Zyxel and community approach
ONF Meeting Berlin
May 19-20 ‑2022

ZYXEL Communications
Petr Doutnac
BDM COE EMEA

Agenda

- ZYXEL introduction
- SDA3016xx flyby
- Community approach

ONF Meetup in Persona attendees from Zyxel Communications

Jack T. Y. Lin
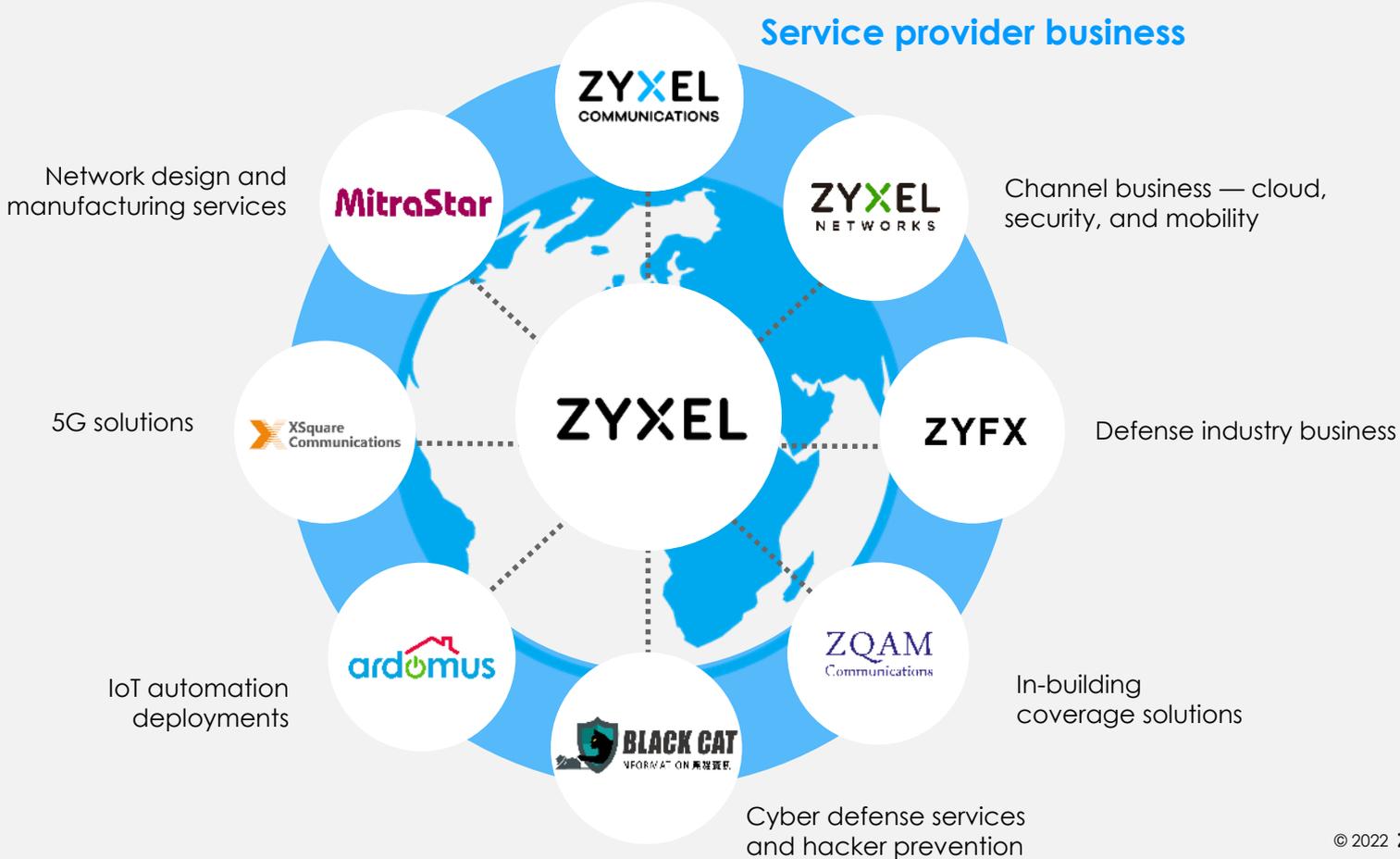Vice President
Strategic Account Sales

