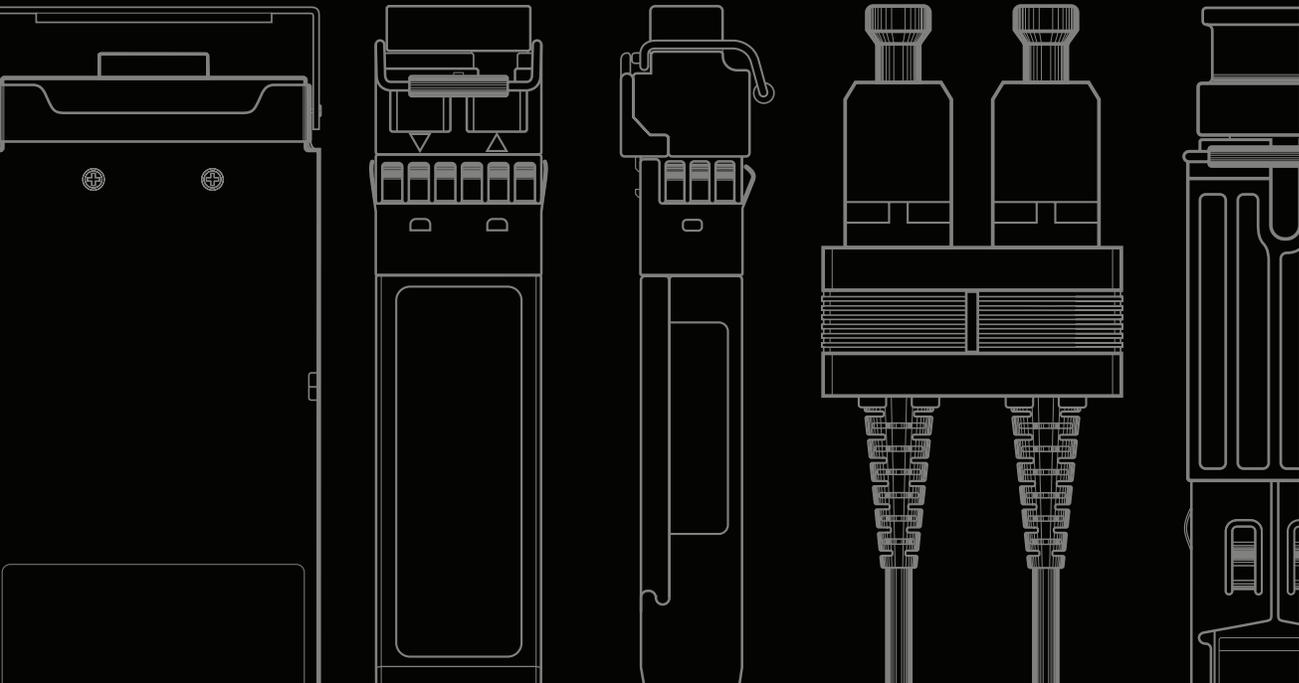




# 2019 Product Catalog

Fiber optic network components: transceivers, meters, passives, jumpers and uptime tools

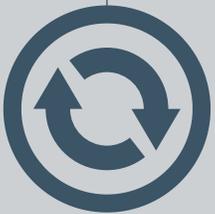
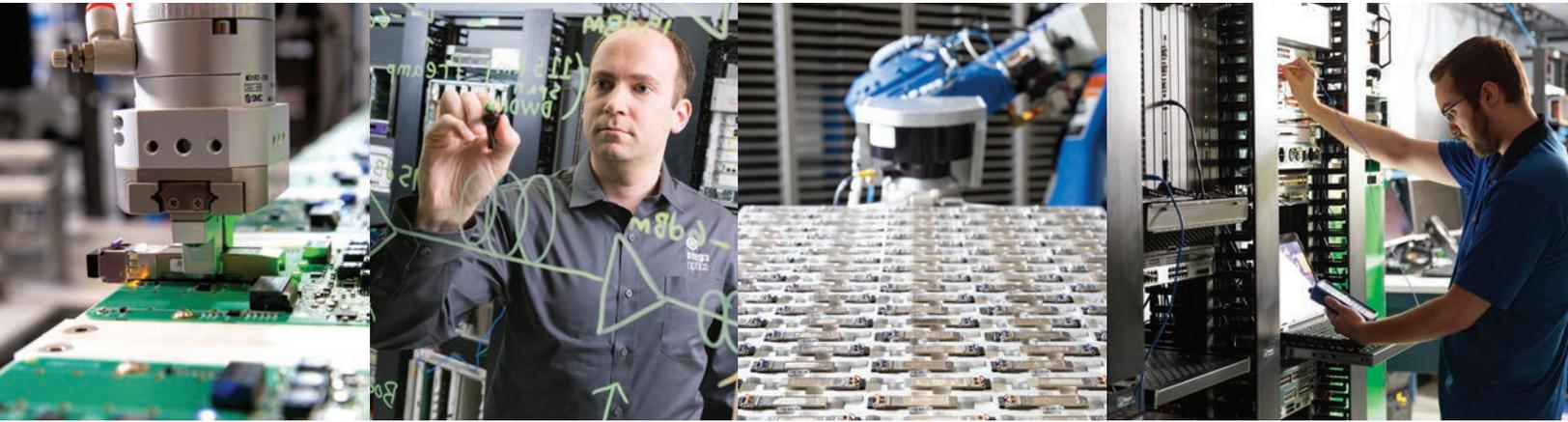


