Enabling Broadband Everywhere

Fixed and wireless gigabit connectivity

Executive Summary

DZS is a developer of Network Edge, Connectivity and Cloud software solutions enabling broadband everywhere. Based in Dallas, Texas, USA with sales, support and development offices in Australia, Canada, Germany, and UAE, we have a wide range of communications service provider (CSP) and enterprise customers across the Americas, Europe/Middle East/Africa (EMEA), and Australia/New Zealand (ANZ).

Our vision is to deliver open and AI-automated broadband networks to our customers. We believe that the future competitiveness of CSPs and enterprises will be determined at the network edge. By embracing a software-defined, open, fiber-first and wireless-where-necessary strategy that pushes bandwidth and intelligence close to the end user, CSPs and enterprises will gain:

- **Enhanced agility and network scalability** — the capacity and flexibility necessary to rapidly meet the high performance / low latency demands of the future.

- **AI-driven insights** — derived from SoCs in our systems with integrated AI/ML capabilities providing operational, service and cybersecurity intelligence while optimizing performance.

- **Faster time-to-market** — advanced software and hardware innovation that enables subscriber self-install, deploy anywhere flexibility, in-place upgrades, and rapid new service deployment.

Founded in 1999, DZS has a history of innovation, strategic acquisition and growth. In 2020, current President and CEO Charlie Vogt joined and refined the company's vision, culture, and focus.

**DZS Headquarters
Plano, Texas, USA**

Over the last four years, DZS has invested heavily in creating category-defining next-generation **Network Edge** (optical transport and access), **Connectivity** (home/business WiFi, fiber extension, fixed wireless access (FWA) solutions and **Cloud Software** solutions focused on orchestration, automation, and WiFi/FWA self-installation.

Our acquisitions over the last three years of Optelian (optical transport), RIFT (automation/ orchestration software), and NetComm (home broadband, FWA and fiber extension solutions) have been fully integrated into DZS and led to a significantly enhanced portfolio.

Through innovation and acquisition, the DZS customer footprint has continued to expand and now represents more than half of the top 25 telecoms across the Americas, EMEA, and ANZ regions and hundreds of other innovative broadband service providers and enterprises. Our broad customer base shares a common need for high performance, reliable, open, and AI-driven automated networks that empower them to be agile and transform their businesses.

DZS sees transformation as an opportunity and readiness for disruption as a good thing. Today's dynamic market is an occasion for CSPs and enterprises to reset, recalibrate, and refocus on what will provide them an enduring competitive edge via both service/experience differentiation and operational efficiency advantage. This combination of out-of-the-box thinking and experience gives our customers the agility to anticipate, transform and win!

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 enterprises gravitate towards our philosophy and systems, and win in their markets. Gain your competitive edge with DZS.

Sincerely,

Charlie Vogt
President & CEO
cv@dzsi.com

Scott St. John
Chief Customer Officer
scott.stjohn@dzsi.com

Philip Bednarz
Chief Product Officer
philip.bednarz@dzsi.com

Our Vision & Products

Our vision is to deliver open and AI-automated broadband networks everywhere. We achieve this through matching our customers' business objectives with the right technologies to address their entire network end-to-end – from the edge of the network core to broadband-connected end users and machines – by using network edge optimized PON/Gfast/4G/5G /Wi-Fi technologies, software-defined networking, and AI edge compute. We believe our customer-first mentality is highly valued, allowing DZS to be unique in its ability to accommodate customer needs and be aligned in our mutual pursuit of success.
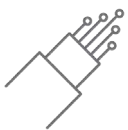
While other vendors in our industry have focused on incrementally advancing their own agendas and perpetuating the status quo, we at DZS have been innovating and investing in the Edge solutions that will drive YOUR success in a changing world.

