

Competitive analysis:

ECI launches 1Net to Support Smooth and Agile Transition to Next-Generation Networks

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Basic for topic

ECI today announced ECI 1Net, a comprehensive framework focusing on the transition to next-generation networks, through the combination of multi-functional network equipment, fully integrated solutions and a suite of professional services to provide customers support as they evolve their networks.

Summary Opinion

As a key component of ECI 1Net, the company is announcing today the **Carrier Ethernet 9000 Family**, to complement ECI's existing next-generation packet-optical and access product lines. The 9000 Family product line includes Carrier Ethernet switch routers, aggregation switches and demarcation units for the metro core, metro access and customer premises. The 9000 Family is highly integrated with ECI's WDM/ROADM and Multi-Service Provisioning Platforms (MSPP) based on the XDM(R) and BroadGate(R) metro networking platforms.

This integration of the optical layer with the IP/Ethernet layer well positions ECI in the race to deliver a complete end to end solution via one converged network.

We think ECI is acting correctly in trying to wide its addressable market through the launch of a new product line that addresses the emerging and lucrative Carrier Ethernet segment.

Whether ECI will be successful, will depend on several factors on the top of the technical features of the product, which is strongly competitive in terms of density in comparison to platforms like the Alcatel-Lucent 7450ESS, the Cisco 7600 and the Juniper MX 960.

The economical worldwide situation, pricing policy, ECI's ability to mount a marketing campaign to build great presence, and ECI's capability to leverage the installed base it has to offer a global end to end solution, will also be key.

(Subscribers can access the full 10-page Competitive Analysis report on this topic, completed with detailed technical analysis, ratings and recommendations. Or contact us for pricing options)