



# Reimagine Your **EDGE**



[www.dzsi.com](http://www.dzsi.com)

## Executive Summary

**DZS is a global leader in access, optical edge and AI-driven cloud software solutions.** Based in Plano, Texas, USA with sales, support and development offices in Germany, Spain, Turkey and UAE, we have over 250 customers in over 50 countries, including over half of the top 20 communications service providers (CSPs) in the Americas and EMEA. Across this footprint, our customers share in the common aspiration of providing a superior broadband experience to their subscribers. These customers are leveraging DZS platforms and solutions to transform their networks to become the most agile and innovative CSPs in their markets. DZS history starts with its founding in 1999. Over the next two decades, the company continued to innovate, acquire assets and grow, ultimately rebranding itself at DZS in 2020 when President and CEO Charlie Vogt took the reins of the company. Vogt reset the DZS vision, culture, and focus and the company has subsequently invested ~\$130M in innovation creating category defining next generation optical, access, subscriber, and cloud software portfolios.

**Today, DZS is recognized as a software-defined networking pure-play with highly differentiated product and software-centric platforms** aligned with the requirements and road maps of many of the largest and most admired CSPs spanning the Americas and EMEA. Our

acquisitions over the last three years of Optelian (optical transport), ASSIA (network assurance/ Wi-Fi management software) and RIFT (automation/ orchestration software) have translated into our industry-leading Saber and DZS Cloud portfolios and are aligned with the current and emerging networking trends of software defined networks, open standards, and AI-driven analytics, insights, and automation.



**We at DZS believe that the future competitiveness of CSPs will be determined at the network edge.** By embracing a software-defined, open, fiber-first strategy that pushes bandwidth and intelligence close to the subscriber, CSPs will gain the services agility and network scalability necessary to meet the service demands of the future and the AI driven insights to deliver



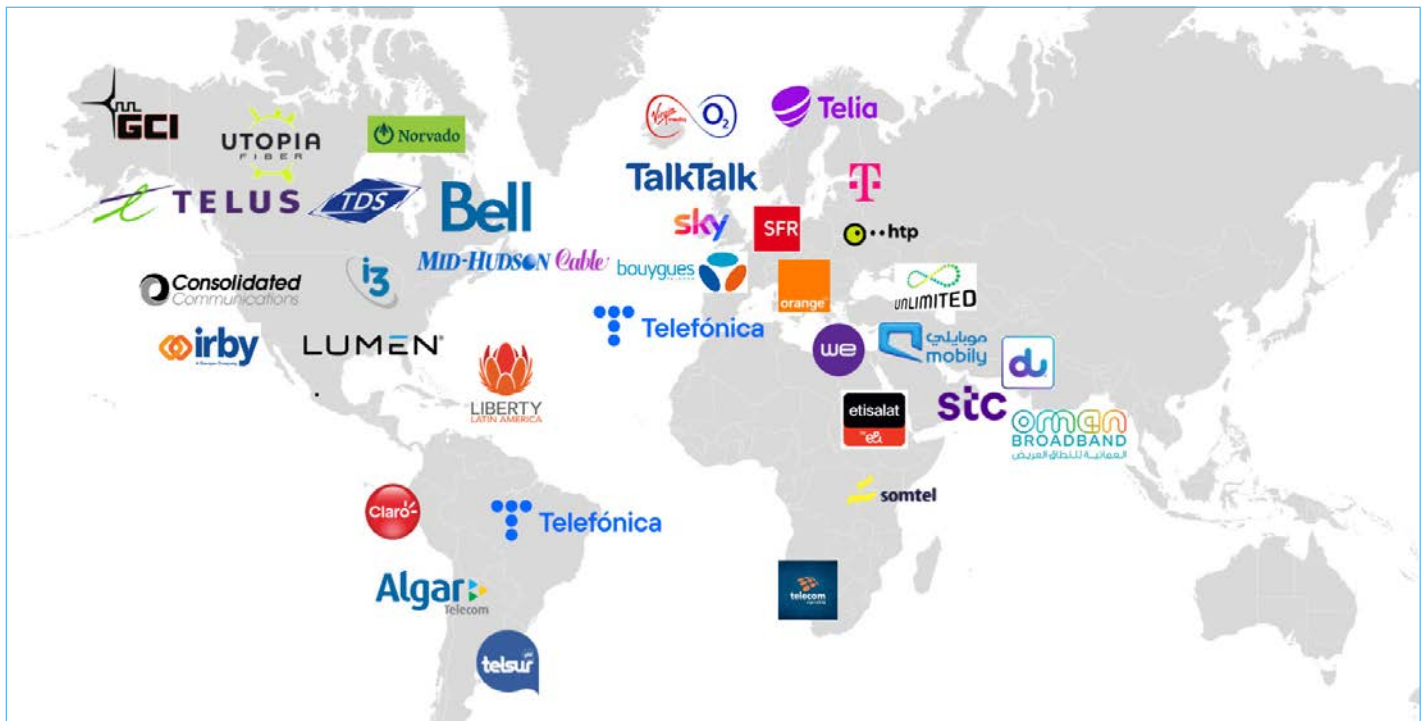
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a superior subscriber experience. Equally as important, vendor agnostic software automation and orchestration will simplify and accelerate the introduction of new services, from on-boarding new equipment and software to testing, turn-up, network administration and management.