Cloud Software: Our powerful automation and orchestration solution (Xtreme) empowers CSPs to dramatically accelerate their rate of new service introduction and ease of multi-vendor management.
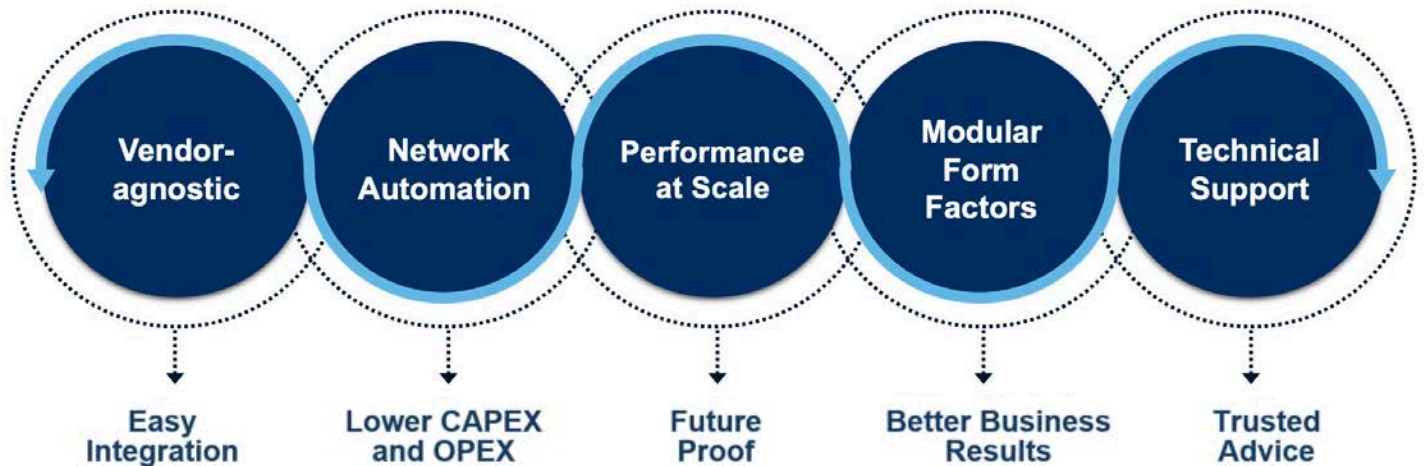
Network Edge: The Velocity OLT portfolio accelerates transformation in the access network with extraordinary capacity (supports in-place upgrades to 50G PON) and the flexibility to shift to SDN. At the optical edge, our Saber platforms are redefining the economics of edge transport by leveraging environmentally hardened coherent optics to bring extraordinary bandwidth to new places in the network easily and cost effectively.

Connectivity: At the customer or business premises, our wide range of cutting-edge WiFi solutions ensures full coverage and high-performance, while our fiber extension DPU solutions bring fiber-like broadband connectivity to hard-to-reach MDUs and our FWA solutions enable rapid deployment of 4G/5G broadband to areas without fiber.

Services: Our support services are world-class, and our professional services are customizable and designed to fill in your operational gaps and accelerate your time-to-market.

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 value network openness, intelligence, and agile performance, DZS is the right partner for you. Integrating DZS into your network is simple—we work seamlessly in multi-vendor environments, and many of our products, including FWA and WiFi/Cloud Mesh, are customer self-install.

Edge transformation is crucial for CSPs, and DZS systems and software are at the forefront. Our portfolio streamlines edge transformation, addressing the unique needs of the Network and Connected Edge, and maximizing your fiber investment.

DZS has enabled some of the world's leading carriers and businesses to discover their edge and deliver exceptional end-user experiences.

- **DZS Xtreme** allows vendor-agnostic network management, automation, orchestration, and SDN management and control, simplifying and accelerating the introduction of new services from on-boarding new equipment and software, to testing, turn-up, administration and management

- **DZS Velocity is the industry's only true Network Edge portfolio ready for the challenges of the future access network —** 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 and unrivaled service assurance and automation capabilities enabled by DZS Xtreme

- **DZS Helix and FiberLAN products provide solutions fine-tuned to the needs of the Connected Edge —** Residential & business ONTs, access points, and gateways with world-class Wi-Fi, proven interoperability, self-install, and extraordinary performance.

- **DZS Saber platforms redefine the Network Optical Edge, delivering the industry's first hardened, compact, and modular DWDM transport solutions —** Featuring 100G-400G per lambda and multi-degree CDC FlexGrid ROADM have created a new standard for cost-effective high-capacity edge transport in rural areas — often saving CSPs deploying these solutions more than $50K per location. DZS Xtreme enables these systems to be easily deployed and managed in multi-vendor environments.

