Zyxel Networks

Company Profile

Contents

Who is Zyxel Networks?

30

30 years of networking expertise

100

100 million devices creating global connections
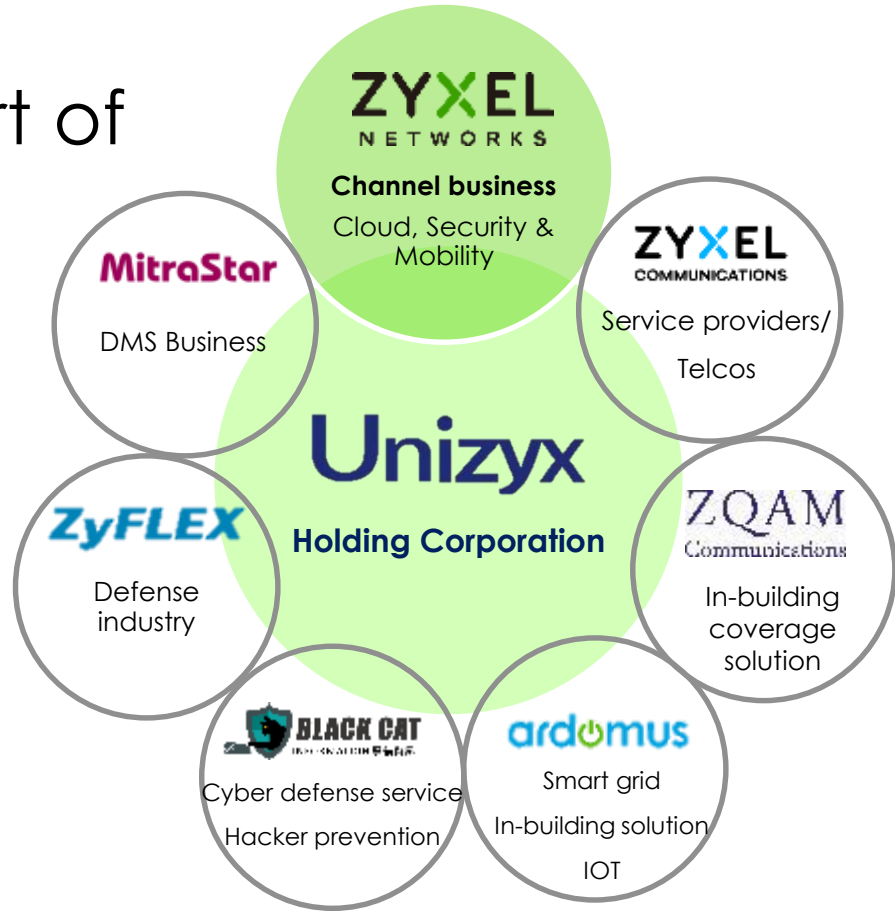
150

