

DZS Appoints Veteran Sales Leader to Accelerate Growth Throughout Europe, Middle East and Africa (EMEA)

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Erwin Trautmann brings deep experience in mobile, broadband access and cloud to the role of Vice President, EMEA Sales

PLANO, Texas, April 06, 2021 (GLOBE NEWSWIRE) -- **DZS** (Nasdaq: DZSI), a global leader of packet-based mobile transport, broadband access, network orchestration and cloud-native automation solutions, today announced the appointment of Erwin Trautmann as Vice President, EMEA Sales. A proven technology sales and business development leader with three decades of experience in EMEA, Trautmann will be responsible for revenue growth spanning the company's market-leading broadband access, mobile transport, network orchestration & software automation and fiber-based enterprise solutions. Mr. Trautmann will be based in Frankfurt, Germany and will report to Jay Hilbert, Executive Vice President of Americas, Europe, Middle East and Africa (AEMEA) Sales.

"It's an exciting time to be with DZS, with significant opportunity in EMEA, fueled by demand for open, cloud-based innovation in mobile edge and fixed broadband access solutions," said Mr. Hilbert. "We are excited to have Erwin as part of the DZS team, especially at a time when we are accelerating our innovation investments and fostering customer and partner relationships spanning 5G, fiber broadband access and cloud solutions."

Mr. Trautmann joins DZS from Casa Systems, where he led EMEA sales for the past four years, forging strategic and trusted relationships with marquee service providers and partners across the region and across the emerging technology spectrum including 5G, Open RAN, vBNG, vOLT, small cell/femto and vCCAP. Mr. Trautmann has spent his professional career serving EMEA service providers, representing market-leading technology companies such as Broadsoft/Cisco, Redback Networks/Ericsson, Hitachi and Hughes. He received an honorary Master's degree from the University of St. Gallen.

"I am thrilled to be part of the DZS team and for the opportunity to work with Jay, who has extensive sales experience in both fixed and mobile networks, and Charlie, who I have been following for years," said Mr. Trautmann. "DZS is in the right place at the right time and has the technology leaders that are innovating across the multi-gigabit broadband, 5G, and digital transformation landscape. With this, and at a time when the industry is seeking alternatives to the traditional closed and proprietary suppliers, we have a tremendous opportunity to capitalize on the global shifts towards open, best-in-class multi-vendor environments. I look forward to building and scaling the team across the EMEA region."

A trusted access networking innovator and technology partner to many of the world's most admired communications service providers and enterprises spanning 100+ countries, DZS continues to focus resources behind service provider priorities, investing in open, cloud-based solutions and architectures, 10 Gigabit PON innovation and rapidly growing its mobile transport business. The company recently unified its wireless and wireline businesses with the introduction of sdNOS, a fully SDN-enabled network operating system for DZS fiber-based broadband access solutions, switches and routers. It also made strategic acquisitions of **RIFT** for its open source virtualized networking solutions, which now forms the basis of the newly launched DZS Cloud, and **Optelian** for its 5G mobile transport solutions and foothold with marquee customers in North America.

To learn more about DZS, visit <https://www.dzsi.com>

About DZS

DZS Inc. (NSDQ: DZSI) is a global leader of packet-based mobile transport, broadband access, network orchestration and cloud-native automation solutions. With more than 20 million products in-service and customers and alliance partners spanning more than 100 countries, DZS is helping many of the world's most advanced and innovative service providers and enterprises leverage the power of 5G, 10gig fixed broadband, and software-defined networks to deliver cutting-edge services and lead in their markets.

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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, 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.

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Press Inquiries:

McKenzie Hurst, Thatcher+Co.

Mobile: +1 408.888.6787

Email: mhurst@thatcherandco.com

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