**DZS sees transformation as an opportunity and readiness for disruption as a good thing.** Today's dynamic market is an occasion for CSPs to reset, recalibrate, and refocus on what will provide them an enduring competitive edge. We pride ourselves on our deep history of anticipating the future, embracing technology and business model shifts, and giving our customers the agility to anticipate, transform and win!

**Who are these companies successfully leveraging DZS?** We pride ourselves on engaging with customers who value innovation and with whom we have business alignment, and stand today with over 250 CSPs spanning the Americas and EMEA as customers. These CSPs are actively engaged with DZS in various stages of transitioning from legacy solutions to DZS' flagship OLT, optical and software platforms. Additionally, the company is actively engaged with many of the largest and most influential service providers in the world for insertion into their networks and/or as part of new initiatives and upgrades.

## Key Customers



DZS customers represent many of the world's most admired service providers and are among the most influential operators in the world, and the company's technologies are enabling broadband services for tens of millions of subscribers in the Americas and EMEA.

We believe that the winning success strategy for CSPs is changing rapidly as new technologies, new subscriber demands, and new business models challenge the industry status quo.

We believe much of our success is due to our alignment with our customers. We encourage you to take the time to get to know DZS, understand why fiber-forward and agile service providers gravitate towards our philosophy and systems, and win in their markets. We are confident that the more you get to know DZS, the more you'll like us.

Sincerely,



**Charlie Vogt**  
President & CEO  
cv@dzsi.com



**Miguel Alonso**  
Chief Product Officer  
miguel.alonso@dzsi.com



**Gunter Reiss**  
Chief Customer Officer  
gunter.reiss@dzsi.com

## Our Mission & Products

**Our mission is to transform today's CSPs into tomorrow's experience providers.** We achieve this through a portfolio of DZS solutions that are unique in the industry in allowing service providers to address their entire network end-to-end or use our standards-based open solutions to address specific needs in the network. DZS has built its solutions and business to be aligned with our customers. We believe this customer-first mentality that listens and adapts to customer needs unique to DZS and not reflected by other vendors in the industry that are either too big or unwilling to accommodate customer needs.