- **DZS Fiber Extension systems help you maximize the return on your fiber investment by enabling gigabit speeds over existing infrastructure and interoperability with any OLT —** Leverage an array of distribution point form factors to optimally convert homes-passed to homes-connected. Reverse-power options available for faster time-to-market.

- **DZS FWA systems enable the cost-effective deployment of broadband everywhere with easy 4G/5G connectivity —** Ready for deployment from urban to rural environments with both self-install and technical install options. Supports all cellular frequencies including CBRS deployments. Deployable to even the most remote areas, this solution redefines the economics of gigabit broadband deployment in hard-to-reach areas.
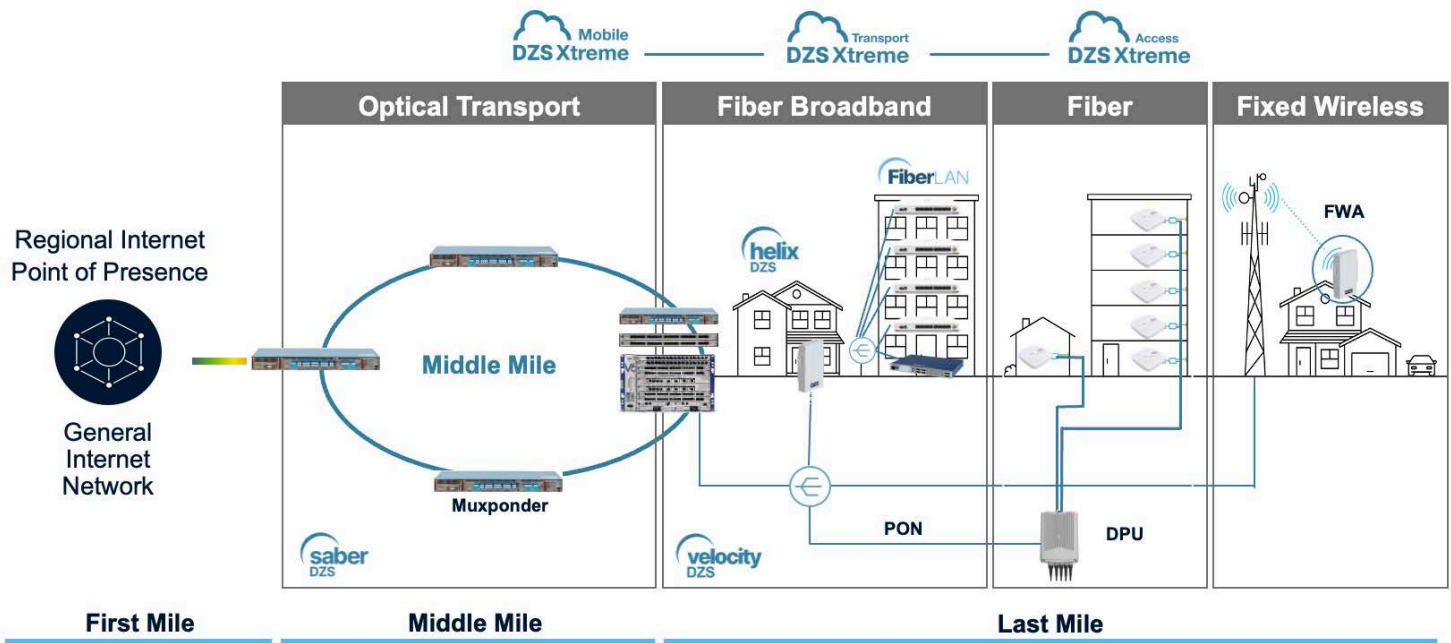
- **DZS Professional Services & Customer Care help you transform faster with more confidence —** Transformation acceleration services that give you a competitive edge via an array of services, from education/training, SLAs, remote/on-site professional services and managed services to custom services and 7x24x365 technical support.

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 Network Edge, Connectivity and Cloud Software portfolios through both organic R&D and the acquisition/integration of leading-edge technology companies. This has positioned DZS as the premier technology and business partner to CSPs and enterprises seeking unparalleled agility through standards-based, software-defined, future-ready networks, and intelligent, AI-enabled network analytics.

