



NEWS RELEASE

# Cirion Launches Initial Phase of On-Demand NaaS Connectivity in Latin America with Ciena and Carma

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- Cirion introduces a new on-demand enterprise connectivity option in Latin America, leveraging its own infrastructure across more than 20 countries. The network enables enterprises to activate, adjust, and scale services in a way similar to cloud consumption, positioning Cirion as one of the only regional operators competing in the global Network-as-a-Service (NaaS) market.
- Designed for the era of artificial intelligence, the solution combines automation, programmability, and a digital experience that transforms rigid networks into agile, scalable infrastructure capable of real-time self-configuration.
- Powered by Ciena's optical technology, coordinated through Carma's network and digital infrastructure platform, and enabled through self-management via a web-based portal, Cirion delivers programmable optical connectivity with near real-time provisioning, monitoring, and service management.

HANOVER, Md.--(BUSINESS WIRE)-- Cirion Technologies announced the launch of its **Network-as-a-Service (NaaS)** offering to transform enterprise connectivity across data centers, hybrid clouds, and artificial intelligence environments. In this initial phase, the solution will be available across a specific portion of Cirion's network and its regional ecosystem of carrier-neutral data centers, supported by more than **105,000 kilometers of fiber optic infrastructure**. This deployment marks the beginning of a continuous expansion of coverage and capabilities.

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The first phase of the deployment focuses on **automated data center connectivity**, enabling Cirion customers to order, configure, and activate high-capacity network services directly through the **Cirion customer portal**. The new capability streamlines the entire service lifecycle for enterprises—from order placement to provisioning—reducing delivery times from days or weeks to near real-time.

The integration is seamless over customers' existing network and security infrastructure, without the need to replace hardware or modify access or protection policies. In this early stage, NaaS is being deployed progressively across portions of Cirion's network and data center ecosystem, enabling gradual adoption aligned with current security frameworks and facilitating uptake by IT teams. The solution incorporates self-service capabilities, operational visibility, and dynamic bandwidth management, bringing network connectivity closer to the flexible consumption model of the cloud.

"Today in Latin America, when a company needs more bandwidth or a new cloud connection, it often has to wait weeks and sign a new contract. NaaS eliminates that friction: the network adapts to the business, not the other way around," said **Santiago Londoño, CEO of Connectivity Business at Cirion LATAM**. "Businesses now gain visibility, self-management, and real-time responsiveness over critical infrastructure—all built on our own infrastructure, which combines one of the region's most extensive networks with a carrier-neutral data center ecosystem, and continues to evolve progressively."

"With Ciena's optical technology, routing and switching products, and automation software, Cirion is turning its network into a programmable platform—connectivity that can be activated and scaled like a cloud service, not a traditional engineering project," said **Fernando Capella, Regional Director for CALA South, Ciena**. "Automation is essential to evolving static networks into dynamic ecosystems capable of responding quickly to new demands for capacity, cloud connectivity, and artificial intelligence. This is exactly what Latin America's digital economy needs."

As part of the project, Carma developed and integrated **API-based interfaces** between Cirion's digital service platform and **Ciena's Navigator Network Control Suite**, enabling automated provisioning of **wavelength services** across Cirion's extensive fiber and subsea footprint. Wavelength services are the first product enabled through the new NaaS framework, with additional transport and IP services scheduled to follow.

The solution combines Ciena's optical networking platforms (**Waveserver, 6500 Reconfigurable Line System**), routing and switching products (**8110 and 8114 Coherent Aggregation Routers**), and automation software (**Navigator Network Control Suite**) with an OSS/BSS layer that enables service orchestration, commercial management, billing, and a digital customer experience. This positions NaaS as an evolution from traditional connectivity toward a flexible, scalable consumption platform aligned with cloud, AI, and real-time enterprise operations.

“Cirion is committed to delivering a highly efficient, automated digital experience for our customers,” said **Paul Choiseul, Chief Technology and Information Officer, Cirion**. “By combining Ciena’s robust routing & switching and optical transport infrastructure with Navigator Network Control Suite and Carma’s orchestration capabilities, we have built a seamless end-to-end automated Network-as-a-Service platform. This enables us to accelerate service delivery, simplify network operations, and provide unprecedented agility and on-demand connectivity for customers across the region.”

The integration allows Cirion to dynamically allocate optical resources, validate service feasibility, and activate customer circuits without manual intervention—a key requirement for hyperscalers, cloud providers, and enterprises seeking flexible, consumption-based connectivity models.

“We’re proud to support Cirion as they transform their network into a fully automated, service-on-demand platform,” said **Frank McDermott, Chief Executive Officer, Carma**. “By connecting Cirion’s portal to Ciena’s Navigator Network Control Suite through modern APIs, we’ve created a scalable foundation that will support rapid product expansion and future NaaS innovation.”

The Latin American cloud market is expected to grow from **US\$63 billion in 2025 to US\$125 billion in 2030**, yet the connectivity linking enterprises to that cloud continues to operate under decades-old models—fixed circuits, changes that take weeks, and capacity that does not adapt dynamically to demand. NaaS closes this gap by applying to networks the same principles that made cloud successful: elasticity, automation, and pay-as-you-use.

The urgency is driven by **Agentic AI**. This next generation of artificial intelligence operates through autonomous agents communicating across different data centers and cloud environments. An agent in Bogotá interacting with another in São Paulo requires a circuit that can be established instantly and released once the task is complete—something static networks cannot provide. Cirion’s NaaS, powered by Ciena, transforms the network into an intelligent platform capable of responding in real time.

Cirion delivers an on-demand service built on its own infrastructure, with regional coverage, rapid activation, and end-to-end management, without the need to rely on third-party networks or manual processes for changes and upgrades. This includes performance monitoring, usage metrics, API-driven operations, and a more transparent experience for enterprise customers.

Cirion will showcase this innovation at **ITW 2026**, demonstrating how enterprises can interact with its NaaS ecosystem and experience first-hand a new generation of on-demand enterprise connectivity for Latin America.

## About Cirion

Cirion is a leading digital infrastructure and connectivity provider in Latin America, serving more than 6,200 enterprise, government, hyperscaler, carrier, and datacenter customers across the region. With over 105,000 km of fiber, the region's leading high-capacity datacenter connectivity for datacenter operators, and 24x7x365 managed services across seven countries, Cirion empowers organizations throughout Latin America to accelerate their digital transformation. For more information, visit [www.ciriontechnologies.com](http://www.ciriontechnologies.com).

#### **About Carma, Inc.**

**Carma, Inc.** is the leading Network and Digital Infrastructure platform across the data center and telecommunications industry. Carma's industry-focused solution aggregates over two dozen functions into one system, making it the foundational AI platform for the industry—from hyperscale data centers, edge data centers, fiber networks, subsea, towers, and more.

Founded in 2016, Carma has grown to have a global reach with headquarters in Denver, CO. To learn more about Carma, please visit [carma.net](http://carma.net) or follow us on [LinkedIn](#).

#### **About Ciena**

Ciena is the global leader in high-speed connectivity. We build the world's most advanced networks to support exponential growth in bandwidth demand. By harnessing the power of our networking systems, interconnects, automation software, and services, Ciena revolutionizes data transmission and network management. With unparalleled expertise and innovation, we empower our customers, partners, and communities to thrive in the AI era. For updates on Ciena, follow us on [LinkedIn](#) or visit the [Ciena website](#).

#### **Note to Ciena Investors**

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