




# EMTELLE JOIN ALLIANCE WITH DEUTSCHE GLASFASER FOR STRATEGIC SUPPLY WORTH €63 MILLION



-  Long-term agreement between Deutsche Glasfaser & Emtelle for solution supply totalling €63 million
-  Emtelle supply a complete end-to-end solution from cabinet to home connection
-  Emtelle Multifu & RTRYVA pre-installed fibre systems in use in Germany's nationwide FTTH expansion

**Emtelle**, the leading global manufacturer of blown fibre, cabling and ducted solutions has announced it has entered into a strategic partnership with **Deutsche Glasfaser**, a leading Fibre-to-the-Home (FTTH) provider in Germany – a contract totalling €63 million for the supply of a range of tube bundles and fibre cables - cementing Emtelle solutions as a key element of Germany's nationwide FTTH expansion project.

Combining two market leaders in FTTH deployment and solution manufacture, the long-term agreement secures the supply of Emtelle's complete passive Fibreflow solution; from minicables and microducts from exchange to cabinet, and the distribution of Emtelle's pre-installed fibre systems and tube bundles from cabinet to home. For the final home connection, a range of customer entry systems, termination boxes and patchcords will complement the entire package.

Achieving the specific requirements of the project, Emtelle's enhanced 4mm tube bundles with the use of its 12 and 24 way Multifu will be deployed to support Deutsche Glasfaser's rapid network expansion. Emtelle's RTRYVA solution & 7mm tube bundles will also be supplied to support the network upgrade in certain areas, while its 10/6mm solutions will cover the government funded areas of the project. Deutsche Glasfaser will deploy the Fibreflow solution as part of its ongoing plans to implement FTTH networks quickly and cost-effectively across Germany.

Targeting rural regions of Germany, Deutsche Glasfaser has already begun the deployment of an ultra-fast broadband network using Emtelle solutions in Germany's largest state. The deployment will now progress to western Germany with plans to expand northwards and to the east of the country.

*"As Germany's fastest-growing FTTH network provider, it's vital that we have the technology in place which can enable us to rollout ultra-fast connectivity to the outmost rural areas of the nation – and to do so rapidly," said Dr. Stephan Zimmermann CTO Deutsche Glasfaser. "This is exactly why we have chosen Emtelle's high-quality, reliable solutions for the project, with their innovative Multifu solution providing us with the means to swiftly deploy and expand FTTH networks across the nation, which will ultimately, connect the unconnected."*

**"EMTELLE MULTIFU WILL  
ULTIMATELY CONNECT THE  
UNCONNECTED"**

*DR. STEPHAN ZIMMERMANN,  
DEUTSCHE GLASFASER*

Having supported Deutsche Glasfaser since 2012, Emtelle has been selected by Deutsche Glasfaser as the primary & sole solution provider of the project due to its high-quality fibre and cabling end-to-end solution and competitive pricing. Emtelle was awarded the 63-million-euro contract following a competitive tender process with two other tier-1 fibre optic solution providers.

**"OUR INNOVATIVE  
SOLUTIONS ARE DESIGNED  
TO OVERCOME THE KEY  
CHALLENGES OF FIBRE  
DEPLOYMENTS"**

*TONY RODGERS, EMTELLE GROUP*

*Tony Rodgers, CEO of Emtelle Group, added: "Emtelle's extensive knowledge and proven experience of enabling operators' network builds and expansion plans means we are perfectly positioned to support Deutsche Glasfaser in delivering the nation's largest FTTH rollout. Our tailor-made, innovative solutions are designed to overcome the key challenges of building complex and large-scale fibre deployments, enabling Deutsche Glasfaser to meet the demand for high-speed connectivity in every corner of the nation."*