

Summary

Customer • International high capacity transport provider

Challenge

- A stressed network that was burning through optics
- Waning OEM bias
- Availability of quality optics

Solution

• A head-to-head test between the incumbent OEM and Integra Optics

Result

- Integra's optics worked flawlessly at the limit, and then some
- Achieved 3 to 4 dBs more sensitivity than the OEM
- Replaced critical optics with Integra's optics

Used

Equipment • 80KM XFP 10KM SFP+

Optics and Athletes, Pushing the Limits

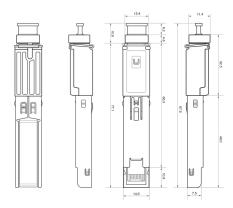
Operating under a stressed network while trying to optimize uptime is no small task. One of the keys to success is having optics that can go the distance and perform at, and beyond the limit. Think of the optic as a competitive athlete; they push to the absolute limit everyday, and when it counts, they defy the odds and perform above 100 percent capacity. To most, this seems like an impossible feat, but to the one percent of the world's best athletes, thriving under pressure is what they do.

When a customer came to us needing optics that would not only perform well, but surpass industry standards in a stressed network, we knew it could be done. Through an exhaustive test environment, Integra was able to prove that its optics were made to go the distance and excel under pressure.



Outperforming the Competition

This international, high capacity transport service provider serves as a highway to other providers. With 150+ sites and over 20,000 kilometers of fiber deployed across Mexico, uptime is critical to their success, and failed optics/links are not an option. Our customer knew they had a stressed network. The tradeoff was a need for optics that performed at the limit and then some. Without this, they were forced to operate a link below capacity and change optics out every three to four months to maintain uptime. The optics' burn out rate was wearing on the operations team.



Intrigued by Integra's promise of interoperability, reliability, and availability, they decided to put us to the test against the current OEM provider. A team of four engineers put Integra's 80KM XFP's and 10KM SFP+ optics through a four hour comprehensive and exhaustive evaluation, side-by-side with their current optics. Integra's optics performed flawlessly, operating longer and more efficiently than the OEM optics.

Our customer found Integra's optics to be three-to-four dBs more sensitive than the OEM in every test scenario, resulting in significantly longer transmission reach. While the OEM barely made the distance, Integra 80KM XFP maintained a reliable 10G connection up to 101km and the SFP+ 10km maintained a reliable connection up to 21km, far surpassing expectations. The difference in reach allowed our customer to turn the underutilized link up to almost full capacity without a single problem.

"We were underutilizing the capacity of our links and this was taking a toll on our operations team. With Integra's optics, we have seen improved and consistent performance, and everyone's able to get a little more sleep at night."

Manager, Engineering

Excelling Under Pressure

As Integra's team was preparing to remove its optics, the customer asked if we could actually leave them installed in the network as a result of the test. Soon after, the customer started to replace critical optics with Integra's optics, which have shown consistent performance todate.

Integra starts with only the best raw materials, codes, and triple-tests every optic in-house to ensure quality and predictable performance, similar to athletes who train their bodies to endure stress and consistently perform above capacity. Integra's optics thrive under pressure when it counts.