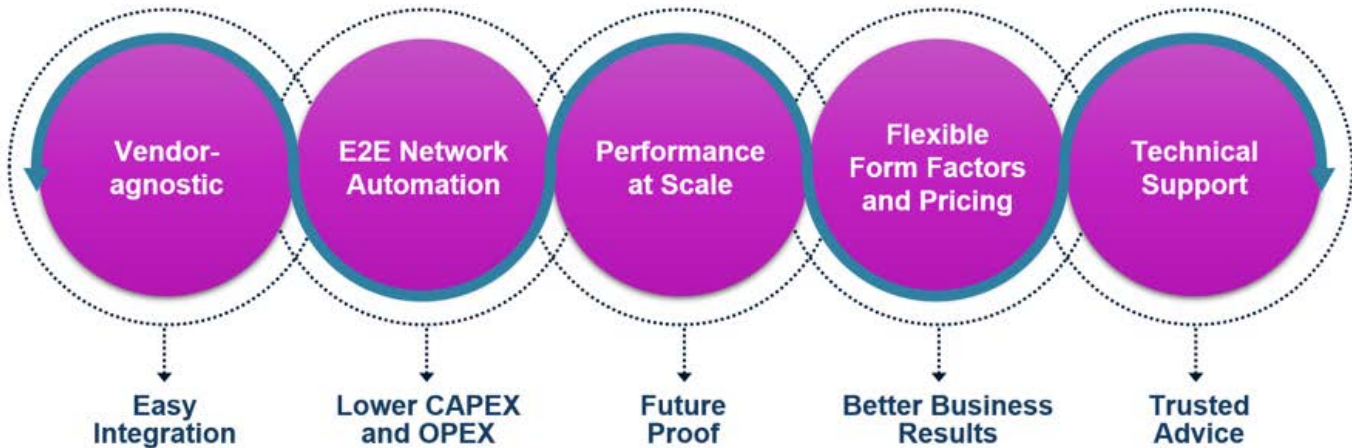
While other vendors in our industry have focused on incrementally advancing their own agendas and perpetuating the status quo, we at DZS have been innovating and investing in the Edge solutions that will drive YOUR success in a changing world.

- **Cloud Edge:** Our unrivaled automation and orchestration solutions (Xtreme) built to give power to the CSP, resulting in dramatically faster service velocity and ease of multi-vendor management
- **Access Edge:** Our award-winning Velocity access portfolio is driving transformation for our customers, with the capacity for in-place upgrades to 50G PON and the flexibility to simplify the shift to SDN
- **Optical Edge:** Our Saber platforms are redefining the economics of metro transport by leveraging coherent optics to drive extraordinary bandwidth at the network edge and unprecedented ease of deployment
- **Subscriber Edge:** With over 50 million subscribers managed by our Wi-Fi experience management (CloudCheck) and service optimization solutions (Expresse), we are increasing NPS scores, reducing churn, and minimizing OPEX while delivering cutting-edge Wi-Fi coverage
- **Services:** Our support services are legendary, and our professional services are customizable and designed to fill in your gaps and increase your agility

Our customers globally have leveraged DZS innovation to disrupt their status quo, transform their networks to be open, agile, cloud native, and ready for the future by providing a sustained competitive edge.



## Find Your EDGE with DZS



**What is the DZS Advantage?** If you believe in network openness and intelligence and services agility and performance, then DZS is the right technology partner for you. Inserting DZS into your network is easy – we can work together and manage virtually any multi-vendor scenario. We are confident that you’ll find that once you discover DZS, you are going to want to deploy more of our products!

Edge transformation is a strategic and business imperative for CSPs, and DZS systems and software are leading the way. Our portfolio simplifies edge transformation, addressing the unique requirements, challenges and opportunities of the Access, Subscriber, Optical and Cloud Edge, and provides the end-to-end, standard-based solutions that give CSPs a Competitive EDGE.

- **DZS Cloud gives you command of the Cloud Edge** – provides the analytics, actionable insights, and control at the network Edge that enables a superior subscriber experience and operational efficiency:
  - **DZS Xtreme** allows vendor-agnostic network management, automation and orchestration, simplifying and accelerating the introduction of new services from on-boarding new equipment and software, to testing, turn-up, administration and management.
  - **Expresse and CloudCheck** offer cloud-native and AI-driven network and service assurance and Wi-Fi experience management solutions, enhanced by the expertise gleaned from 50M+ subscribers globally
- **DZS Velocity** is the industry’s only true Access Edge portfolio ready for the challenges of the future – hardened, standards-based solutions in a range of flexible form factors that deliver world-leading performance, density and scalability with in-place upgrades from 10G to 50G/100G technologies