Petr Doutnac
Business Development Manager COE EMEA

Zyxel introduction

Zyxel Communications is part of the Zyxel Group

Service provider business

Network design and manufacturing services

Channel business — cloud, security, and mobility

5G solutions

Defense industry business

IoT automation deployments

In-building coverage solutions

Cyber defense services and hacker prevention

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Zyxel at a glance

$850M
USD$850 million **revenue** in 2020

20M
20 **million devices shipped per year**, creating global connections

150
150 **global markets** served

30+
Established in 1989, over **30 years** of internet access solution expertise
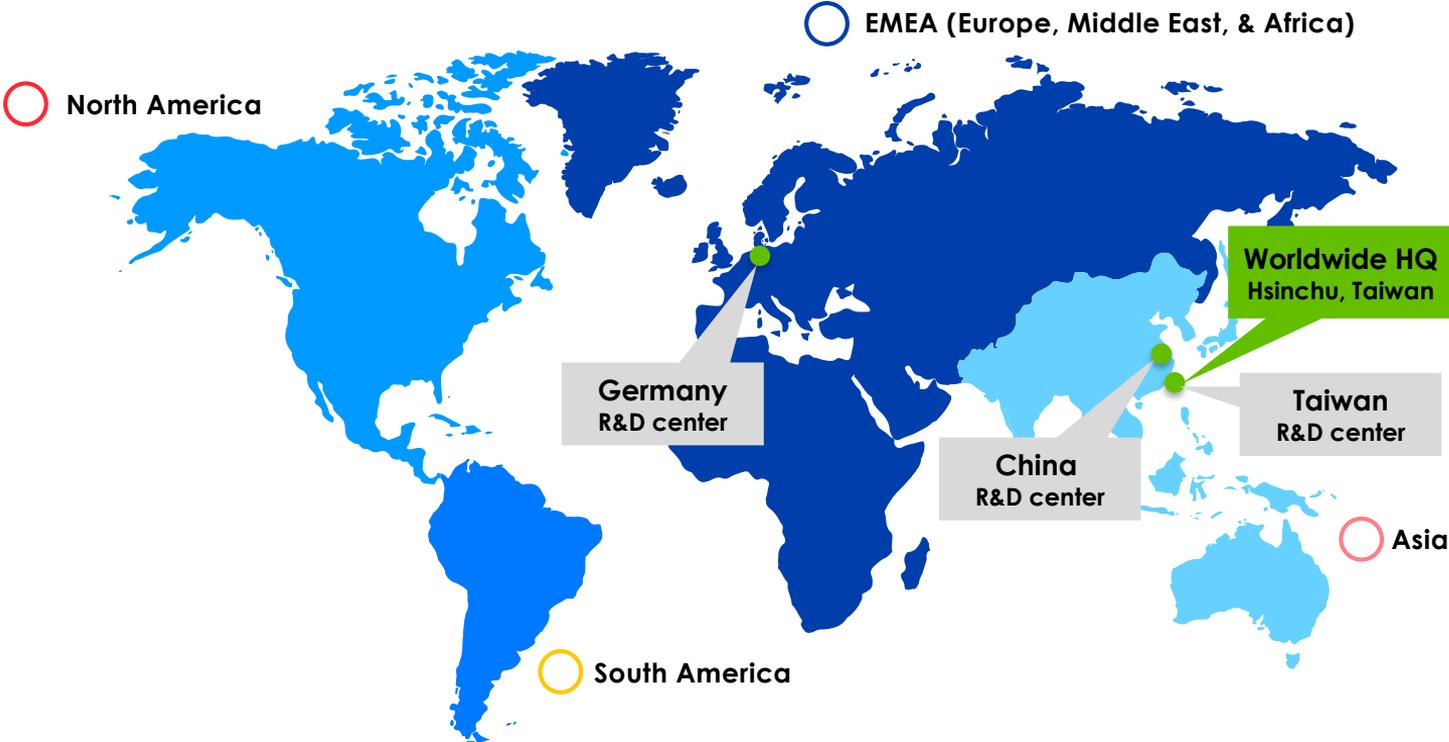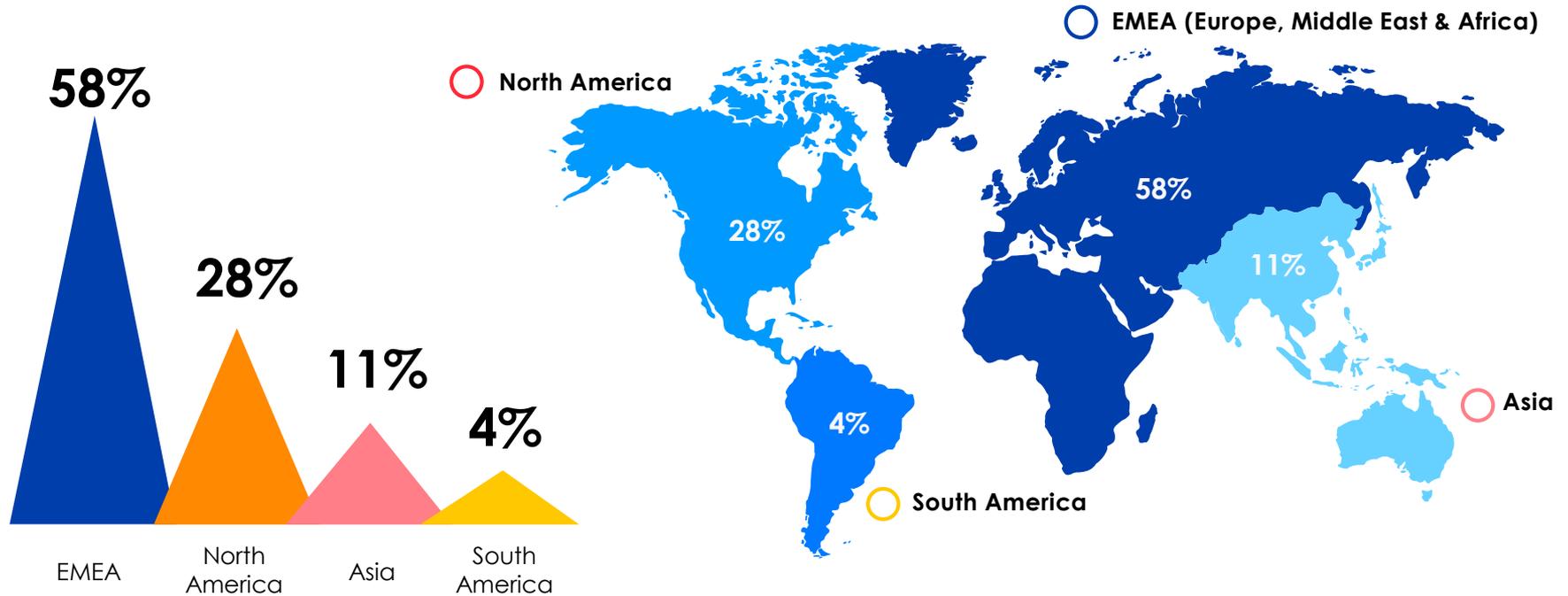
3600+
3600+ **passionate employees** worldwide