Delivering End-to-End Broadband Solutions

The Network EDGE (Access)
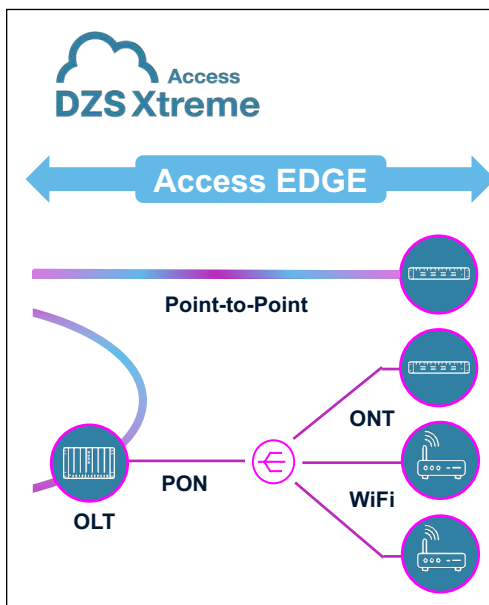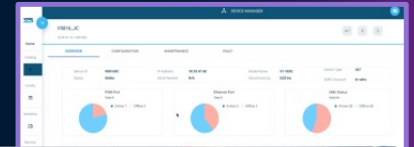
Access that Scales

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

Software Defined Access

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

velocity
DZS

POWERED BY
sdNOS

DZS Xtreme Access

Access EDGE

Point-to-Point

ONT

PON

WiFi

OLT

The DZS next generation Network Access Edge Velocity systems and Helix ONT 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 activate new services. DZS Helix ONTs complement Velocity with a range of residential and business ONTs and business/home management devices.
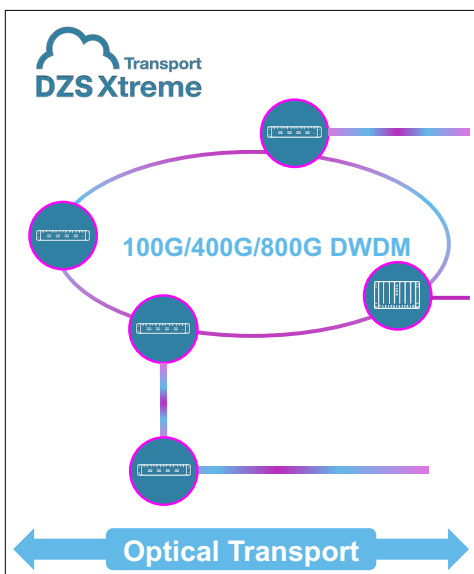
Enabling Broadband Everywhere

The Network EDGE (Optical)

100G/400G Optical Transport Built for Access

- Compact | Modular | Low Power
- Open
- "Simple" Operation
- Network EDGE Single Pane of Glass

saber DZS

DZS Xtreme Transport

100G/400G/800G DWDM

Optical Transport

At the Network Optical Edge, the company's Saber 4400 edge 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.

This platform transforms the economics of deploying flexible 100G/400G/800G transport circuits necessary for edge transport and advanced mobile xHaul. The M4000 converged transport switch is an open, flexible system that supports advanced low-latency networking and synchronization capabilities in a hardened form factor that supports 5G network deployments by delivering high density aggregation, low-latency xHaul connectivity and Grand Master synchronization functionality to cell sites in a single package. Additionally, its interface density, switching and routing capacity, small form factor, and environmentally hardened design make it the perfect solution for aggregating traffic in multi-gigabit fiber access networks.
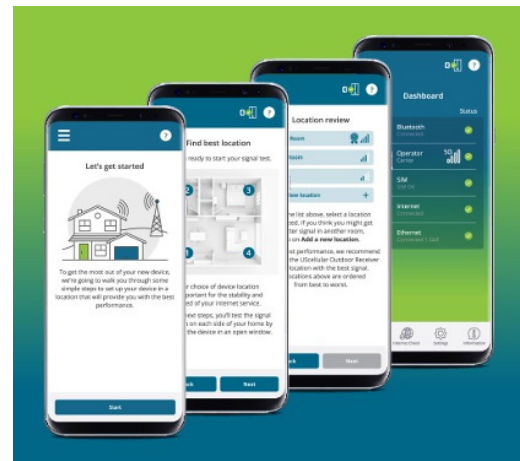
Enabling Broadband Everywhere