- **DZS Helix provides solutions fine-tuned to the needs of the Subscriber Edge** – Residential & business ONTs, access points, and gateways with world-class Wi-Fi and proven interoperability
- **DZS Saber redefines the Optical Edge and features two new platforms with the first hardened, compact, and modular DWDM transport solutions** – Featuring 100G-400G per lambda and multi-degree CDC FlexGrid ROADMs and well as Time Sensitive Networking including integrated Grand Master Timing – our mobile Optical Edge xHaul systems that have become the standard in the industry’s most advanced O-RAN deployments and created a new standard for cost-effective high-capacity edge transport in rural areas
- **DZS Professional Services & Customer Care** help you transform faster with more confidence – transformation acceleration services that give you a competitive edge via an array of services, from education/training, SLAs, remote/on-site professional services and managed services to custom services and 7x24x365 technical support

DZS has already empowered many of the world’s leading carriers to find their Edge and deliver a superior subscriber experience, and we are ready to help you find yours. Let’s partner to accelerate your Edge transformation strategy.

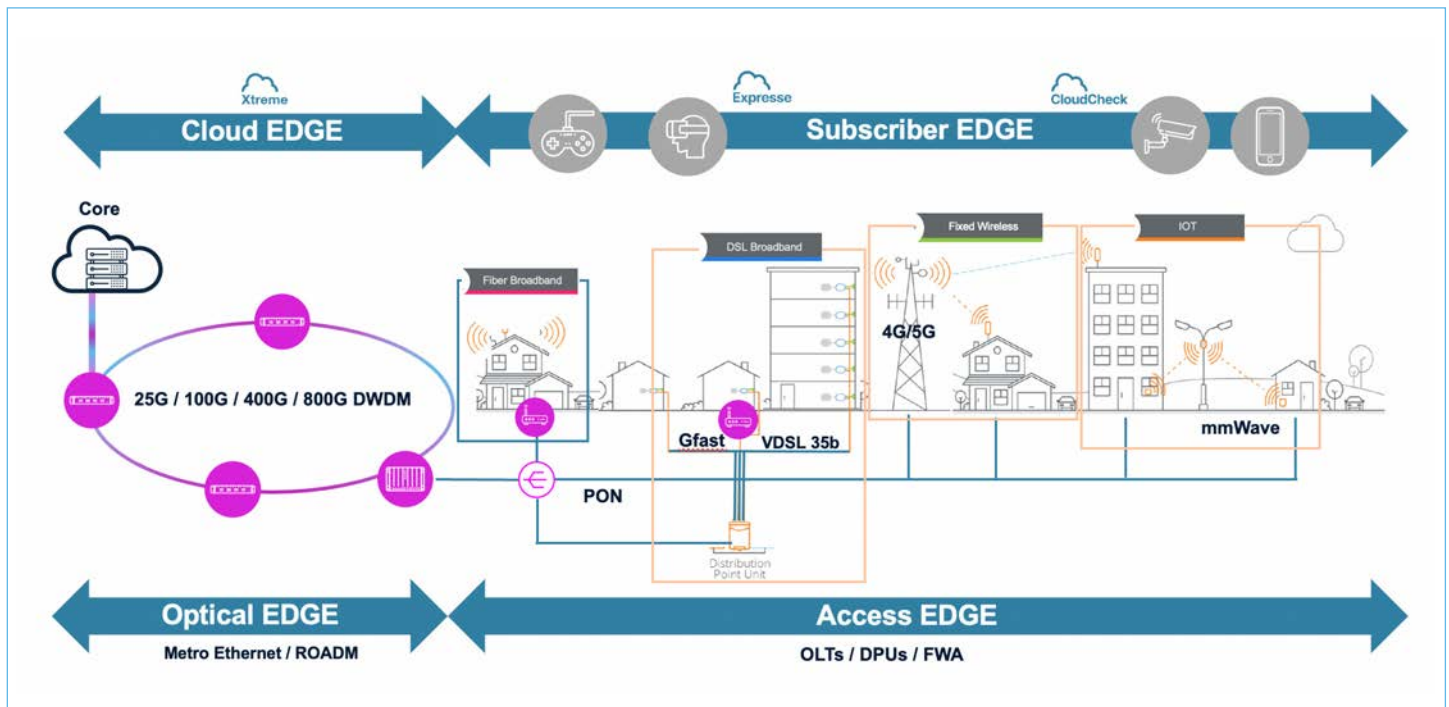




# Reimagining the Network Edge

DZS is delivering disruptive technology with many industry firsts. The company has heavily invested in its vision and established and completely revamped its Access, Subscriber, Optical, and Cloud Edge portfolios through both organic R&D and acquisition and integration of leading-edge technology companies. This has positioned DZS as the premier technology and business partner to service providers seeking unparalleled agility through standards-based, software-defined, future-ready networks, and intelligent, AI-enabled network assurance and experience management software. Our acquisitions over the last three years of Optelian (Saber portfolio), ASSIA (CloudCheck and Expresse) and RIFT (Xtreme portfolio) are aligned with the current and emerging software defined networking trends.

## Delivering Broadband to the World







## The New Access EDGE

### Access that Scales

- Chassis Architecture
- 50GPON Seamless Upgrade
- Future Proof Backplane

### Software Defined Access...as it was meant to be.

- 100% BBF Compliance