**integra  
optics**

the most trusted  
name in uptime

# 100% focused on uptime

We understand that your business and residential end users expect their internet and phones to work 100% of the time. That's why Integra Optics is 100% focused on uptime. It's our mission to ensure that customers can turn up services faster, build out the fiber networks they need to be competitive, and keep them up and running.



**IDENTICALLY  
CODED TO  
OEM  
PLATFORMS**

Integra manufactures our transceivers to be 100% interoperable and identically coded to over 50+ OEM platforms, guaranteed for performance and reliability you can trust.



**33X  
MORE  
RELIABLE**

We make sure every transceiver is correctly coded and tested 100% of the time. As a result, Integra brand optics are 33 times more reliable than both OEM and third party generics.



**AVAILABLE  
ON-  
DEMAND**

With the largest inventory in the Western Hemisphere, Integra can ship orders in days, rather than weeks or months and help customers manage their supply chains.

## HOW TO ORDER

Phone:  
**+1.877.402.3850**

Fax:  
**+1.866.847.5219**

Email:  
[integrabd@integroptics.com](mailto:integrabd@integroptics.com)

Online:  
[integroptics.com](http://integroptics.com)

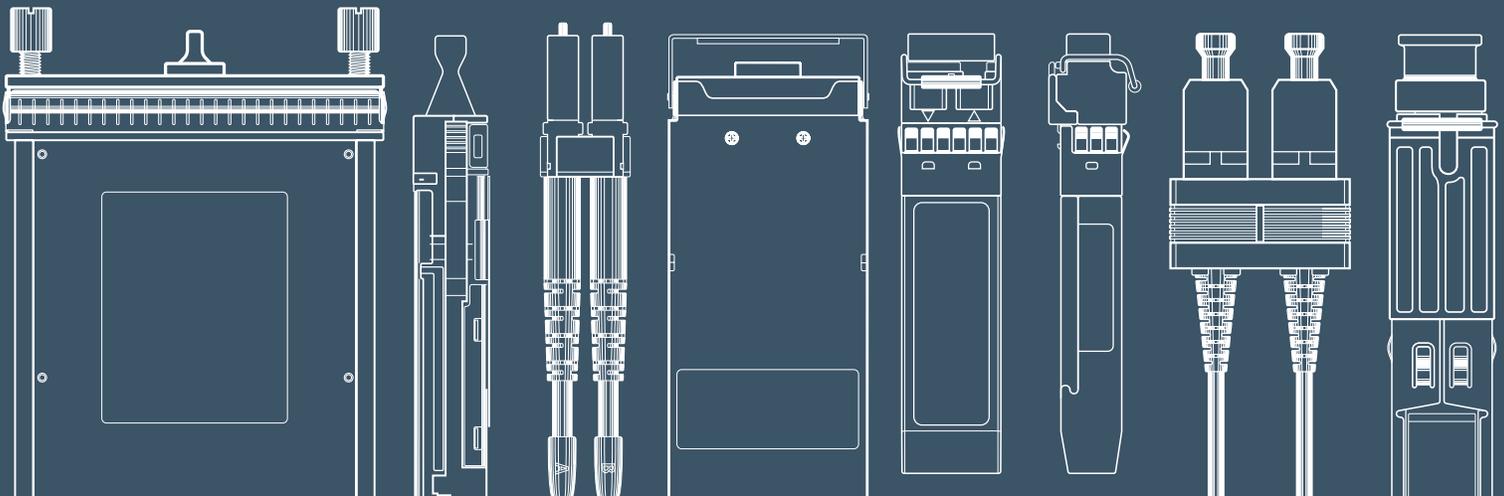
 **integra optics**  
the most trusted name in uptime



# Serving telecom, cable, and data network industries

Integra Optics helps network engineers, designers and managers around the world build out new fiber optic networks, extend the value of their existing networks and maintain uptime with the most reliable transceivers and fiber optic components available. We're providing network solutions for over 300 organizations worldwide.