Cloud Software & Wi-Fi Gateways

Wi-Fi 6/7 Performance

- Cloud Enabled and AI Optimized

- Device and Application Aware

- Self-Install Options

- Open and Standards-based

Integrated Experience Management

- Beyond Wi-Fi Management

- AI-Driven Automation, Diagnostics and Recommendations

- Flexible Deployment Models

DZS Wi-Fi gateways and access points are integrated with multiple third-party Wi-Fi experience management software solutions, including CloudCheck/Expresse software. 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 costs.

helix DZS

Cloud Software
(SDN Management & Control)

Network Automation and Control

- Software Defined Network Abstraction

- Service Lifecycle Management

- EMS/NMS

- SDN Device Control

- Open — Standard — Multi-Vendor

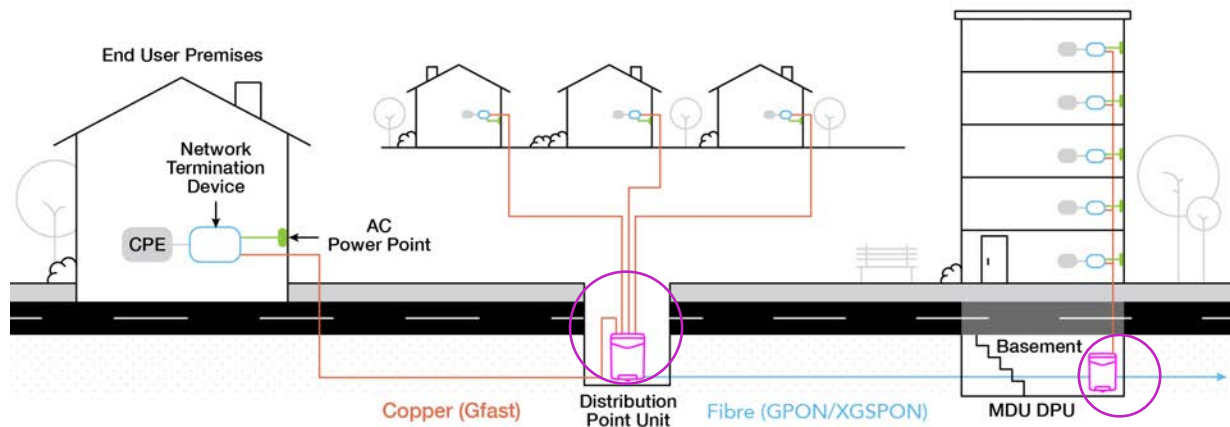**DZS Xtreme** Transport

DZS Xtreme Access

Taming the complexity of digital transformation requires CSPs to be able to create, qualify, and deploy carrier-grade services rapidly. This means that every step in the life cycle of a service, from onboarding new equipment and new software, through testing and deployment, to operations, administration, and management, needs to be efficient with a high degree of automation. DZS Xtreme simplifies this process through an intent-engine that helps CSPs design the next transformational service quickly with minimal code, while our model-driven architecture ensures any integration with your ecosystem suppliers are done only once and reusable for any service thereafter. A powerful tool, CSPs leveraging Xtreme accelerate new service delivery times from months to days and dramatically reduce new features and services onboarding. Aligned with our Velocity OLT solutions in supporting a multi-vendor network environment, Xtreme has been selected in multiple Tier 1 5G networks.

The Fiber Extension EDGE

Maximize return on your fiber investment

- **Deliver** gigabit over existing infrastructure

- **Prevent/Recover** disqualified premises

- **Convert** homes-passed to homes-connected

- **Leverage** standards-based Gfast for rapid deployment

Any PON, anywhere

- Multi-vendor OLT interoperability

- XGS-PON or GPON

- IP68 outdoor rated

- Reverse-powered freedom to install anywhere

- Leverage your existing PON EMS

4G/5G Fixed Wireless Access

4G/5G Cellular Fixed Wireless Access CPE

- **Solutions** from urban to rural

- **Self-install** and technical install options

- **Supports** all cellular frequencies inc. mmWave

aurus
DZS

DZS FWA solutions leverage 4G/5G wireless to reach economically unfeasible areas using open standard 3GPP cellular technologies (4G/5G). Interoperable with any cellular carrier's network infrastructure, DZS FWA solutions build upon the 16+ years of experience from the oldest 3GPP Fixed Wireless Access vendor in the world.