Global presence
in over 150 countries and territories

EMEA (Europe, Middle East, & Africa)

North America

Worldwide HQ
Hsinchu, Taiwan

Germany
R&D center

China
R&D center

Taiwan
R&D center

Asia

South America

Zyxel Communications revenue split by region

58% EMEA

28% North America

11% Asia

4% South America

○ North America
○ South America
○ EMEA (Europe, Middle East & Africa)
○ Asia

28%
58%
11%
4%

Zyxel's end-to-end

Central offices	Solutions	Premises network

Central offices

- GPON OLT
- Carrier switch
- MSAN/DSLAM
- VDSL switch

Legend:
- Fiber
- Ethernet
- Phone line
- 5G/4G
- WiFi

Solutions
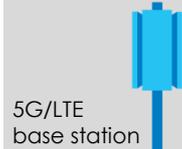
5G/LTE base station

- 5G/LTE cellular
- FTTx
- ETTx
- xDSL

Premises network

Mesh

Mobile broadband CPE
- 5G NR/4G LTE CPE

Mesh

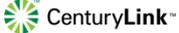**Wireless extender**
- Mesh WiFi extenders

Fixed line broadband CPE
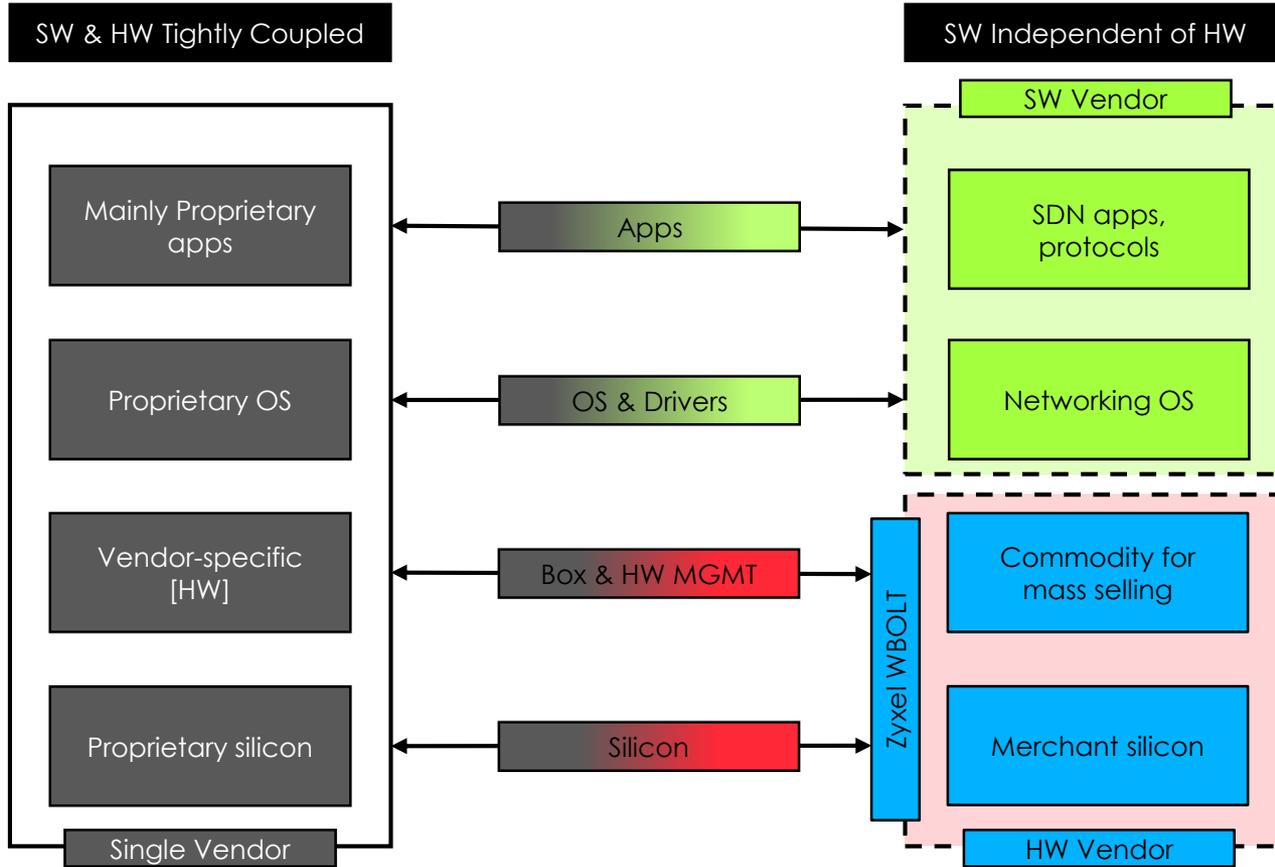- Passive/active ONT
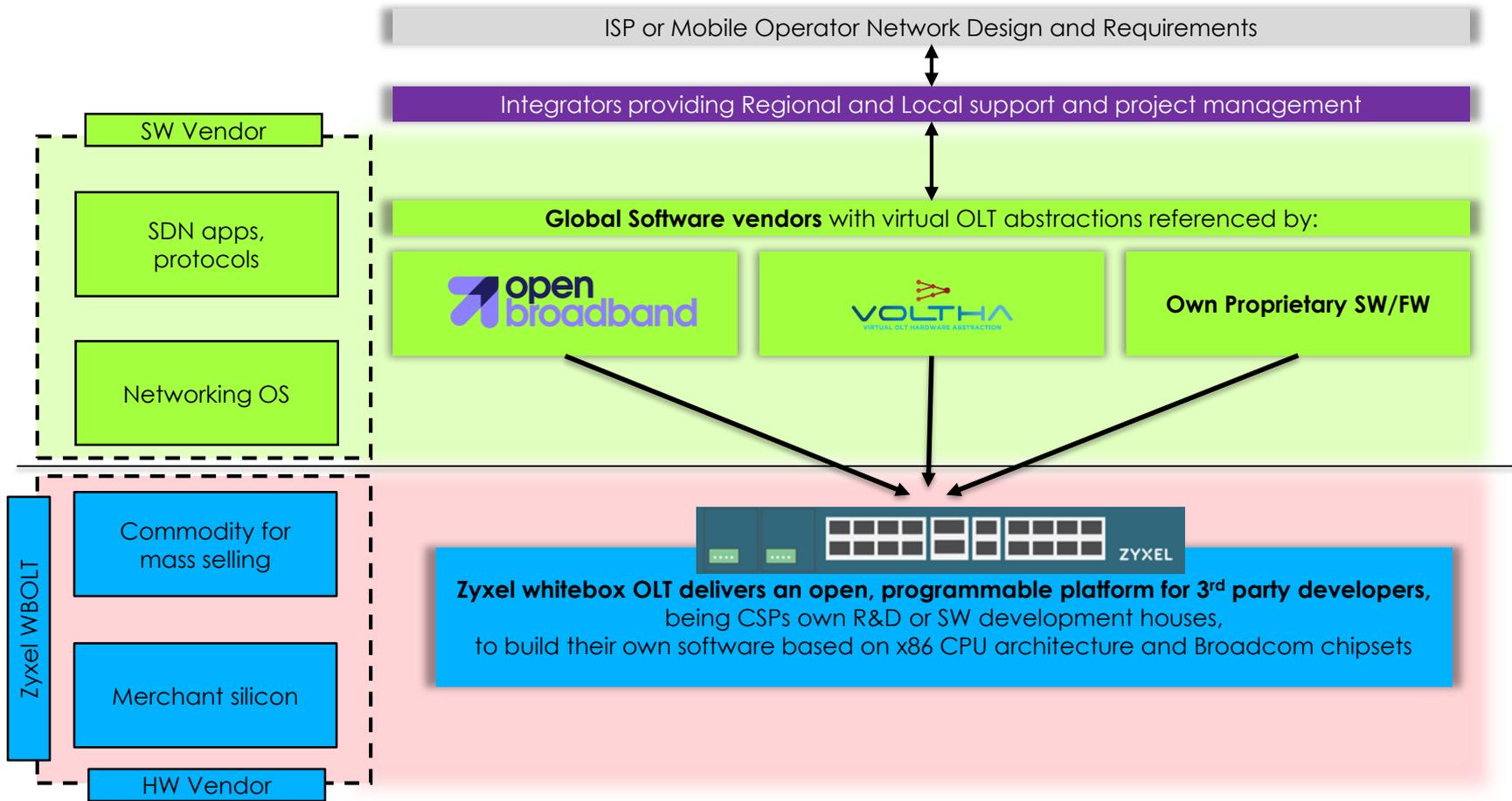- G.fast DPU/CPE
- Ethernet CPE
- VDSL2 CPE

