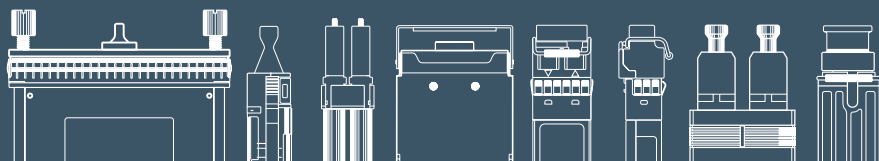


Invest wisely.



Maximize customer network and shareholder return with Integra Optics.



Integra Optics is a US-based, veteran-owned optics manufacturer.

- 11+ year old, Veteran owned company, founded by former telecom engineers
- Knowledgeable customer support team and experienced engineers to assist in proof of concept, testing, and technical support
- Two-thirds of employees are customer facing
- 24/7 remote and on-site engineering support

Integra Optics

- ✓ \$20M in inventory, ready to ship on-demand – 98% same day shipment
- ✓ 0.001% failure rates
- ✓ Substantial savings over the OEM
- ✓ 100% interoperable across 50+ OEM platforms
- ✓ In-house robotics system for platform-specific coding and testing of all transceivers
- ✓ Only provider with patented recoding technology with Integra's Smart Coder

VS.

OEM

- ✗ Lead times depend on product availability
- ✗ 2% or greater failure rates
- ✗ 60%–80% higher costs (Google Gartner's "How to avoid the biggest rip-off in networking")
- ✗ Only support own OEM
- ✗ Drop shipped directly from supplier and/or limited batch testing
- ✗ No platform flexibility (only support own OEM)

Integra Optics

- ✓ Transceiver experts
- ✓ 100% interoperable across OEM platforms
- ✓ TAA compliant
- ✓ In-house robotics system for platform-specific coding and testing of all transceivers
- ✓ Only use Tier 1 raw materials
- ✓ Only provider with patented recoding technology with Integra's Smart Coder

VS.

Third Party

- ✗ Sell hardware, software, memory
- ✗ Generic MSA coding or uncoded optics (will fail with software upgrade)
- ✗ Not stocked, can purchase (expensive & long lead time)
- ✗ Drop shipped directly from supplier and/or limited batch testing
- ✗ Use Tier 2/3 and refurbished parts
- ✗ May claim recoding devices (buyer beware)

The quality of an optic isn't always obvious. Even the biggest brand names have issues, and some vendors don't go much beyond selling parts. Here are some key differences.

Questions to Ask Your Customer

Our Response:

What percent of your network costs are optics?	Integra Optics can save 60% - 80% on optics expense
Are fulfillment lead times important?	98% same day shipments
Is having optics coded to a specific OEM important?	100% interoperability across 50+ OEM platforms
How important is reliability to your network?	.0001% failure rate – less than 1 out of every 10,000 shipped
Do you have any special engineering requirements?	Integra Optics provides both on-site and remote technical support
How important is having an optics partner vs. vendor?	Integra Optics has been in business for 11+ years partnering with some of the worlds largest telcos and MSOs

Questions Your Customer May Ask You

Our Response:

Will using third party optics void my OEM warranty?	NO – see OEM website for more info
Will using third party optics void my OEM maintenance contract?	NO – maintenance is applicable (see OEM website for more info)
Are Integra Optics transceivers going to work in my equipment?	Integra Optics specifically codes to over 50 OEMs, ensuring our transceivers meet OEM requirements 100% of the time
Will Integra Optics transceivers have the same quality and standard as OEM?	YES – Integra Optics' raw materials come from the same plants as the OEM. Integra Optics takes the additional step of testing and coding each optic in its US-based manufacturing facility
What warranty does Integra Optics offer on its products?	Integra Optics provides lifetime warranty on its products and will repair/replace free of charge if product fails

KEY CONTACTS:



Telecom, MSO, Enterprise

Contact: Chris Oberg
Phone: 703-400-9409
Email: coberg@integraoptics.com

Federal

Contact: Tim Fazioli
Phone: 518-213-6304
Email: tfazioli@integraoptics.com

Engineering

Contact: 24/7 support
Phone: 877-203-0986
Email: customersupport@integraoptics.com