

IskrateL enhances FTTH offering in France with new Telenco Distribution partnership

Moirans, France and Kranj, Slovenia, 11 March 2019 – IskrateL, the leading European provider of broadband access solutions, today announced its partnership with French telecommunications engineering company [Telenco Distribution](#) as it continues to expand its activity in the French market.

As part of the new partnership, Telenco Distribution will provide IskrateL's full range of innovative GPON solutions for future-proof upgrades of Fibre-To-The-Home (FTTH) networks across France. This will enable Telenco Distribution to meet the demands of some of France's leading telecom players, as well the rising demand for ultra-fast broadband across the country.

“Our company is extremely proud to have concluded this distribution agreement with a leading European partner such as IskrateL,” said Manuel Panart, Telenco CEO. “This new offer allows Telenco distribution to provide its major customers with new products and dedicated technical support and is fully in line with our diversification strategy.”

The collaboration comes as the French Government sets out its ambitious plan – [‘Plan France Très Haut Débit 2013-2022 \(PFTHD\)](#) – which aims for all households to have access to broadband speeds of 30Mbps or more by 2022, of which 80% should be supplied by fibre to their property.

“Telenco Distribution is the French-leading distributor of telecom equipment for technicians and fibre optic/copper networks,” said Laurent Conrad, Commercial Director at Telenco. “In the context of the French high-speed broadband plan, Telenco Distribution has built a global offering of passive materials and equipment for technicians and network maintenance dedicated to operators and network installers named ‘Axe Fibre’. The partnership between Telenco Distribution and IskrateL gives a new dimension in Telenco's ‘Axe Fibre’ offering.

“IskrateL's range of GPON Optical Line Terminals (OLTs) and Home Gateways meet the needs of alternative operators covering RIP projects. IskrateL is also one of the few vendors able to provide complete a GPON solution to European operators directly from Europe, with complete support available from its European headquarters and Research and Design facilities, making it an ideal partner for us. As a result of the partnership, we can now provide the French market with active equipment and all associated services for its implementation.”

Under the partnership, Telenco Distribution, part of The Telenco Group, will export IskrateL's GPON portfolio across France. This includes IskrateL's new customised centralised management system which allows operators to optimise their network operations, reducing operational expense and allowing problems to be fixed before customers complain. IskrateL's FTTH Home Gateways have supported the GPON standard for the last ten years and enables operators to seamlessly migrate to next-generation PON networks, without having to replace their existing hardware.



In addition, Telenco Distribution's customers will also be able to seamlessly upgrade their networks via a simple software upgrade to virtualised, cloud-based infrastructures using Iskratel's new OLT, which can transform its SI3000 Lumia G16 compact GPON OLT into a fully virtualised, CORD-compliant OLT.

"To enhance and extend our market growth in France, it was vital that we chose a strong partner such as Telenco Distribution, which has a proven track record and valuable expertise in meeting the specific requirements of operators in the market," said Thomas Mila, Sales Manager at Iskratel. "This partnership is an important stride in bringing Iskratel's future-proof broadband solutions to the homes of end-users across France and ultimately, enabling operators to meet the rising demands for ultra-fast broadband speeds, cost-effectively and in real-time."

Iskratel's [partnership program](#) is available to local telecommunication solution providers across the globe to help them become leading providers in innovative broadband-based solutions in their regions.

For more information about Iskratel, please visit www.iskratel.com.

ENDS

About Iskratel

With more than 70 years of experience, Iskratel is the leading European provider of communications solutions for the digital transformation of the telecommunications, transport, public safety, and energy industries. With its own R&D and manufacturing centres, over 900 employees, and a global footprint in more than 50 countries, Iskratel combines experience and expertise with creativity and innovation. Our focus is on creating cutting-edge, integrated solutions for telecommunications operators, service providers and the digitalisation of industry verticals. Iskratel's extensive know-how facilitates easy migration to next-generation networks and the introduction of SDN- and NFV-based solutions – making telco cloud a reality. For more information, please visit www.iskratel.com and follow Iskratel company profiles on [LinkedIn](#) and [Twitter](#).

About The Telenco Group

The Telenco group provides a full-range of products and services to meet the needs of various telecom players in France and abroad. The group's offering is evolving among its three companies: Telenco networks, Telenco distribution and Telenco services. Internationally recognized as a leading brand on the telecom market, Telenco networks is a 18 years experienced authority in designing and manufacturing materials & solutions for copper and fiber telecommunications networks. Telenco distribution provides material and tooling for French telecom networks. The company also offers global solutions for network deployment and maintenance. New player on the telecommunications network market, Telenco services is a consulting and service company, expert in Test & Measurement.

PR Contact Iskratel

Nika Mohar
Director Digital Marketing & International PR
Iskratel, d. o. o., Kranj
+386 4 207 23 12
pr@iskratel.si