Worldwide customers

SDA3016SS
FlyBy

Disaggregation Architecture

ISP or Mobile Operator Network Design and Requirements

Integrators providing Regional and Local support and project management

SW Vendor

SDN apps, protocols

Networking OS

Global Software vendors with virtual OLT abstractions referenced by:

open broadband

VOLTHA
VIRTUAL OLT HARDWARE ABSTRACTION

Own Proprietary SW/FW

Zyxel WBOLT

Commodity for mass selling

Merchant silicon

HW Vendor

ZYXEL

Zyxel whitebox OLT delivers an open, programmable platform for 3rd party developers,
being CSPs own R&D or SW development houses,
to build their own software based on x86 CPU architecture and Broadcom chipsets

SDA3016SS

Available Now

GPON

XGS-PON

Combo PON

Alarm Input/Output

GPS Connector for 1PPS input

ZYXEL
SDA3016SS

Redundant Power Supplies:
DC/DC, DC/AC, AC/AC

USB 2.0 for Com-Express Compute Module
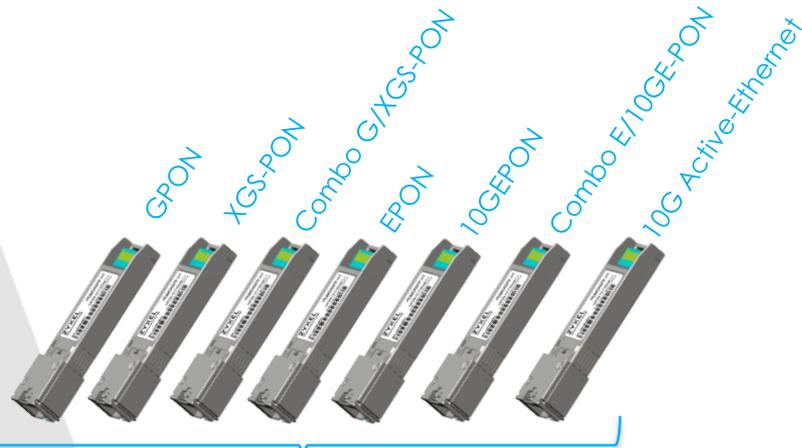
▲ **MGMT** RJ45 out-of-band
▼ **Console** USB-A craft port

▼1 ▲2 QSFP28
100G/40G or Break-out 4*10G

▼3 ▲4 SFP28 / SFP+ / SFP
25G / 10G / 1G

4+1 Fan Module
Hot-Swappable

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SDA3016SS2

Ready Q3 2022

GPON
XGS-PON
Combo G/XGS-PON
EPON
10GEPON
Combo E/10GE-PON
10G Active-Ethernet

Alarm Input/Output

GPS Connector
for 1PPS/ToD input

Redundant Power Supplies:
DC/DC, DC/AC, AC/AC

USB 2.0 for Com-Express
Compute Module

▲ **MGMT** RJ45 out-of-band
▼ **Console** USB-A craft port

▼1 ▲2 QSFP28
100G/40G or Break-out 4*10G

▼3 ▲4 SFP28 / SFP+ / SFP
25G / 10G / 1G

4+1 Fan Module
Hot-Swappable

Support PTP IEEE1588v2

Why Zyxel?

Unique combination of features enabling unprecedented ease of deployment

Dual Power
= freedom of power source choice AC or DC or combination

Non-blocking uplink
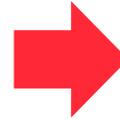= total 250Gbps uplink enables uplink redundancy options

All-in-one-PON
= just pick a transceiver and technology to deploy

Telco Grade HW
= no heated/cooled room needed within -40 to +65°C

Open White box OLT
= open for 3rd party software and applications

Ideal fit for small to mid sized towns and villages due to low installation costs and requirements.

Small to mid settlements form 71% of addressable market

Community approach

Community approach

- We believe in our position in the community
- We believe in position of the community

Keys to success of such approach

- Select the right path and **target**
- Apply full transparency within a partnership
- Respect of rights and obligations of each partner
- Make sure "there is fun for all in the group"
- Win-Win is not good enough, we need Multi-Win

- Have an open mind to form even unorthodox partnerships!

Community approach actions

- Continue to evangelize Open SDN approach

- Change of target customers mindset is essential for growth

- Keep the open nature of community is critical

- Ensure balanced distribution of power

- Embrace SWOT not SOT

- (example) Exit Button

- Scalability, a path to open more paths to more segments

THANK YOU FOR YOUR ATTENTION

ZYXEL

COMMUNICATIONS