	Integra Optics	OEM optics	3rd party optics
100% interoperable across OEM platforms	✓	✓	✗
Remote and on-site engineering support 24/7	✓	✓	✗
Specifications beyond OEM offerings	✓	✗	✗
On-demand availability	✓	✗	✗
In-house platform specific coding and testing of all transceivers	✓	✗	✗
Engineered, triple-tested and inventoried in the U.S.A.	✓	✗	✗
First quality materials and components for every product	✓	✗	✗



# New solutions for a more predictable supply chain

Integra Optics was founded to answer the problems of reliability and availability. We're committed to making our transceivers not only better, but also more readily available than any other manufacturer in the industry. We maintain a large inventory of optics that are accurately coded, triple-tested and ready to ship when you need them.

## OEM Interoperable Portfolio



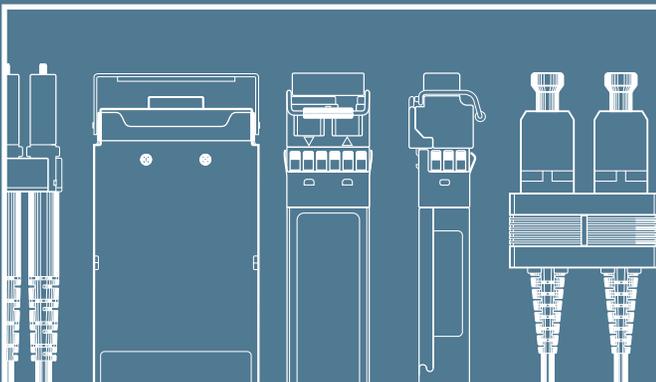
OEM	Rate	
GLC-T	1G	Copper
GLC-SX-MMD	1G	SX
GLC-LH-SMD	1G	LX
SFP-10G-SR-S	10G	SR
SFP-10G-LR-S	10G	LR
DWDM-SFP10G-C	10G	ZR
DWDM-XFP-C	10G	ZR
DS-SFP-FC16G-SW	16G	SR
DS-SFP-FC16G-LW	16G	LR
QSFP-40G-SR-S	40G	SR
QSFP-40G-LR-S	40G	LR
QSFP-100G-SR4-S	100G	SR
QSFP-100G-LR4-S	100G	SR



OEM	Rate	
SFP-1GE-FE-E-T	1G	Copper
SFP-1GE-SX	1G	SX
SFP-1GE-LX	1G	LX
SFP-10G-SR	10G	SR
SFP-10G-LR	10G	LR
SFP-10G-CT50-ZR	10G	ZR
XFP-10G-CBAND-T50-ZR	10G	ZR
QFX-QSFP-40G-SR4	40G	SR
QFX-QSFP-40G-LR4	40G	LR
JNP-QSFP-100G-SR4	100G	SR
JNP-QSFP-100G-LR4	100G	LR



OEM	Rate	
SFP-1G-T	1G	Copper
SFP-1G-SX	1G	SX
SFP-1G-LX	1G	LX
SFP-10G-SR	10G	SR
SFP-10G-LR	10G	LR
SFP-10G-DZ-T	10G	ZR
QSFP-40G-SR4	40G	SR
QSFP-40G-LR4	40G	LR
QSFP-100G-SR4	100G	SR
QSFP-100G-LR4	100G	LR



Don't see what you are looking for?  
Just ask!



# OEM Interoperable Portfolio

<b>hp</b>		
OEM	Rate	
J8177C	1G	Copper
J4858C	1G	SX
J4859C	1G	LX
J9150A	10G	SR
J9151A	10G	LR
JD092B	10G	SR
JD094B	10G	LR
JH231A	40G	SR
JH232A	40G	LR

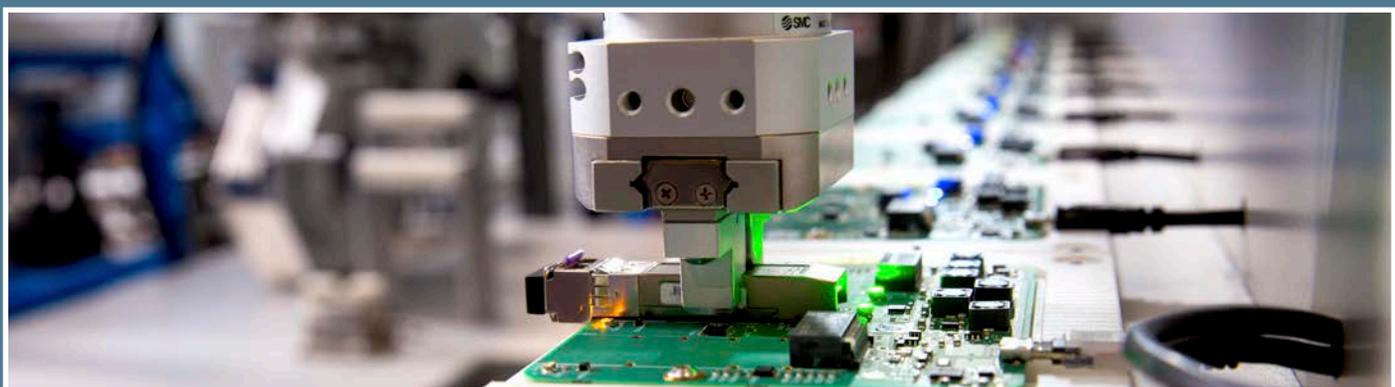
<b>ADTRAN</b>		
OEM	Rate	
1184561P4	1G	Copper
1184561P3	1G	SX
1184561P1	1G	LX
1442401G1	10G	SR
1442410G1	10G	LR
1442496F1C	10G	ZR
1442901G1	10G	SR
1442910G1	10G	LR
1442985G1C	10G	ZR