The Aurus product family includes a range of solutions from Dense Urban to Remote Rural connectivity. It spans indoor devices to outdoor devices, both self installable, and higher grade technician installable devices.

The product family comes with unique innovative tools sets (both physical and SW) to aid quick and efficient deployment, and has proven quality and longevity being the only vendor in the world to have deployed to have 3GPP devices in some of the most extreme environments in the world in operation for over 10 years continuously on rooftops without being physically touched during that time.

The Aurus family is used by carriers to provide wireless broadband services to consumers and enterprises alike.

Support and Professional Services

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 (7x24)
- 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.

- **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

Facilitating a Partnership

At DZS, we believe the future competitiveness of CSPs will be shaped at the network edge. We've invested hundreds of millions of dollars to provide the disruptive solutions needed to tackle the evolving industry.

Above, you've seen a summary of who we are, our vision for the network edge, and how we've helped CSPs achieve new levels of success. Much of our success stems from our close alignment with customers, and we invite you to explore why fiber-forward, agile service providers choose DZS to drive their market success.

We are confident that as you get to know us, you'll see the power of our innovative team. From our tech support staff to our CEO, customer success is our top priority. Unlike many vendors, DZS leadership is accessible to our customers, and we are always here to connect you with the right person—whether that's a salesperson, product leader, or even our President & CEO, Charlie Vogt.

As we celebrate our 25th anniversary, we continue to build an innovative portfolio of networking, connectivity, and cloud software solutions to help you seize new opportunities and thrive in 2025 and beyond.

25 Years
Broadband Everywhere

Let's Enable Broadband Everywhere

Let's Connect

Meet our Leadership Team

Charlie Vogt, President & CEO | cv@dzsi.com

Mr. Vogt has spent his professional career executing visionary strategies resulting in unprecedented growth in the broadband networking and software defined networking market segments. Prior to DZS, Mr. Vogt was the Chairman and CEO of ATX Networks, Imagine Communications, GENBAND (Ribbon Communications) and Taqua Systems (Tekelec/ Microsoft). Earlier in Vogt's career, he was instrumental in the operational and financial growth of Accelerated Networks (Calix), ADTRAN and Ascend Communications (Nokia).

Philip Bednarz, Chief Product Officer | philip.bednarz@dzsi.com

Mr. Bednarz serves as Chief Product Officer at DZS, responsible for product strategy, product management, technology, quality and engineering across our Network, Connectivity and Cloud Automation and Orchestration solutions teams. Previously he served as SVP of Cloud Edge at DZS and as EVP of Product Development at ASSIA from February 2007 to May 2022. Mr. Bednarz's prior roles include VP of Engineering at 2Wire and 8×8.

Scott St. John, Chief Customer Officer | scott.stjohn@dzsi.com

Mr. St. John serves as Chief Customer Officer at DZS, responsible for leading global sales for the company. Prior to DZS, he served as Chief Sales Officer for ADVA until its merger with Adtran. Mr. St. John has also held senior sales leadership positions with several high-growth technology companies including MRV, Overture Networks, Larscom and others. He started his career at AT&T/Lucent.

Jon Cox, VP of Global Customer Experience | jon.cox@dzsi.com

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.

Raghu Marthi, Chief Operating Officer Officer | raghu.marthi@dzsi.com

Mr. Marthi serves as Chief Operating Officer at DZS. Mr. Marthi brings 25 years of experience in information technology to the company through leadership of complex company-wide application development, data management, technology infrastructure, data center operations and telecommunication networks worldwide. Prior to DZS, Mr. Marthi was Chief Information Officer at MediaKind, responsible for information technology and digital strategy spanning applications, data, cybersecurity and infrastructure. He has also held a variety of management and technical leadership positions at Hewlett Packard, PricewatershouseCoopers, HCL and Dresser Industries.