

## Frost & Sullivan Lauds Ercom for Expanding its Global Footprint in the VoLTE Network Testing Market with its Feature-rich Mobipass® Product Line

*The Mobipass® portfolio serves as a bridge between network testing and network optimisation*

**LONDON, U.K. — 24 FEBRUARY** — Based on its recent analysis of the voice over long term evolution (VoLTE) network testing and optimisation market, Frost & Sullivan recognises Ercom with the 2014 Global Frost & Sullivan Award for Product Line Strategy Leadership. Over the years, Ercom has successfully established a strong global footprint in the VoLTE testing and network optimization market. This was widely achieved through the Mobipass® product portfolio and the SDR technology inherent in it. The company has an impressive customer base and it is expected to witness significant growth in other international markets as well. By guaranteeing a solution that is more robust and scalable, Ercom has helped reduce OPEX and CAPEX among its customers significantly.

Leveraging Software Define Radio (SDR) technology, Mobipass® product line allows emulating thousands of fully independent calls with realistic radio conditions. This realism assists customers in decreasing the number of drive tests, saving valuable time and money,” said Frost & Sullivan Research Analyst Rohan Joy Thomas.

With a software-based architecture, the Mobipass® portfolio is versatile and used extensively by both network equipment manufacturers (NEM) and network operators catering to a wide array of applications. The flexibility of its architecture enables customers to address different test configurations, such as FDD and TDD transmission modes with a single tool. Mobipass® product line also includes advanced Quality of Service (QoS) and Quality of Experience (QoE) measurement tool allowing faster analysis of the quality delivered by the network. “It helps make the solution software compatible, facilitating timely updates and efficient product performance. It not only allows Mobipass® to reduce investments in other external channel emulation solutions, but also delivers updated, high-quality performance.” added Frost & Sullivan Research Analyst Rohan Joy Thomas.

The solution delivers yet another valuable addition with its network vendor benchmarking capabilities, which allows customers to choose the most appropriate vendor and halve their OPEX. Concurrently, its validation and non-regression testing during software or hardware upgrade increases productivity by 70 percent. The distinct capability with which the graphic user interface integrates disparate tools for scenario design, parameter storage, test campaign management and results drill down ensures a high degree of user friendliness.

“Besides time and cost benefits, Ercom boasts an efficient service team, which also offers premium support and expertise,” noted Frost & Sullivan Research Analyst Tisha Ghosh. “With a feature-rich product, Ercom has developed an impressive customer base across the Western Europe, North America, India, South Korea, and China.”

Overall, by delivering a feature-rich solution, Mobipass® aids the smooth execution of customised and complex test scenarios, making it one of the best performers in the market.

Each year, Frost & Sullivan presents this award to the company that has developed a comprehensive product line that caters to the breadth of the market it serves. The award recognises the extent to which the product line meets customer base demands, the overall impact it has in terms of customer value as well as increased market share.

Frost & Sullivan Best Practices awards recognise companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis and extensive secondary research to identify best practices in the industry.

## About Ercom

Founded in 1986, Ercom is a French-based manufacturer specializing in wireless network optimization and secure communications. The Ercom R&D team has been developing technologies and advanced telecommunications solutions for almost 30 years and today focus on two principal product ranges: Mobipass LTE/4G network optimization systems and Cryptosmart secure communications solutions. Ercom continues to pursue its aim of improving its solutions to cope with new challenges faced by its customers and extending its activities worldwide.  
[www.ercom.com](http://www.ercom.com)

## About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- **The Integrated Value Proposition** provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.
- **The Partnership Infrastructure** is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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