

## **ECI and Cherry & White Bring Future-Proof Networking Technology to Critical Industries**

*Partnership will identify new opportunities and support existing utilities, defense and transportation customers*

**PETACH TIKVA, Israel – May 8, 2019 – [ECI](#)**, a global provider of ELASTIC Network® solutions for service providers, critical infrastructures and data center operators, announced it has partnered with Cherry & White, a supplier of telecommunications products, services and solutions to Utility, Transport, Defense and Government sectors around the world. The partnership will leverage synergies between the companies, each of which has extensive expertise in these sectors, to help drive network transformation efforts for critical industries looking to modernize their network infrastructure.

Factors such as aging networks, increased regulation, DER (distributed energy resources) and security concerns are driving critical infrastructures to modernize their ICT networking technology. Modernization will enable these providers to offer new services, reduce emissions and improve security. However, making this transition is not always easy, because of the many unique requirements of such organizations, such as the need to support many legacy systems and protocols already in place.

With this partnership, Cherry & White can leverage the complete set of products and systems from across the ECI portfolio. This ensures customers in critical industries can successfully evolve to a modern network that can be upgraded, expanded and enhanced as demands change and new services are added. Cherry & White chose ECI for the company's versatile, yet complementary technology offerings in optical, packet, cloud and cybersecurity, enhanced by its comprehensive network management platform. "Cherry & White's partnership with ECI enhances our solution proposition to deliver innovative technology with superlative service support," said Ian Spindler, Sales Director, Cherry & White Ltd. "Working closely with ECI, we're now better equipped to offer a comprehensive and flexible solution that our customers in mission-critical industries like defense, utility and transport can rely upon."

"The market for ICT modernization has seen considerable growth in the past few years as more companies look for adaptive, flexible solutions to meet their needs, which is why we're very excited about working alongside industry veterans like Cherry & White," said Christian Erbe, VP Sales EMEA at ECI. "Critical infrastructure is an important market for ECI, and with more than 50 years of experience servicing hundreds of customers around the world, this partnership is an opportunity for both our companies to help others make the transition. This is yet another indication of our considerable positive momentum, particularly in the United Kingdom, and we're looking forward to a bright future ahead."



ECI and Cherry & White have already worked together to identify and present commercial proposals to several utility, carrier, government and petrochemical businesses in just a few months of working together. To learn more about ECI's work with critical industries, visit:

<https://www.ecitele.com/elastigrid/>.

#### **ABOUT CHERRY & WHITE**

Cherry & White is an IT and telecommunications solutions provider, located in Cheltenham, England, with over thirty years' experience supporting mission critical, high performance networks for major utility network operators, government organizations and incumbent telecom network operators. Cherry & White security vetted technical resources manage and monitor critical telecom infrastructure throughout the United Kingdom, keeping services working and the country safe. For more information, visit <https://www.cherry-white.co.uk/>

#### **ABOUT ECI**

ECI is a global provider of ELASTIC network solutions to CSPs, critical industries, and data center operators. With the advent of 5G, IoT, and smart everything, traffic demands are increasing dramatically, and network operators must make smart choices as they evolve their infrastructure. ECI's Elastic Services Platform leverages our programmable packet and optical networking solutions, along with our service-driven software suite and virtualization capabilities, to provide a robust yet flexible solution for any application. ECI solutions are tailored for the needs of today, yet flexible enough to meet the challenges of tomorrow. For more information, visit us at [www.ecitele.com](http://www.ecitele.com).

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