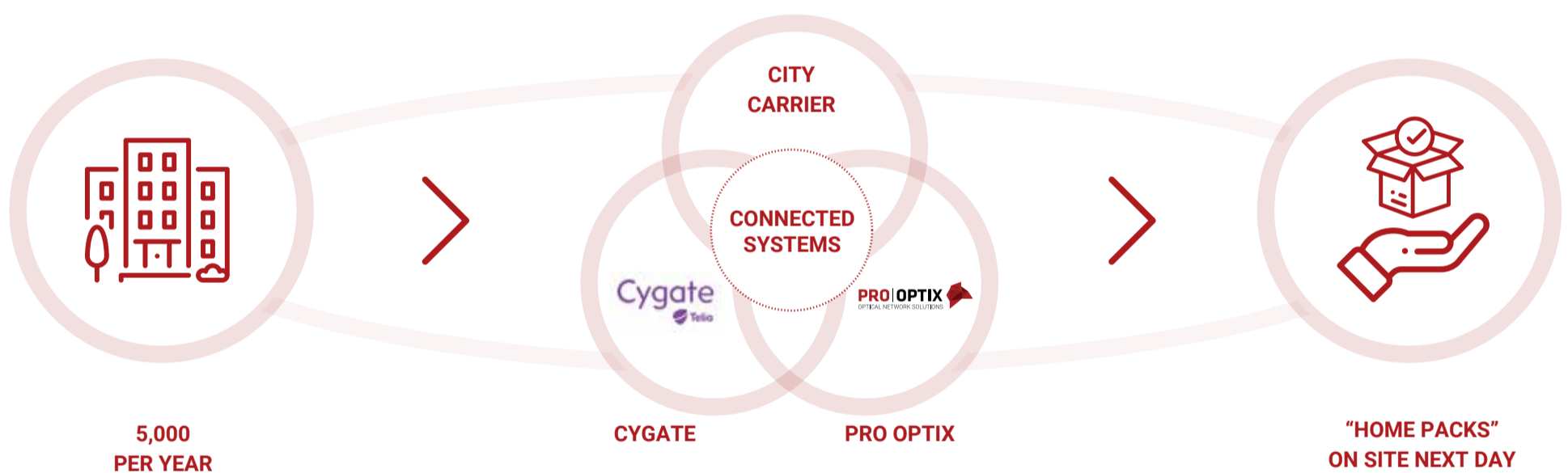


## PRO OPTIX CASE STUDY

# FIBER TO THE HOME

Pro Optix is helping to deliver and upgrade a regional broadband upgrade project from copper to fiber.

Working closely with Cygate a Nordic system integrator and a city carrier, Pro Optix is helping to deliver products to a regional project to upgrade broadband connections from copper to fiber in over 5000 homes per year. The major upgrade will help to deliver residences and apartment buildings with unprecedented high-speed Internet access. It is an ongoing project that utilizes Pro Optix Bidirectional (BiDi) optical transceivers to deliver a solid 1 Gbit/s capacity to the end-user and 10 Gbit/s capacity in the access network. With ever more capacity requirements from the end-user, such as video and private cloud storage, demand for fiber to the home will continue to increase across the Nordics.



### THE TECHNICAL SOLUTION

The Pro Optix solution being used for the project is a matched pair of Pro Optix BiDi Transceivers both 1 Gbit/s for the end user equipment and 10 Gbit/s for the access layer. Unlike traditional fiber optic transceivers, BiDi transceivers have just one port fitted with WDM. This combines and separates data transmitted over a single fiber based on the wavelength of the light. Although BiDi transceivers can initially cost more to purchase than traditional two-fiber transceivers, they utilize a reduction in fiber cabling infrastructure, which provides significant cost-savings to offset the higher purchase price.

Like all Pro Optix transceivers, the Bidirectional optical transceivers have received the Pro Optix due-diligence, are manufactured under ISO control, are guaranteed compatible, and come with Pro Optix 3 year or lifetime

warranties. Pro Optix forms strong relationships with its manufacturing partners to ensure high quality and reliability across its range of products. The solution is flexible and offers full compatibility to a range of different end equipment types, which can be challenging.

### THE SOLUTION DELIVERIES

Very important to the solution deliveries are the systems in place between the three parties. The city carrier can quickly and simply select the number of 'home-packs' that it needs, and Pro Optix and the systems integrator direct ship (same day shipment / next day delivery guaranteed) to the specified project location, ready for the installers to utilize. Embedded in the city carriers web portal are the 'home-packs' ready to order. They also have direct access to the Pro Optix web portal where they can check stock availability for larger installation projects.

## PRO OPTIX VALUE-ADD



Key to the success of the project has been the open and regular communications between the three parties involved; weekly communication and quarterly project update meetings are normal practice. Smoothness of the purchasing and delivery process has been important; installation projects should not be delayed waiting for product, and Pro Optix holds extra stock dedicated to the project to ensure this is minimized whenever possible. Pro Optix holds a valued trust relationship, built over the last five years, with both the systems integrator and city carrier. With an eye to the future, discussions related to 40 Gbit/S and 100Gbit/s are in progress and Pro Optix supports the city carrier and the system integrator with a complete optical product portfolio within the passive range.

## ABOUT PRO OPTIX



Pro Optix provides a product portfolio that covers optical connectivity technologies from the core of your data centre to the very edge of your network. These include optical transceivers, fiber cabling, wavelength multiplexers, media convertors, and testing and measurement instrumentation and uninterrupted power supply (UPS) solutions from Socomec for the European fiber market. Our customers include system integrators, telecom operators, internet service providers, city carriers and the enterprise market across all vertical sectors through our approved channel partners.

The company was founded 2010 with the aim to contribute as a niched provider for the European fiber market. The company was acquired by Lifco with the goal to remain the fast, small, flexible and personal partner but with the benefits of having the strength and size for long term development.

## ABOUT CYGATE



Cygate offers midsize and large companies and organisations higher efficiency and less risks through comprehensive data- and telecom solutions.

The solutions are based on an understanding of business needs, deep technical knowledge and the best products through partnerships with the leading IT-vendors of the world.

Instead of being limited by standard solutions, we work closely with our customers to develop customized solutions for their specific needs.