

EFB Elektronik and BKtel to co-operate in FTTH

Strategic partnership to secure complementary products for each company's portfolio and further sales collaboration.

EFB-Elektronik and the optics specialist BKtel have concluded a cooperation in the area of FTTH which completes each company's product offerings in a reciprocal manner. This strategic partnership also includes a joint sales cooperation.

Hueckelhoven, March 8, 2018 - EFB-Elektronik and BKtel have concluded a comprehensive cooperation in the area of Fiber To The Home (FTTH). The strategic partnership leads to a seamless complement of each company's respective product portfolio and also includes a close cooperation in sales. From now on EFB-Elektronik offers customer terminals (CPEs) as well as active technology from the renowned manufacturer, BKtel. In return, BKtel will be relying on optical and coaxial connections from the infrastructure specialist in Bielefeld in a customized fashion. In future, customers will thereby benefit with end-2-end solutions from a single source.

From 13th-14th March, 2018, the two companies will be exhibiting at the BREKO Glasfasermesse in Frankfurt a. M. Both companies will present their joint solutions portfolio for the first time on booths beside each other (Messe Congress Center, Level C2, Booth 103/104).

Michael Mertens, Sales Manager at BKtel, is pleased about the cooperation: "Through the partnership with EFB-Elektronik we are able to optimize our sales channels and address our customers in an even more targeted manner. Thanks to the addition in our portfolio, we can manage FTTH projects holistically and further expand our competence as one of the leading system suppliers."

Uwe Doll, Sales Manager at EFB-Elektronik, is also pleased: "With BKtel, we have found the perfect partner to step into the FTTH business and to address the respective markets with granularity. Our customers and partners benefit from even more comprehensive solution concepts."