- Open SDN-Controller Interop
- Virtualization
- Security

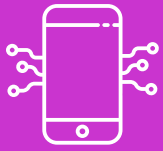
The DZS next generation Access Edge Velocity systems and Subscriber Edge Helix portfolios are enabling service providers to deliver multi-gigabit services at scale, from GPON to XGS-PON and gigabit Ethernet to 10 Gigabit Ethernet. Unique in the industry, the Velocity platform is hardened across a wide range of form factors, capable of transitioning from centralized to disaggregated architectures, and scaling in-place to support

50G PON technologies in the future. Powered by the company's next generation, award-winning sdNOS operating system, Velocity systems enable service providers to rapidly introduce and active new services. DZS Helix ONT and Wi-Fi gateway portfolios complement Velocity with a full range of residential and business termination and business/home management devices that are integrated with our powerful cloud software platforms.





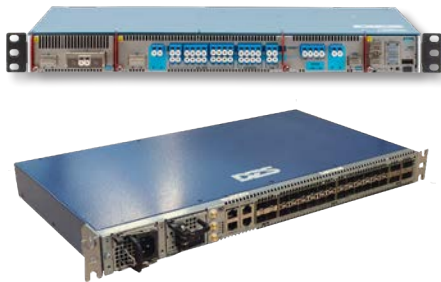
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# The New Optical EDGE

## 400G/800G Optical Transport Built for Access

- Compact | Modular | Low Power
- Open
- “Hands Off” Operation
- Network EDGE Single Pane of Glass



## Optical EDGE



At the Optical Edge, the company’s new Saber 4400 metro Ethernet transport platform offers service providers coherent optical transport wavelengths of up to 400 Gigabits per second in an environmentally hardened, compact, modular form factor. Featuring CDC FlexGrid ROADM capabilities, the Saber 4400 is the industry’s most compact and flexible ROADM platform which has numerous optical transport use cases including middle mile for rural networks. The recently launched Saber 2200 coherent xHaul Ethernet switch expands the Saber portfolio with

compact, hardened Layer 2 mobile transport and Ethernet business services support leveraging standard 100 Gbps direct detect, coherent OpenZR+ and XR optics. It also features an array of critical time sensitive networking features including Grand Master Timing and can function as a high-precision time protocol (PTP) Class C Boundary Clock with Synchronous Ethernet (SyncE) support. Both platforms transform the economics of deploying flexible 100G/400G/800G transport circuits necessary for edge transport and advanced mobile xHaul.





