



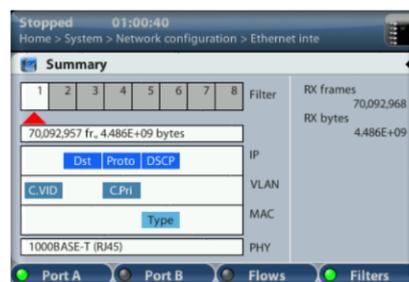
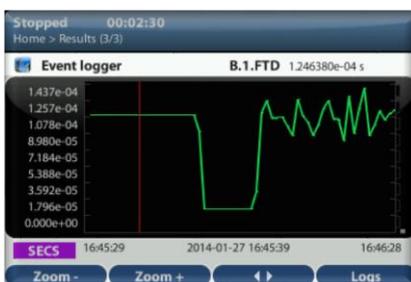
S U C C E S S S T O R Y

To: World Wide Distribution
From: Marketing & Communications
Subject: **ALBEDO wins the European most important GbE tender**

Date: April 2014
Answer to:
info.telecom@albedo.biz

The company WIND (www.wind.it), the Italian leader in mobile communications, has selected ALBEDO's Ether.Giga as the preferred Ethernet tester. Consequently WIND has ordered 205 (two hundred and five) units of this model through ATS, the ALBEDO' partner in the country. All of them equipped with double optical and electrical interfaces and number of features that clearly outperformed the alternatives being considered.

R. Boncompte, Sales Director, explains: "It is interesting how we won *the most important European tender in the last years because it was a combination of quality, performance and price. When the customer began to study Ether.Giga said 'it looks modern and very fast'. However, it was after experimenting with the unit in the lab when he said 'engineers are quite impressed about the features... it has everything we need for Ethernet roll out'. The key moment was during price negotiation, because there were a lot of pressure from the American competitors then we offered the price that made everyone happy. Four weeks after we received the PO*".



ALBEDO Ether.Giga is an Ethernet & IP tester equipped with all the features of any GbE tester such as BER and RFC2544, plus the new ones like Y.1564, Y.1731, and FCS error insertion in pass mode. Therefore it is capable to verify the QoS and SLA of new Multiplay services offering field technicians tools to quickly validate and troubleshoot Ethernet services, including Mobile and Fixed line applications such as VoIP, IPTV, VoD, high-performance Computing, Virtualization Services and Data Centers requiring significant levels of bandwidth.

About us. ALBEDO telecom is the result of over 35 years of experience in the telecom market, leading research and expertise in telecom appliances such as taps, testers, emulators and clocks for TDM, Ethernet, SyncE and PTP networks. Re-founded in 2008, is once again recognized for its top quality at the best price.

We can do it for you!

ALBEDO Telecom – Discover why we do manufacture Ether.Giga in our European premises