150 global markets served

600+

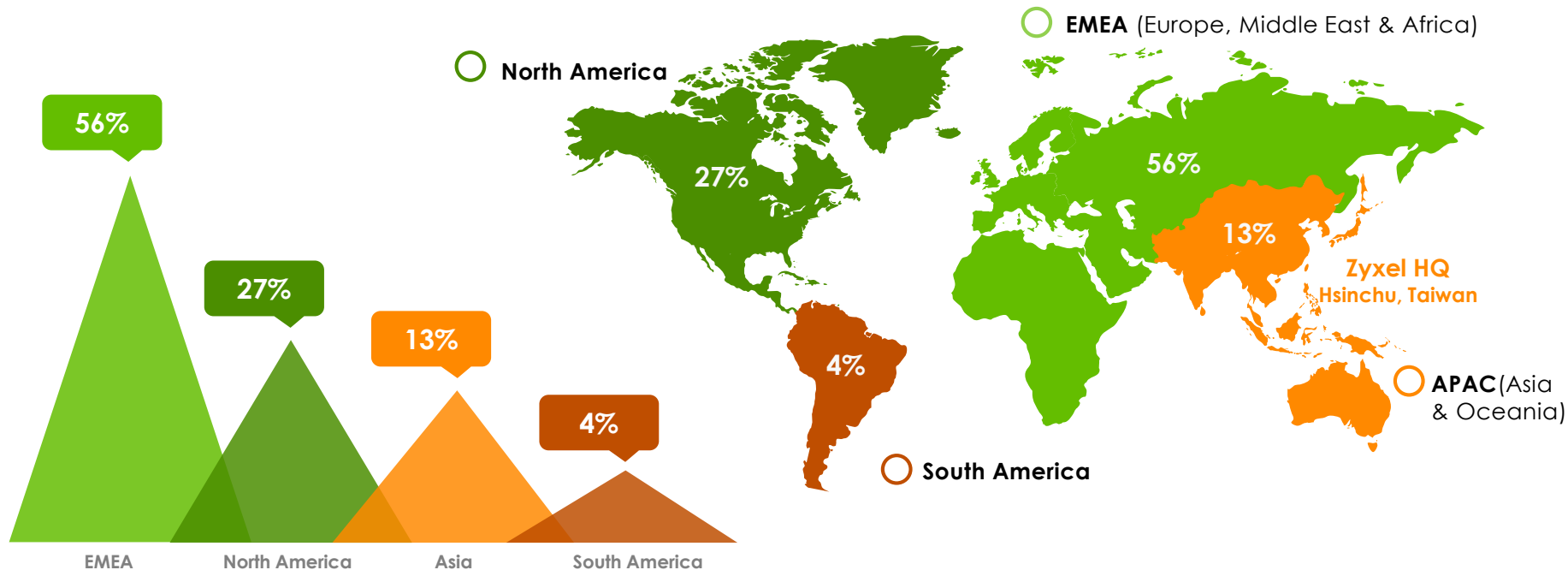**600+ passionate associates** worldwide

100million

1,000,000 businesses work smarter with Zyxel Networks solutions

ZYXEL

NETWORKS

Zyxel Networks is part of the **Unizyx Family**

ZYXEL NETWORKS

Channel business
Cloud, Security & Mobility

MitraStar
DMS Business

ZYXEL COMMUNICATIONS
Service providers/ Telcos

Unizyx
Holding Corporation

ZyFLEX
Defense industry

ZQAM Communications
In-building coverage solution

BLACK CAT
Cyber defense service
Hacker prevention

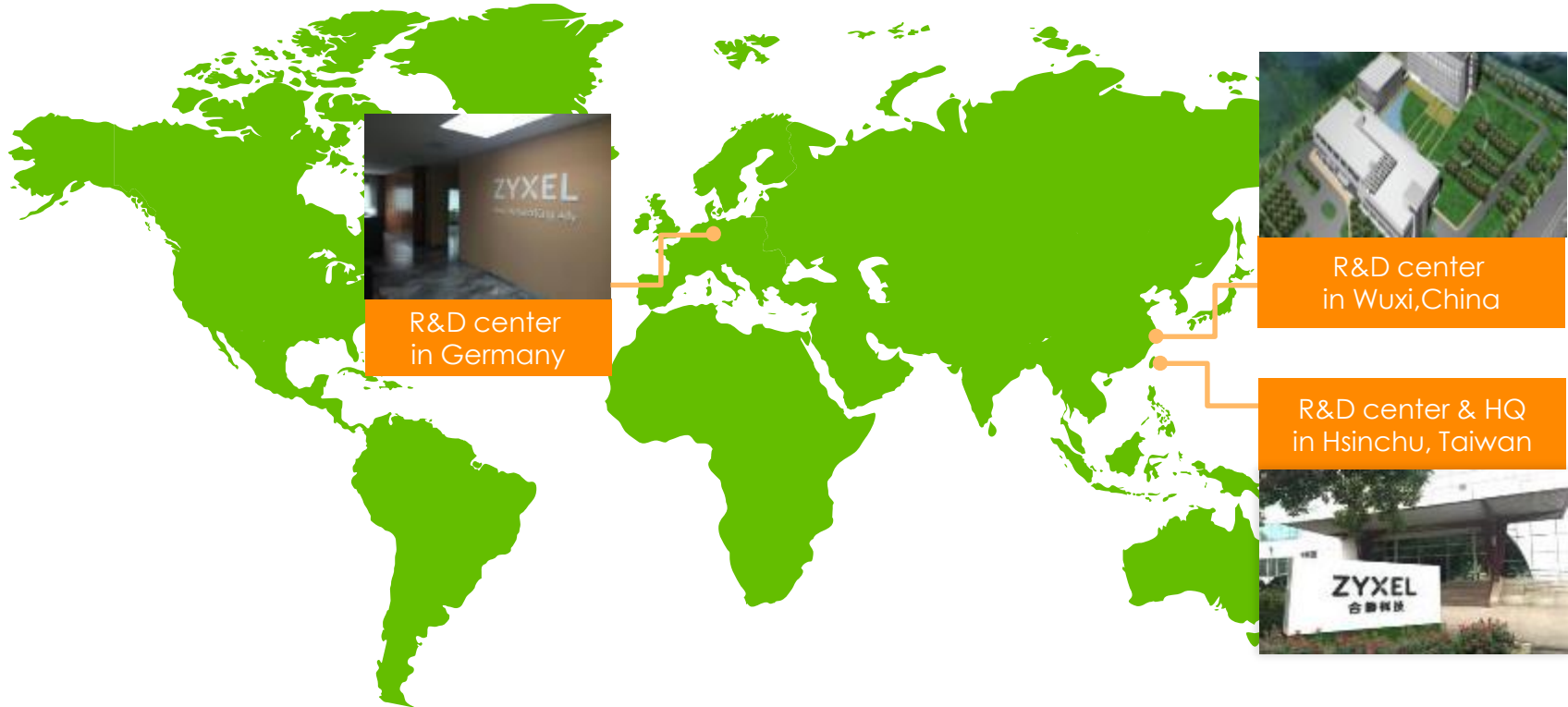**ardomus**
Smart grid
In-building solution
IOT