Reimagine Your **EDGE**



# The New Subscriber & Cloud EDGE

## Cloud Edge

- Access
- Mobile
- Transport



DZS Xtreme

DZS Express

DZS CloudCheck

## Fiber Termination and Wi-Fi Distribution

- AI Optimized
- Cloud EDGE Enabled
- Device and Application Aware
- Customer Support Ready
- Open and Standard



DZS CloudCheck

## Customer Experience Management

- Beyond Wi-Fi Management
- AI Driven Automation
- AI Driven Diagnostics and Recommendations
- Flexible Deployment Models

DZS Express





## The New Subscriber & Cloud EDGE

### Network Automation and Control

- Software Defined Network Abstraction
- Service Lifecycle Management
- EMS/NMS
- SDN Device Control
- Open — Standard — Multi-Vendor



At the Subscriber Edge and Cloud Edge, DZS' AI-driven CloudCheck and Expresse software has been deployed with many of the largest service providers across the Americas, Europe, and Middle East. Remote experience and service management software has become essential to increase service provider network awareness and to provide their enterprise and residential customers with a better experience while at the

same time lowering overall operating cost. The company's Xtreme orchestration, automation, and network slicing software platform is aligned with our Velocity OLT and Saber Optical Edge solutions in supporting a multi-vendor network environment. It has been selected in multiple Tier I 5G networks and is now ready to be deployed for fiber-forward customers as well.



# New Support Services

The operation and maintenance of modern telecommunications networks is a complex task. A variety of network elements of different generations and configurations must be maintained.

It is more critical than ever before for broadband service providers to have 24/7 access to support and services resources for all network elements.

- **Education & Training**
- **Service Level Agreement (SLA)**
  - Universal Access to DZS Technical Support, Software Fixes, Online Resources, and extended Warranty
- **Remote Professional Services**
  - Configurational changes
  - Network Audits
  - Subscriber Moves / Adds / Changes
  - SW Upgrades
  - 24/7 Help Desk
- **On-Site Professional Services**
  - Dedicated Support Engineer / Resident Engineer
  - Engineer, Furnish, & Install (E,F & I)
- **Managed Services**
  - Data Collection Engines
  - Network Health Reports
  - NOC as a Service



**DZS is dedicated to supporting service providers in maximizing the reliability and uptime of their networks.** To ensure reliable and high-quality network operations, DZS offers a variety of standard services, and will develop custom-tailored services for its customers as required:

- Global and Local Technical Assistance Services (7 x 24)
- Professional and Installation Services
- Training Services
- Local Hardware Repair and Return
- On-Site Engineering Services

In addition to our industry-leading products, DZS provides a comprehensive offering of exceptional professional services that include 7x24x365 maintenance and technical support, software updates, technical training, along with network design and consulting services. Our engineering and support staff embody the same values of quality and performance that are reflected in our products and corporate culture.

## Find More Information

Visit [dzsi.com](https://www.dzsi.com)



## Next Steps to Learning More and Facilitating a Partnership

**Now that you learned about DZS's capabilities, here's why we should get started NOW!**

**We could not be more excited about exploring how we can best partner with you.** Over the last three years, we at DZS have **"Reimagined the Network Edge"** and completely revamped our company, our products and services to align with our unique and customer-centric "edge" vision. We believe that the future competitiveness for CSPs will be determined at the network edge, and we have invested hundreds of millions of dollars to ensure that we are ready to provide our customers with the disruptive solutions they need to address our changing industry head-on.

Above you reviewed a summary of who DZS is and what we stand for, our vision for the network edge, and how we have helped our CSP customers achieve new levels of success. We believe much of our success is due to our alignment with our customers. We encourage you to take the time to get to know DZS, understand why fiber-forward and agile service providers gravitate towards our philosophy and systems, and win in their markets. We believe in the power of our team to innovate and drive transformation and thus we are confident that the more you get to know DZS, the more you'll like us. We have assembled a world-class team who from our support techs to our CEO understands that the customer is priority one. Do you long for access to your vendor's leadership team? Everyone on our leadership team at DZS is accessible by our customers and committed to your success. In fact, if you have any questions about DZS, please reach out and we'll provide you with access to the team member best suited to address your questions, from sales person to product leader to President and CEO Charlie Vogt.



