European Telcos Demand Easy Cloud and Managed Services Provisioning: Axiros Delivers

Eight customer wins already this quarter in one EU region highlight demand for Axiros' AXESS.ACS product and service, with quick up-time and zero-touch auto configuration

AUGUST 20, 2014 – MUNICH, GERMANY – Axiros, the technology leader in open device management solutions for telecommunications, IoT and M2M markets, today announced eight new deals this quarter with service provider customers specifically in the D-A-CH (Germany, Austria, Switzerland) area of Europe for its device management cloud and managed services offering. This announcement comes after the company reported an extremely successful half-year in June with many new customers.

Axiros' standardized [AXCESS.ACS](#) offering is perfect for small- and mid-sized service providers, ISPs and telcos that are looking for a provisioning solution but do not have the resources necessary to support a full on-site implementation for device management. Axiros understood that there was a very real market need for these providers to compete, especially with home automation and Internet of Things offerings, and introduced an easy cloud-based standardized managed service solution perfectly tailored to their needs that takes a fraction of the time and investment to implement.

"Axiros has made a name for itself as a world-class provider of TR-069 provisioning software for Tier 1 telcos," said Kurt Peterson, CEO of Axiros. "Now, having added these amazing new customers to our family, we further position ourselves as the global supplier of managed cloud services for small-to-medium service providers for TR-069 device management and beyond. We enable our customers to move into higher-revenue, valued added vertical service offerings that were previously unattainable and are in high demand right now, including the automated home and IoT."

"As a smaller service provider, we didn't need every feature that some of the larger players in our market may require, nor did we have the resources to support such a

project," said Matthias Bressler, Network Manager of Buchholz Digital GmbH, an Axiros customer. "The turnkey solution of Axiros has saved us a lot of time and integration effort."

Here are just a few of the new customers Axiros has already closed in the D-A-CH region for its AXCESS.ACS hosted product in Q2, 2014:

- Axept Webcall / Schweizer Bundesbehörden
- Bitel GmbH
- Buchholz Digital GmbH
- C & S Breitband GmbH
- Green.CH
- HFO Telekom AG
- KomSiNet
- THW

As usual, Axiros will make a larger announcement about worldwide customer wins and performance at the end of the next six-month cycle. To learn more about how Axiros helped these service providers and what advantages it can have in other markets, plus to see AXCESS.ACS and Axiros' portfolio of device management products and services, please visit the Axiros website.

About Axiros GmbH
Axiros provides device and service management solutions across fixed and mobile networks for consumer, enterprise and M2M markets. Axiros solutions are scalable, flexible, modular and most importantly – open, giving providers the ability to manage and support any protocol, any device, any service – any time. Distinguished by domain expertise and innovation, coupled with world-class software design, Axiros uniquely delivers the robust management capabilities and solutions service providers need today and in the future, as demand and complexity associated with new services grows.

Founded in 2002, Axiros is global in scope with sales and service offices located in Aarau, Boston, Lisbon, Milan, São Paolo, Singapore and development centers in Germany and Russia. www.axiros.com

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