*Zyxel Networks: Split from Zyxel Communications in Apr. 2019
Capital: NT$724.5m

Global Presences in Over 150 Countries and Territories

Revenue Split by Region

EMEA 56%
North America 27%
Asia 13%
South America 4%

North America

EMEA (Europe, Middle East & Africa)

56%

27%

13%

4%

Zyxel HQ
Hsinchu, Taiwan

APAC (Asia & Oceania)

South America

Worldwide R&D Center

R&D center
in Germany

R&D center
in Wuxi,China

R&D center & HQ
in Hsinchu, Taiwan

Innovative R&D

around **50%** of Zyxel Networks employees are R&D

Administration
9%

R&D
48%

CSO, sales &
marketing
43%
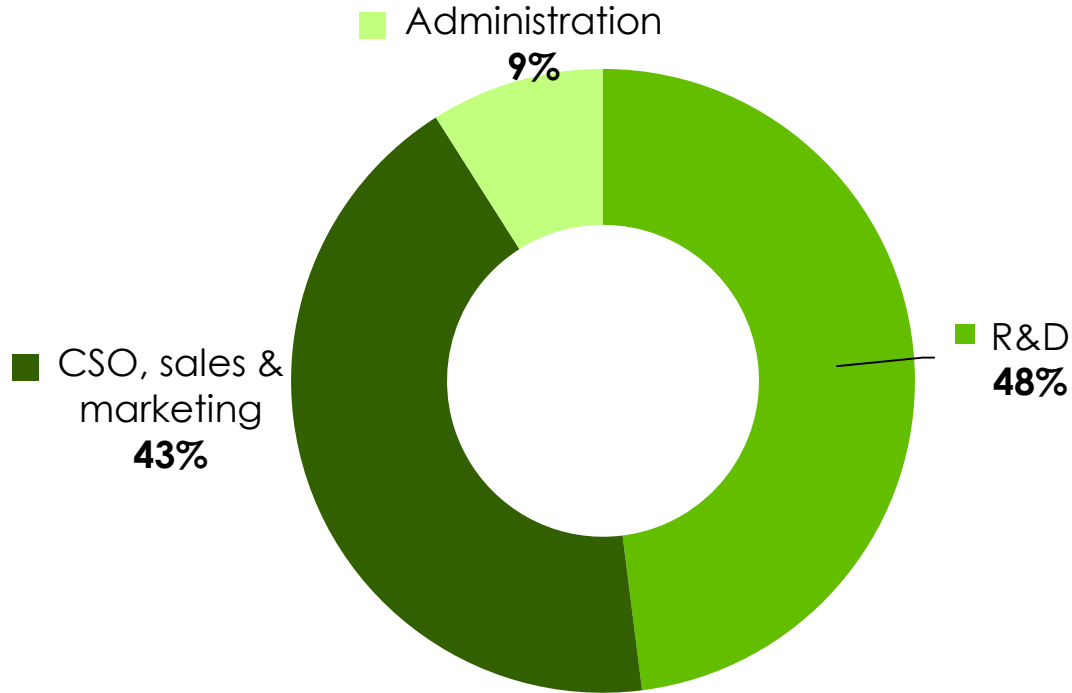
Employees by job function