<b>NOKIA</b>		
OEM	Rate	
3HE00062AA	1G	Copper
3HE00027AA	1G	SX
3HE00028AA	1G	LX
3HE04824AA	10G	SR
3HE04823AA	10G	LR
3HE08142AA	10G	ZR
3HE06485AA	40G	LR
3HE04821BA	100G	SR
3HE09498AA	100G	LR
3AL82023AA	100G	LR

<b>FUJITSU</b>		
OEM	Rate	
FC9570521001	1G	Copper
FC95705030	1G	SX
FC95705010	1G	LX
FC95704Axx	2.5G	ZR
FC95731131	10G	SR
FC95731410	10G	LR
FC95734Axx	10G	ZR
FC95734HC1	10G	ZR
FC95872LR4	100G	LR
FJ5B7E	100G	SR

<b>BROCADE</b>		
OEM	Rate	
E1MG-TX	1G	Copper
E1MG-SX-OM	1G	SX
E1MG-LX-OM	1G	LX
10G-SFPP-SR	10G	SR
10G-SFPP-LR	10G	LR
10G-SFPP-ZRD-T	10G	ZR
40G-QSFP-SR4-INT	40G	SR
40G-QSFP-LR4	40G	LR
100G-QSFP28-SR4	100G	SR
100G-QSFP28-LR4-LP-10KM	100G	LR

<b>MRV</b>		
OEM	Rate	
SFP-GA-R	1G	Copper
SFP-DGD-SX	1G	SX
SFP-GD-LX	1G	LX
SFP-10GD-SX	10G	SR
SFP-10GD-LR	10G	LR
SFP-10GDWZR-TC	10G	ZR
XFP-10GD-SX	10G	SR
XFP-10GD-LR	10G	LR
XFP-DWLR08TC	10G	ZR
CFP-100G-ER4	100G	ER4
CFP-100G-LR4	100G	LR4





# OEM Interoperable Portfolio

ciena / NORTEL		
OEM	Rate	
NTTP61AA	1G	Copper
NTTP01CF	1G	LX
NTTP01AF	1G	SX
NTTP588D	1G	LX
NTTP07FF	1G	ZX
NTTP30CF	10G	LR
NTTP81AA	10G	SR
NTTP84BA	10G	LR
NTTP84AA	10G	ER
NTTP81KA	10G	ZR
NTTP84HA	10G	ZR



## Did you know?

You can ensure coding accuracy and eliminate time spent finding replacement optics when you choose Integra transceivers. Our Smart Coder and Smart Coder+ allows technicians to reconfigure our transceivers for specific hardware right in the field.

ADVA™ Optical Networking		
OEM	Rate	
0061705890	1G	Copper
0061003006	1G	SX
0061004009	1G	LX
1061701855	10G	SR
1061701850	10G	LR
1061702100	10G	ZR
0061701825	10G	SR
0061701811	10G	LR
1061701400	10G	ZR

infinera®		
OEM	Rate	
TOM-1G-SX	1G	SX
TOM-1G-LX	1G	LX
TOM-10G-SFPP-SR1	10G	LR
TOM-10G-SFPP-IR2	10G	ER
TOM-10G-SFPP-LR2	10G	ZR
TOM-10G-SFPP-DT	10G	ZR
TOM-10G-SR0	10G	SR
TOM-10G-SR1	10G	LR
TOM-100G-Q-LR4	100G	LR

tellabs™		
OEM	Rate	
81.86Z155MEC100	1G	Copper
81.S2GFCSR1851M	1G	SX
81.S1GBELX1131S	1G	LX
81.86T-PO10GSRM	10G	SR
81.86T-PO10GLRS	10G	LR
81.71T-SPDWMHP	10G	ZR
81.X0192SR1131S	10G	SR
81.X0192SR1851M	10G	LR
81.71T-XDWDWM-R6	10G	ZR



