

# DZS selects AMT as Value-Added Reseller

11/18/2021

Strategic partnership designed to mitigate near-term supply chain challenges and stimulate market-share capture of more than \$100 billion in global government-sponsored broadband infrastructure initiatives PLANO, Texas, Nov. 18, 2021 (GLOBE NEWSWIRE) -- **DZS** (NASDAQ: DZSI), a global leader in broadband connectivity platforms and communications software solutions, today announced a strategic sourcing partnership with **Advanced Media Technologies, Inc. (AMT)**, a leading CATV and broadband electronic equipment value-added reseller. This relationship paves the way for communications service providers, MSOs and enterprise customers spanning North America, Caribbean and Latin America to proactively manage supply chain and ensure reliable and predictable sourcing across the full line of DZS leading-edge broadband connectivity solutions.

“Unprecedented demand of faster broadband has now aligned with more than \$100 billion of global government-sponsored broadband stimulus funds, such as the recently signed \$65 billion Bipartisan Infrastructure Law and \$20 billion Rural Digital Opportunity Fund in the U.S., France’s \$24 billion Tres Haut Debit Plan, Germany’s \$14 billion BMVI broadband initiatives and the United Kingdom’s \$7 billion Project Gigabit, to encourage communications service providers to accelerate their advanced fiber access and optical transport deployments plans,” said Charlie Vogt, CEO, DZS. “Our partnership with AMT will empower our mutual customers in the fiber access and enterprise/passive optical LAN market segments to have a wide variety of resources available to them as they meet this demand and leverage these funds to expand their networks, including more options when deploying **DZS Xperience**, our customer experience management and service delivery software-as-a-service solution designed for residential and business subscribers. These are exciting times for our industry, and we are thrilled to be partnering with AMT to turn this promise into reality.”

Mr. Vogt was recently **interviewed** on the topic of government-sponsored broadband initiatives and supply chain by Bloomberg’s Alisa Parenti, Bloomberg Business Week’s Carol Massar and Yahoo! Finance’s Karina Mitchell.

As part of the partnership, AMT will offer the full range of **DZS Velocity** and **DZS Helix** broadband connectivity solutions, including **DZS FiberLAN** enterprise solutions and **XAccelerate by DZS** multi-gigabit broadband systems. Additionally, with both DZS and AMT having partnerships with Plume, the two companies will coordinate in bringing the right combinations of DZS Xperience, DZS Helix smart gateways, and other Plume-ready CPE for service providers and enterprises globally to deploy at scale next-generation customer experience offerings.

“We are excited to add DZS’s next generation XGS PON broadband connectivity, IP switching and xHaul mobile transport solutions to AMT’s market-leading portfolio of broadband and video broadcast products for wired and enterprise networks,” said Ken Mosca, President and CEO, AMT. “Our relationship with DZS will not only enable joint customers to achieve accelerated rollout timeframes and reduce supply chain risk, but also give them a broader choice of standards-based, next-generation fiber access and 5G xHaul products, which meet key requirements for rural connectivity and high-speed broadband initiatives anywhere in the world.”

The partnership includes the **DZS O-series** of environmentally hardened, compact and high-bandwidth network edge equipment that is ideally suited for mobile xHaul applications, as well as the DZS V-series of GPON and next-generation XGS-PON, for cost-effective network edge, midhaul and backhaul at scale along with SDN control and NFV capabilities. AMT will stock market-leading DZS FTTx OLT, ONT and WiFi solutions. These standards-based offerings future-proof service provider and enterprise networks while supporting world-class connectivity and performance along with significant cost, service management and customer experience benefits.

For more information, visit <https://dzsi.com/> or <https://www.goamt.com>.

#### About DZS

**DZS Inc.** (NSDQ: DZSI) is a global leader in broadband connectivity platforms and communications software solutions with more than 20 million products in service with customers and alliance partners spanning more than 100 countries.

DZS, the DZS logo, and all DZS product names are trademarks of DZS Inc. Other brand and product names are trademarks of their respective holders. Specifications, products, and/or product names are all subject to change.

This press release contains forward-looking statements regarding future events and our future results that are subject to the safe harbors created under the Private Securities Litigation Reform Act of 1995. These statements reflect the beliefs and assumptions of the Company’s management as of the date hereof. Words such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “forecast,” “goal,” “intend,” “may,” “plan,” “project,” “seek,” “should,” “target,” “will,” “would,” variations of such words, and similar expressions are intended to identify forward-looking statements. Readers are cautioned that these forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions that are difficult to predict. The Company’s actual results could

differ materially and adversely from those expressed in or contemplated by the forward-looking statements. Factors that could cause actual results to differ include, but are not limited to, those risk factors contained in the Company's SEC filings available at [www.sec.gov](http://www.sec.gov), including without limitation, the Company's annual report on Form 10-K, quarterly reports on Form 10-Q and subsequent filings. In addition, additional or unforeseen affects from the COVID-19 pandemic and the global economic climate may give rise to or amplify many of these risks. Readers are cautioned not to place undue reliance on any forward-looking statements, which speak only as of the date on which they are made. DZS undertakes no obligation to update or revise any forward-looking statements for any reason.

For further information see: [www.DZSi.com](http://www.DZSi.com).

DZS on Twitter: [https://twitter.com/dzs\\_innovation](https://twitter.com/dzs_innovation)

DZS on LinkedIn: <https://www.linkedin.com/company/DZSi/>

#### About AMT

Advanced Media Technologies, Inc. (AMT) is the performance leader among CATV and High-End Broadband Electronic Equipment Providers. As a value-added reseller of high-performance products from numerous well-known manufacturers globally, AMT targets emerging technology applications in broadband with a complete line of RF and fiber distribution, video, data, OTT, IPTV, and HDTV products. In addition, AMT Professional Services provides expert in-house technical support, including: system design, digital headends, CMTS deployment, outside plant: node segmentation and optimization, retro upgrade, splicing, sweep and noise mitigation, inside plant: rack, stack and wire, DOCSIS 3.1 performance assessment.

AMT's complete portfolio of broadband equipment includes products from CommScope, Plume, Harmonic, Vecima, Ruckus, Nokia, Emcore, Drake, Actiontec, Amino, ATX and Blonder Tongue, to name a few, and is complimented by a sales and engineering team with hundreds of years of combined experience within the CATV, SMATV, IP and Telco industries. With an unmatched inventory of stocked items, including digital, analog and IP headend electronics, CMTS's, DigiCipher® receivers, RF and fiber transport, digital encoders, ad insertion, line gear, gateways, modems, digital QAM and IP set-tops, AMT is uniquely positioned to provide the shortest lead-times for a multitude of the industry's premier brands.

Visit <http://www.amt.com> or call 888.293.5856

Press Inquiries:

McKenzie Hurst, Thatcher+Co.

Mobile: +1 408.888.6787

Email: [mhurst@thatcherandco.com](mailto:mhurst@thatcherandco.com)

Source: DZS