

## Xena Networks earns **fourth consecutive** award from Frost & Sullivan

***Gigabit Ethernet test and measurement company earns coveted title as global customer value leader.***

*Boston, October 3, 2013:* Xena Networks has won Frost & Sullivan's "**2013 Global Customer Value Leadership Award**" for their Gigabit Ethernet test equipment. This is the fourth such award that Frost & Sullivan has bestowed on Xena Networks.

According to Frost & Sullivan, Xena Networks has demonstrated excellence in implementing strategies that proactively create value for its customers with a focus on improving the return on the investment that customers make in its services or products.

The new award is based on an evaluation of best practices across multiple business performance categories including its comprehensive portfolio of Gigabit Ethernet test solutions, a tight customer-focused approach to business and a global presence.

"Xena is gathering momentum now, expanding both our technology base and our business operations," explains CEO, Jacob Nielsen. "Building a broader customer base against well-established competitors demands that we offer customers rock-solid reasons to change - and ultimately all those reasons boil down to better value for money."

### **New Xena Products & Services**

A key factor singled out for mention by Frost & Sullivan was Xena's release of products and services designed to strengthen the value customers derive from their investment in Xena's equipment.

"During the last year we've released a series of free software applications that let customers do a lot of industry-standard tests such as RFC2544, Y.1564 and RFC3918. We've also included apps that make it easier to test large numbers of streams (XenaIntegrator) and Command Line Interface (CLI) app for scripting automation," explains Jacob Nielsen.

Frost & Sullivan also highlighted Xena's new 2-port 1 Gig and 10 Gig test modules with advanced timing capabilities, and the fact that Xena has bolstered its service and support offerings with an extensive technical documentation in an accessible wiki-format and a professional global support ticketing service.

"Our customers work with complex technology and they expect well-documented products and quick responses to technical issues," says CTO Hans Hurvig. "On top of our policy of offering free lifetime tech support for our products, we've taken steps over the last 12 months to roll out a series of initiatives to ensure we meet their needs."

### **Development roadmap leverages recipe for success**

Xena's exciting development schedule is based on the same formula for success of building a new platform for testing L4-7 Gigabit Ethernet technology that has brought the company success in the L2-3 segment.



"Our focus is to deliver the test functionalities for Layers 4 to 7 that most people need all the time in a format that's easy to use," explains Jacob Nielsen. "And because we're entering this space a decade after our competitors, there's a golden opportunity to use the latest components and test architecture which should allow us to deliver solutions that are a lot more cost-efficient."

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## About Xena Networks

Xena offers low-cost, full-featured products for testing Gigabit Ethernet at all speeds up to 100Gbps. Our equipment is exceptionally easy to use, and is backed by a professional development team that is very responsive to customer requirements. We specifically aim to provide a market-leading price/performance ratio. In addition to a low port price level, Xena is unique in offering - as standard - free software, no licensing fees, free lifetime tech support, free hardware warranty (12 months) and 36 months' free software upgrades.

Xena won Frost & Sullivan's "2013 Global Test Equipment Price Performance Value Leadership Award" - our fourth such award in as many years. Founded in 2007 in Denmark, we market our products through a global network of partners.

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