

Press Release

Smartoptics becomes Dell EMC Select Partner

Oslo, Norway – 21 March 2019 – Smartoptics, a leading provider of open optical networking solutions, has been qualified as a Dell EMC Select Partner in the Dell EMC Partner Program. With this partnership in place, Dell EMC customers can now order fully approved DWDM solutions for data center interconnect from Dell EMC. Becoming a Select Partner with Dell EMC is an important element of Smartoptics' partnering strategy.

After extensive testing, Smartoptics storage extension products have been qualified for sales via the Select Program of Dell EMC. The Dell EMC Partner Program for Select Partners is a resource that makes it easier for Dell EMC customers to acquire pretested, third-party solutions that can be purchased to complement any supported Dell EMC hardware.

Dell EMC and Smartoptics can now offer an optimal solution for extending SAN networks between data centers, using embedded DWDM transceivers that interconnect DELL EMC Connectrix switches over optical fiber in a cost-efficient way. The solution, which includes [Smartoptics Open Line Systems](#) to extend reach and provide management and monitoring capabilities, enables a mix of 16/8 Gb FC channels to be connected over distances up to 150 km.

Per Burman, Sales Director of Smartoptics AS, commented: "Becoming a Dell EMC Select Partner is a significant step for us and builds on the long relationship we have with EMC. This partnership is an important element in our strategy to expand our sales channels in close cooperation with leading IT System Houses."

Mike Mitchell, Partner Manager at Dell EMC said: "With Smartoptics aboard our partner program, our customers can now easily acquire fully approved, state of the art DWDM equipment for data center interconnect and other infrastructure management needs. This is important to us since it helps us solve more customer needs, which expands our business opportunities."

For more information please contact:

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About Smartoptics

Smartoptics provides innovative optical networking solutions and devices for the new era of open networking. We focus on solving network challenges and increasing the competitiveness of our customers. Our customer base includes thousands of enterprises, governments, cloud providers, Internet exchanges as well as cable and telecom operators.

We leverage modern software design principles and expand network horizons by having an open networking approach in everything we do. This allows our customers to break unwanted vendor lock-in, remain flexible and minimize costs.

Our solutions are based on open networking standards and are used in metro and regional network applications that increasingly rely on data center services and specifications. The products we deliver are based on in-house developed hardware and software and enhanced through associated services.

Smartoptics is a Scandinavian company founded in 2006. We partner with leading technology and network solution providers and uphold numerous certifications and approvals from major switching

and storage solution providers such as Brocade, Cisco, HPE and Dell EMC. We have a global reach through our own sales force and more than 100 business partners including distributors, OEMs and VARs.

We take pride in being responsive, trustworthy and innovative.

For additional information about Smartoptics, please visit www.smartoptics.com