industry leading economy, scalability and reliability with the Ekinops 360 platform.” said Rob Adams, Vice President of Global Marketing and Product Line Management for Ekinops.

“This will enable a rapid return on investment as their newest data center helps power further growth in DBSi’s business.”

The Ekinops 360 is a carrier-class optical transport solution for metro, regional, and long-haul networks. Thanks to its T-Chip® technology, Ekinops equipment packs its transport intelligence into a highly compact and efficient design, reducing costs, footprint, ongoing power consumption, and manufacturing delivery times to customers.

#### **About Ekinops**

Ekinops is a leading designer and supplier of next generation optical transport equipment for service providers and enterprise customers. The Ekinops 360 Dynamic, Multi-Reach Transport System provides DWDM and CWDM on a single platform that addresses Metro, Regional, and Long Haul applications. The Ekinops 360 system relies on the innovative, programmable Ekinops T-Chip® (*TRANSPORT ON-A-CHIP TECHNOLOGY*) that enables Fast, Flexible, and Cost-effective service delivery for building high speed optical networks. Using the Ekinops 360 carrier-grade system, operators can increase transport capacity of their networks – CWDM, DWDM, Ethernet, ESCON, Fiber Channel, SONET/SDH, and uncompressed video (HD-SDI, SD-SDI, ASI) – through the industry’s most efficient aggregation of services. The company is headquartered in Lannion, France, with offices in Europe, the USA and Asia. For more information, visit Ekinops at [www.ekinops.net](http://www.ekinops.net)

#### **About DBSi**

DBSi is an innovative data center services company providing flexible, cost-effective technology solutions for clients requiring exceptional support for mission-critical business processing and operations. Headquartered in Bethlehem, PA, DBSi operates secure, high density, highly available data centers in Bethlehem, Valley Forge, and Allentown (Breinigsville), PA. In business for more than 30 years, today DBSi serves over 250 clients in an array of industry verticals with strong presence in the healthcare and financial markets.

DBSi's comprehensive data center services include a significant healthcare-centric managed data center practice, managed hosting solutions, cloud computing, and traditional co-location. Managed solutions encompass a wide range of IT disciplines including high speed wide area network connectivity, daily operational and administration management services, managed storage, comprehensive monitoring, data backup and restoration, security management, and change control.

Delivered from each of its three facilities, DBSi's Disaster Recovery services provide geographically diverse solutions for traditional, dedicated, and customized recovery strategies - complimented by the region's largest Workspace Recovery offering. In addition to traditional tape based recovery, DBSi offers advanced recovery services including virtualization, real time data replication, remote backup, email failover and redundant data center configurations. For additional information about DBSi, please visit the company website at <http://www.dbsintl.com>.

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