
ERICSSON AND CISCO TO MODERNIZE IP NETWORK FOR TELEFONICA GUATEMALA

- Ericsson and Cisco to deliver new IP network backbone to Telefonica Guatemala
- Solution includes Ericsson's integration services and Cisco's IP routers to support increased traffic growth
- Addresses growing consumer demand for high-speed broadband and application coverage from Telefonica's 7 million subscribers

Ericsson (NASDAQ: ERIC) and Cisco will provide Telefonica Guatemala with a new Internet Protocol (IP) network backbone, based on Cisco's aggregation services routers and Ericsson's integration services. Telefonica's LTE subscribers will benefit from the network modernization with increased mobile broadband speeds and better application coverage throughout the country.

Daniel Delisante, Regional CTO, Telefonica Central America, says: "We selected Ericsson based on our longstanding relationship, and trust that the new Ericsson and Cisco partnership will bring value to Telefonica in Central America. As the demand for high-speed broadband and application coverage is continually increasing, we are happy to offer our subscribers a modern, IP-based network throughout Guatemala."

The solution, which includes Ericsson's implementation and integration services, as well as Cisco® routers (ASR 9010 and ASR 1001), will expand Telefonica Guatemala's current network backbone. It will support new capacity and features, including Ethernet services, VPNs, and IPv6. The network modernization also paves the way for future network requirements based on Network Functions Virtualization (NFV) and cloud implementations, providing future-proof technology to end users.

Clayton Cruz, Vice President, Ericsson Latin America and Caribbean, said, "The combination of Ericsson's and Cisco's leading integration services and IP routers will enable Telefonica's network modernization. It allows Telefonica to address the high demand of new subscribers while enhancing the mobile experience for existing 3G and LTE customers."

Guatemala was the first country in Central America to launch 3G services in 2008, and has continued with robust growth since then, with the country currently having approximately 3.2 million 3G subscribers. Telefonica entered the 3G market in 2005, and the operator today has approximately 7 million subscribers in Guatemala.



[Image caption: Cisco ASR9010 router]

More about the Ericsson Cisco partnership:

Ericsson and Cisco—two industry leaders in the development and delivery of networking, mobility, and cloud—formed a global business and technology partnership in November 2015 to create the networks of the future. The partnership offers customers the best of both companies: routing, data center, networking, cloud, mobility, management and control, and global services capabilities. The next-generation strategic partnership will drive growth, accelerate innovation, and speed digital transformation demanded by customers across industries. To date, over 250 active customer engagements have now started to turn into won deals. More than 60 deals, spread around the world, are in IP (routing and transport) and services. The companies announced deals with 3 Italy, Vodafone Portugal, Aster Dominican Republic and Cable & Wireless in the Caribbean in 2016. The Ericsson/Cisco partnership has been cleared by Brazilian regulatory authorities and will be implemented there under local agreements.

NOTES TO EDITORS

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Ericsson is the driving force behind the Networked Society - a world leader in communications technology and services. Our long-term relationships with every major telecom operator in the world allow people, businesses and societies to fulfill their potential and create a more sustainable future.

Our services, software and infrastructure - especially in mobility, broadband and the cloud - are enabling the telecom industry and other sectors to do better business, increase efficiency, improve the user experience and capture new opportunities.

With approximately 115,000 professionals and customers in 180 countries, we combine global scale with technology and services leadership. We support networks that connect more than 2.5 billion subscribers. Forty percent of the world's mobile traffic is carried over Ericsson networks. And our investments in research and development ensure that our solutions – and our customers – stay in front.

Founded in 1876, Ericsson has its headquarters in Stockholm, Sweden. Net sales in 2015 were SEK 246.9 billion (USD 29.4 billion). Ericsson is listed on NASDAQ OMX stock exchange in Stockholm and the NASDAQ in New York.

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