# OEM Interoperable Portfolio

Extreme networks		
OEM	Rate	
10050	1G	Copper
10051	1G	SX
10052	1G	LX
10301	10G	SR
10302	10G	LR
10325	10G	ZR
10319	40G	SR
10320	40G	LR
10401	100G	SR

Calix		
OEM	Rate	
100-01661	1G	Copper
100-01660	1G	SX
100-01662	1G	LX
100-01782	2.5G	B+
100-01784	2.5G	C+
100-01515	10G	SR
100-01512	10G	LR
100-01511	10G	ER
100-01971	10G	ZR

HUAWEI		
OEM	Rate	
SFP-1000BaseT	1G	Copper
eSFP-GE-SX-MM850	1G	SX
SFP-GE-LX-SM1310	1G	LX
OMXD30000	10G	SR
OSXD10000	10G	LR
QSFP-40G-iSR4	40G	SR
QSFP-40G-LR4	40G	LR
QSFP-100G-SR4	100G	SR
QSFP-100G-LR4	100G	LR



We provide what the OEM does and **what they don't!**

## Distance

OEM's don't always supply optics to support distances commonly used in **service provider networks** today.

## Wavelength

Integra is capable of hardware at **any wavelength for any platform**, for any transceiver!

## Temperature

Operate in extreme temperatures? Integra can provide optics for **challenging environmental conditions!**

## Transport-Specific Optimizations

High dispersion, long-haul amplified networks, old fiber? Not a problem! Integra can **optimize the hardware/firmware** of the transceiver for your application.



## Transceivers 1G & 10G

### SFP 1G

#### Applications

- 1000Base-X, MetroE
- LAN/WAN, Backhaul

#### Features

- Copper, SM or MM interfaces
- Variable distance support, 100m-160km
- Bi-Directional, CWDM, DWDM variants available
- Optional C-Temp, E-Temp, I-Temp capable
- Up to 4Gbps

#### Protocol Support

- 10/100/1000Base-X, SONET/SDH, 1-4G Fibre Channel, Up to 3G CPRI



### SFP+ 10G

#### Applications

- 10GBase-X, MetroE
- LAN/WAN, Backhaul
- Carrier Transport
- Data Center

#### Features

- Copper, SM or MM interfaces
- Variable distance support, 100m-80km
- Bi-Directional, CWDM, DWDM variants available
- Optional C-Temp, E-Temp, I-Temp capable
- Up to 11.1Gbps

#### Protocol Support

- 10GBase-X, SONET/SDH, Fibre Channel, CPRI, OTN with support for FEC



## Transceivers 25G

### SFP28 28G

#### Applications

- 25GBase-X, MetroE
- LAN/WAN, Backhaul
- Carrier Transport
- Data Center

#### Features

- SM or MM interfaces
- Variable distance supported 100m-10km
- Bi-Directional variants available
- Optional C-Temp, E-Temp, I-Temp capable
- Up to 28Gbps

#### Protocol Support

- 25GBase-X, Fiber Channel



## Transceivers 40G

### XFP 10G

#### Applications

- 10GBase-X, MetroE
- LAN/WAN, Backhaul
- Carrier Transport
- Data Center

#### Features

- SM or MM interfaces
- Variable distance support, 100m-80km
- Bi-Directional, CWDM, DWDM variants available
- Optional C-Temp, E-Temp, I-Temp capable
- Up to 11.3Gbps

#### Protocol Support

- 10GBase-X, SONET/SDH, Fibre Channel, CPRI, OTN with support for FEC



### DWDM Tunable 10G

#### Applications

- 10GBase-ER/ZR
- Carrier Transport

#### Features

- SFP or XFP
- Link distance up to 80km
- Tunable range 1528.77-1566.72
- 50 and 100 GHz spacing
- Up to 11.3Gbps

#### Protocol Support

- 10GBase-ER/ZR, SONET/SDH, Fibre Channel, CPRI, OTN with support for FEC



### QSFP+ 40G

#### Applications

- 40GBase-X
- Carrier Transport
- Data Center

#### Features

- SM or MM interfaces
- LC or MPO connectors
- Variable distance support, 100m-40km
- Quad lane 4x10G support
- Up to 41.25Gbps

#### Protocol Support

- 40GBase-X





# Transceivers 100G

## QSFP28 100G

### Applications

- 100GBase-X
- LAN/WAN
- Backhaul
- Data Center



### Features

- SM-LC or MM-MPO interfaces
- Variable distance support, 100m-40km
- Quad lane 4x25G support
- Up to 112Gbps
- SR4, LR4, ER4, CWDM4/CLR4 and PSM4 variants available

