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Meriton inks deal with IBM

By [SEAN MCKIBBON](#), Ottawa Sun

Local optical-broadband switch maker Meriton Networks says it has signed "one of the most important deals" in its history in forming an alliance with IBM Korea to sell its products to South Korean telecom carriers. The alliance with the IBM subsidiary is the product of about six months of work and is already producing product orders, said Meriton's vice-president of business development Alain Brazeau.

"This is the world's largest systems integrator in the world's largest telecommunications market," Brazeau said.

IBM may be better known in North America for its work with personal computers and systems integration for businesses, but Brazeau says IBM does a great deal of work with communications carriers.

While Meriton has worked to build its market in North America, Brazeau said South Korea presents a fast-moving market of early adopters, noting that the country has the largest per capita adoption of broadband Internet with a rate of 25%.

A privately held firm, Meriton declined to disclose the value of the deal, but Brazeau said the alliance gives the firm an opportunity to prove itself and create similar relationships with IBM subsidiaries in other countries.

He said South Korean telecom carriers are looking to differentiate themselves from one another and he said his firm's products would allow those companies to manage their optical networks more efficiently and at a lower cost.

"This is a long-term agreement for both companies," he said.

"This certainly has the opportunity of allowing us to exceed our sales projections."

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