Awards & Recognition

2019 Best Taiwan Global Brands - Honorable Mention

2020 Taiwan Excellence Award

2019 iF Design Award

2019 Golden Pin Design Award

2019 UK Cloud Awards - Finalist

ICSA Excellence in Information Security[1] Testing Award

2019 ChannelPro SMB All-Star Awards

2019 Top Hotel Star Award

BMMA Best in Class Marketing Award

Best Performance and Best Innovation Awards

ZYXEL
NETWORKS

How Can Zyxel Networks Help You?
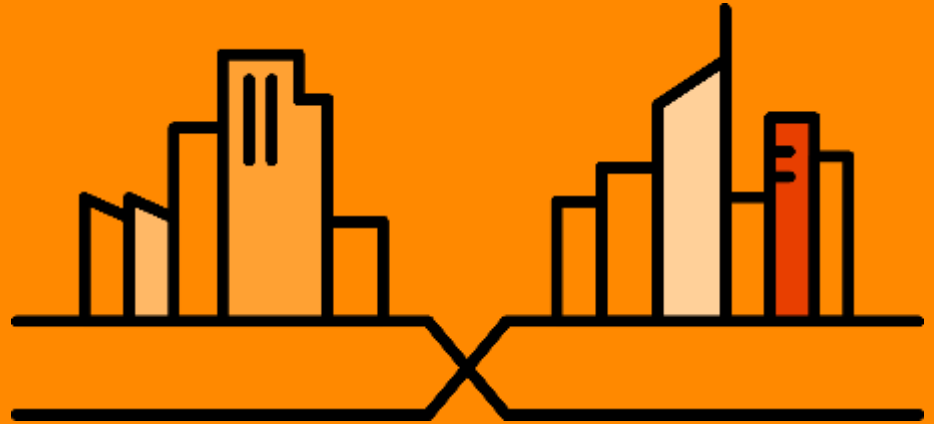
What We Do?

Helping SMB customers and HOME USERS seamlessly connect and unlock their potential

Business Connectivity

We help your business work smarter, faster and in more places with total peace of mind.

Connected Home

We enable greater connection to keep everyone in the household online and get in touch when away from home.

Why Zyxel Networks?

Customer-Centric Mindset

- Full spectrum and customized services
- Operational efficiency
- Solid service for partner training, and customer support

Technological Expertise

- Outstanding R&D capabilities
- High quality and reliable product performance
- Shorter time to market