### Protocol Support

- 100GBase-X, OTU4 with support for FEC

## CFP 100G

### Application

- 100GBase-X
- LAN/WAN
- Backhaul
- Data Center



### Features

- SM-LC or MM-MPO interfaces
- Variable distance support, 100m-40km
- 10x10G or quad lane 4x25G support
- Up to 112Gbps
- SR10, LR4 and ER4 variants available

### Protocol Support

- 100GBase-X, OTU4 with support for FEC

## CFP2 100G

### Applications

- 100GBase-X
- LAN/WAN
- Backhaul



### Features

- SM-LC interfaces
- Link distances up to 40km
- Quad lane 4x25G support
- Up to 112Gbps
- Available as LR4, ER4 and SR10

### Protocol Support

- 100GBase-X, OTU4 with support for FEC



“ From network upgrades, to full network builds, to deploying 100G, they have always supported our needs in a timely manner. Integra’s availability and reliability are unbeatable. ”

- Broadband Network Engineer  
Grande Communications

## CFP4 100G

### Applications

- 100GBase-X
- LAN/WAN
- Backhaul
- Data Center



### Features

- SM-LC or MM-MPO interfaces
- Variable distance support 100m-10km
- Quad lane 4x25G support
- Up to 112Gbps
- SR4 and LR4 variants available

### Protocol Support

- 100GBase-X, OTU4 with support for FEC

# Converters

## CFP to QSFP28

### Applications

- Covers a CFP interface to a QSFP28 interface
- Primary applications align with QSFP28 optical transceivers

### Features

- Primary features align with QSFP28 optical transceivers
- Brings SR4 capabilities to your CFP interface

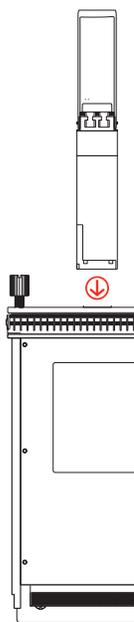
## CFP2 to QSFP28

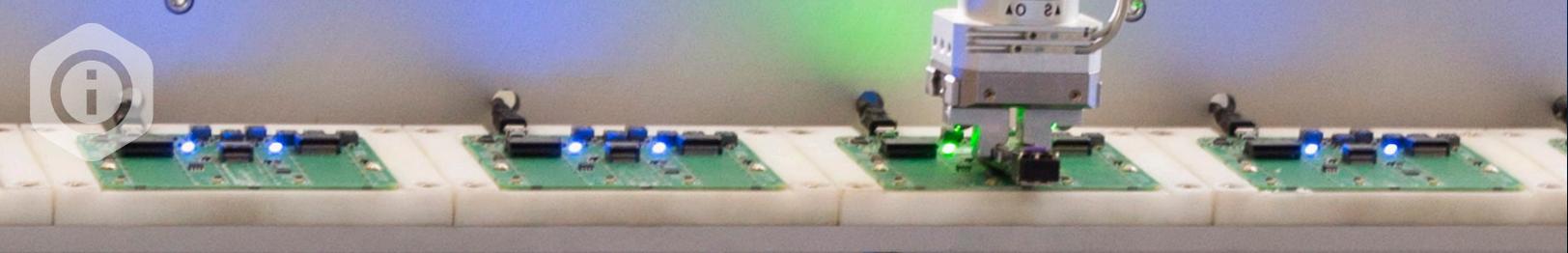
### Applications

- Covers a CFP2 interface to a QSFP28 interface
- Primary applications align with QSFP28 optical transceivers

### Features

- Primary features align with QSFP28 optical transceivers
- Brings SR4 capabilities to your CFP2 interface





## Additional Transceivers

## Direct Attach Transceivers

### GPON OLT

#### Applications

- GPON
- FTTx

#### Features

- B+ or C+ compliant
- Variable distance support 100m-40km
- Up to a 1x64 split
- 1310nm receive, 1.244Gbps
- 1490nm transmit, 2.488Gbps

#### Protocol Support

- G.984 GPON



### SFP+ TWINAX 10G

#### Applications

- Data Center
- SAN Networks

#### Features

- Direct attach copper
- Variable distance support 1m-15m
- Passive and active variants available
- Up to 10.3Gbps

#### Protocol Support

- Ethernet, Fibre Channel



### SFP+ AOC 10G

#### Applications

- Data Center
- SAN Networks

#### Features

- Direct attach OM3/OM4 optical fiber
- Variable distance support 1m-100m
- Optional C-Temp, E-Temp available
- Up to 10.3Gbps