## Meet Our Leadership Team



### **Miguel Alonso, Chief Product Officer**

Mr. Alonso is responsible for product strategy, product management, technology, quality and engineering across the Access Edge, Home Edge, Mobile & Optical Edge and Cloud Software teams. Before joining DZS, Mr. Alonso served as Vice President of Cloud Products at Calix, where he led the company's transformation from hardware products to cloud, software, and systems platforms. Mr. Alonso has also served in multiple senior product management, marketing, and sales executive positions at Nortek Control, mandal.ai, and Advanced Fibre Communications (AFC).



### **Gunter Reiss, Chief Customer Officer**

Mr. Reiss serves DZS as Chief Customer and previously served as Chief Marketing Officer at DZS. Most recently, Mr. Reiss was Vice President of Worldwide Marketing at A10 Networks where he positioned the company as a technology leader in 5G, cloud, and cybersecurity solutions. Prior to A10, he held business development, strategy, M&A, and strategic sales leadership roles at Ericsson, IPC and DAMOVO Group. Mr. Reiss brings in-depth expertise in cloud, SaaS, AI, cybersecurity, and application networking to DZS.



### **Jon Cox, VP of Global Customer Experience**

Mr. Cox has over 30 years experience leading global technical support and professional services organizations, working in some of hi-tech's most innovative, forward-thinking environments. Mr. Cox serves DZS as the VP of customer care managing all aspects of our technical support and our diverse professional services and education organization. Previous to DZS, Mr. Cox has held customer care leadership roles in ATX and Ribbon where he has a proven track record of revitalizing, building, and molding customer-facing organizations, dedicated to providing 'world-class' support and exemplary customer experience.



### **Geoff Burke, SVP Marketing**

Mr. Burke serves as Senior Vice President, Marketing for DZS. A renowned marketer and recognized industry visionary, he joined DZS in April 2020 and has led the company's brand marketing transformations and championing major communications industry initiatives for the company, most recently as Chief Marketing Officer at Broadband Forum. Prior to joining Broadband Forum, Mr. Burke led Corporate Marketing at Calix, responsible for the Calix brand and company messaging worldwide. Mr. Burke has also held a variety of senior marketing, strategy, and operational roles at Motorola/Next Level Communications, The McKenna Group, KPMG Consulting, and Oracle Corporation.



Nearly 30 years ago Andy Grove, Intel's CEO spoke of two things that have resonated with me throughout my professional career - "Only the Paranoid Survive" and "If it Ain't Broke Break it!".

I began my career in the late 1980s with IBM and then have spent the past 30 years representing and leading trend-setting, innovation amplified, technology companies focused on last mile access, media content and software defined networking technologies.

The past 4 years with DZS feels like 25 years, as the founder of DZS and I worked together at Ascend Communications before Lucent Technologies acquired Ascend Communications in 1999, the largest data acquisition at that time.

In 2000, I moved to Dallas, Texas and in 2002 I became the CEO of Taqua System an innovative disruptor of VoIP technology. In 2004, Taqua was acquired by Tekelec (now Oracle). From 2004-2013, I was fortunate to lead a talented team at Genband (now Ribbon Communications) which became a global IP Networking company acquiring more than 10 technology companies including Nortel's VoIP business unit in 2010.

Fast forward to 2024 - DZS has assembled an extremely talented team and over the past 3 years invested \$130M in innovation - focused on last mile optical, access and software defined networking solutions. We have created a culture defined by customer-first and while the past three years have been challenging due to supply chain disruptions, we endured, invested in new technology (including 3 acquisitions), implemented new state of the art IT systems and tools, and divested our Asia business emerging as a entrepreneurial American and EMEA focused optical, access and AI-driven cloud software technology disruptor.

We are motivated and humbled by the opportunity to demonstrate and earn your trust and business by providing open and standard-base innovative and differentiated solutions, white glove customer care service and a team focused on business & technology alignment.

I will make myself available to speak or meet with you at our earliest convenience. Give today's DZS a "test drive", I am convinced you will value and appreciate the difference. You can reach me at [cv@dzsi.com](mailto:cv@dzsi.com).

Sincerely,



**Charlie Vogt**  
President & CEO  
[cv@dzsi.com](mailto:cv@dzsi.com)



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