Complete Solutions

- From wired to wireless
- From business verticals to home network

Zyxel Networks, Your Networking Ally

We stand side-by-side with you to share new approaches to networking that will unlock people's potential.
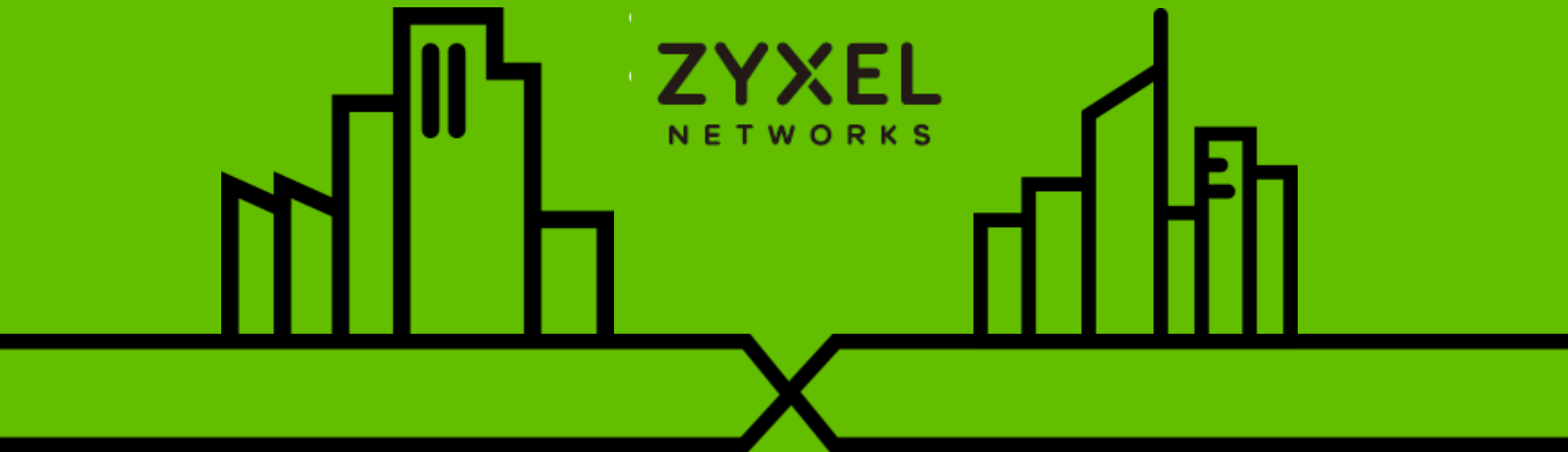
Solutions

Comprehensive Solution Offerings

Security Solutions

Mobility Solutions

Cloud Solutions

Security Solutions

Challenge :
- Demand on network security appliances to protect company resources against a multitude of threats

- Need to enable secured communications between multiple locations/sites via Virtual Private Network (VPN)

Solutions:
- ATP firewalls
- VPN firewalls
- UTM firewalls
- Nebula security gateway
- Nebula SD-WAN
- Security services and license

How Our Security Solutions Help Colombia's Salt Cathedral

Zyxel's comprehensive **security solution** proved the answer to the client's prayers, providing protection of the billing system data and easy-to-manage, effective defense against malware. So impressed were the cathedral's administrators that they're looking at a long-term partnership, with Zyxel's network solutions in mind for when the site's network is expanded down the road.

Cloud Solutions

Challenges :
- Limited IT resources and budgets
- Multi-site networks management
- Complexity and time-consuming

Solutions:
- Nebula cloud networking solution (Nebula Cloud Center)

Highlights:
- Centralized, unified control & visibility
- Built-in multisite management
- Zero-touch provisioning, plug and play
- No software, hardware controller needed
- Covers wired, wireless and security

nebula

How Our Cloud Solutions Help India's Hyatt

"
The IT department is the backbone for any hospitality company, and we're no exception. We need highly active bandwidth and connectivity to perform our tasks in a better way. This helps the management to avoid crisis situation which can arise due to malfunctioning IT networks. Nebula has strengthened our crisis management capabilities, and enabled us to make decision easily, even among numerous people and departments across the company.
"

Abhay Singh Rajawat Information Systems Manager Hyatt India Consultancy Pvt Ltd

Mobility Solutions

Challenge :
- Need fast, stable, and secure WiFi connectivity
- Build an always-on connectivity, in and out
- Lack of professional IT staff to manage and maintain networks

Solutions:
- Unmanaged WLAN
- Controller based WLAN
- Cloud Managed WLAN

Highlights:
- Reliable connectivity
- Tailor-made features for different applications
- Secure and field proven network connectivity

How Our Mobility Solutions Help Belarus's Renault

" *The network has operated very stably and met all our technical requirements. Our company has been expanding almost non-stop, and* Zyxel's solution *and fast service have meant that our new networks are always set up on time. We plan to open another 25 to 30 locations throughout the country in the next few years, and we'll definitely continue using Zyxel's equipment for them. Thank you for being with us for these past five years!* "

Andrei Chikun IT Director,
Renault Belarus

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www.youtube.com/user/ZyxelVideo