#### Protocol Support

- 10GBase-SR, Fibre Channel



### QSFP28 AOC 40G/100G

#### Applications

- Data Center
- Telecom

#### Features

- Direct attach OM3/OM4 optical fiber
- Variable distance support 1m-100m
- Optional C-Temp, E-Temp available
- Up to 40Gbps or 100Gbps
- 1x40G (QSFP-QSFP) and 4x10G (QSFP-SFP+) available or 1x100G (QSFP-QSFP) and 4X25G (QSFP-SFP28)

#### Protocol Support

- 10GBase-SR, 25GBase-SR, 40GBase-SR, 100Base-SR, Fibre Channel, OTN with support for FEC and OTU4



### QSFP+ Copper 40G

#### Applications

- Data Center
- Telecom

#### Features

- Direct attach copper
- Variable distance support 1m-7m
- Up to 40Gbps
- 1x40G (QSFP-QSFP) and 4x10G (QSFP-SFP+) available

#### Protocol Support

- Ethernet, Fibre Channel



### QSFP+ Copper 100G

#### Applications

- Data Center
- Telecom

#### Features

- Direct attach copper
- Variable distance support 1m-5m
- Up to 100Gbps
- 1x100G (QSFP-QSFP) and 4X25G (QSFP-SFP28)

#### Protocol Support

- Ethernet, Fibre Channel





# Meters

## CWDM Optical Analyzer

### Applications

- MetroE
- WAN
- LAN
- Backhaul



### Features

- 18 CWDM channels
- Wavelengths 1270-1610nm
- Ruggedized with color display
- Internal rechargeable lithium battery
- Auto or manual scan capable
- Measurement data storage function
- SC/UPC SM interface

## DWDM Optical Analyzer

### Applications

- MetroE
- WAN
- Backhaul
- Carrier Transport



### Features

- Available with 50 or 100 GHz spacing
- Wavelengths 1527.99-1565.91nm
- Ruggedized with color display
- Internal rechargeable lithium battery
- Auto or manual scan capable
- Measurement data storage function
- SC/UPC SM interface

## PON Power Meter

### Applications

- FTTx



### Features

- Wavelengths 1270/1310/1490/1550/1577
- PON pass through for simultaneous measurement of both upstream and downstream
- Capable of burst mode measurement of 1310nm/1270nm upstream
- Measurement data storage function
- SC/APC SM interface



## Optical Power Meter

### Applications

- FTTx
- WAN
- LAN
- RFOG



### Features

- Wavelengths 850/1270/1310/1490/1550 /1577/1610
- Measurement range (dBm) -50 ~ +26
- Measurement data storage function
- SC interface

## Mini Optical Power Meter

### Applications

- FTTx
- WAN
- LAN
- RFOG



### Features

- Wavelengths 850/1270/1310/1490/1550 /1577/1610
- Lightweight, portable, ruggedized design
- OLED display
- SC Interface

## OTDR

### Applications

- Single Mode Fiber Applications



### Features

- 3.5inch, color LCD, touch screen
- Measures optical fiber parameters such as length, loss, and connection quality
- Accurate positioning of event and fault points
- Test range of 500m-80km
- Transmits at 1310/1550nm wavelengths
- High capacity lithium battery



# Fiber Jumpers

## Multi-Mode

### Applications

- Data Centers
- Metro-E
- LAN/WAN Systems
- Backhaul
- Carrier Transport



### Features

- OM1 and bend insensitive OM3, OM4
- Simplex and duplex versions
- Available in PVC (OFNR), plenum, indoor/outdoor ruggedized, low smoke zero halogen
- UPC of all types of connectors
- Distances ranging from 1-100m+

## Single-Mode

### Applications

- Data Centers
- FTTx
- Metro-E
- LAN/WAN Systems
- Backhaul
- Carrier Transport



### Features

- Bend insensitive 8.33/125µm
- Simplex and duplex versions
- Buffer Size: 1.2mm, 1.6mm, 2.0mm, 3.0mm, 4.8mm
- Available in PVC (OFNR), plenum, indoor/outdoor ruggedized, low smoke zero halogen
- UPC/APC of all type of connectors
- Distances ranging from 1-100m+

## MPO Cables

### Applications

- Data Centers
- FTTx
- Metro-E
- LAN/WAN Systems
- Backhaul
- Carrier Transport



### Features

- OM3, OM4 Multi-Mode and Single Mode
- Method A, B and C
- 8, 12 and 24 fibers
- MPO-Male/Female and LC-UPC/APC breakout options
- Distances ranging from 1-100m+

# Passives

## PLC Splitters

### Applications

- FTTx
- LAN/WAN Systems
- CATV Systems



### Features

- Low IL and PDL
- Wide operating bandwidth
- Wide operating temperature
- Telcordia qualified
- RoHS compliant

## WDM Mux/Demux Modules

### Applications

- CWDM System
- DWDM System
- Unidirectional Systems
- Bi-directional Systems
- CATV Systems
- FTTx



### Features

- Low Insertion loss and high channel isolation
- High temperature stability
- Epoxy-free optical path
- Modular within rack mount chassis

## Outside Plant Cassette

### Applications

- CWDM System
- DWDM System
- Unidirectional Systems
- Bi-directional Systems
- CATV Systems
- FTTx



### Features

- Low profile design
- Wide operating bandwidth
- Wide operating temperature
- Telcordia qualified
- RoHS compliant
- OSP (outside cabinet or splice enclosure)





# Uptime Tools

## Portable Scope

### Applications

- Optical Inspection



### Features

- Precise focus control for instant detection
- Small and portable
- Video display
- Snapshot and video capable
- Over 10 adaptor tips to choose from

## Mini Visual Fault Locator

### Applications

- Single Mode Fiber



### Features

- Dual mode operation, constant on or pulsed
- Quickly identifies damaged fibers
- Locates fiber breaks, faults, and bends
- Operates at 650nm
- Visibility up to 10Km

## Cleaning Kit

### Applications

- Optical Inspection



### Features

- 1.25mm/2.5mm/MPO CleanClicker
- 1.25mm/2.5mm/MPO cleaning sticks
- 90 sheets of cleaning wipes
- Non-hazardous high-purity cleaning fluid engineered for precision optical components
- Portable flashlight
- Portable travel bag



## Uptime Kits

### Applications

- Headend/CO
- Field Technicians



### Features

- Various case sizes
- Watertight, crushproof, dust resistant case
- Customizable
- Included products within a case can consist of a Smart Coder or Smart Coder+, a meter, jumpers, cleaning supplies, and a variety of transceivers.

## Smart Coder

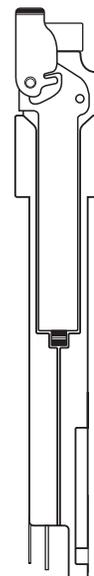
### Applications

- Field Technicians
- Central Staging Locations



### Features

- Allows users to rapidly reconfigure Integra's transceivers to a desired platform
- Reconfigures SFP, SFP+, XFP, QSFP+ and QSFP28 optics
- Remote support capable
- USB powered
- Intuitive web-based interface
- Displays diagnostic information



### Did you know?

Large businesses lose an average of 3.6 percent in annual revenues due to network downtime.

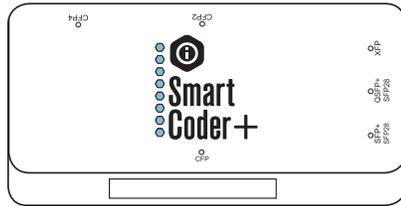


## Smart Coder+

Reconfigure any Integra transceiver from 1G to 100G, giving your network engineers and field techs the power to code and recode how they need and when they need!

The Smart Coder+ has a variety of features including:

- ✓ Recode all Integra transceivers in current form factors from 1G to 100G, for over 50+ OEM platforms.
- ✓ Reduce sparing! Use the Smart Coder+ to tune 10G tunables or recode to a 10G or 1G fixed DWDM channel.
- ✓ Recode transceivers as many times as needed.
- ✓ Conduct diagnostic monitoring on both Integra and non-Integra brand transceivers (transmit power, receive power, temperature, and more).
- ✓ Easily select parts and platforms with user-friendly interface.
- ✓ Work with Integra engineers in real time through the app's remote support feature.



Did you know?

OEM transceivers are typically coded by overseas suppliers and shipped directly to the customer. Integra codes and triple-tests all its optics.



### Integra Optics

- ✓ Patented recoding technology (Patent US 10,116,384 B2)
- ✓ Recode 10G tunable transceivers to 10G fixed DWDM channels and 1G fixed DWDM channels.
- ✓ Read any form factor from 1G to 100G and check the diagnostics of the optic.
- ✓ In-app remote engineering support.

# VS.

### Competitors

- ✗ No patented recoding functionality.
- ✗ No flexibility (can only take a 10G tunable and tune it to a specific 10G DWDM channel).
- ✗ Limited functionality and no diagnostics available.
- ✗ No remote support capabilities.

“ Thank you for saving me from an incident created by another optics vendor... Integra shipped us tunables and using **Integra’s Smart Coder**, we were able to **turn up our network faster** . The project was **completed on time** thanks to the fast action of Integra. I have discovered that what initially looks like a good deal is not the entire price. ”

- Network Administrator, **Jaguar Communications**



# Here are some great questions to ask your optics provider

## Reliability

- What is your failure rate?
- Do you code and test every transceiver you sell?
- Do you rely on your supplier for coding support?
- Do you offer a remote coding tool?
- Do you have quality control certifications?

## Availability

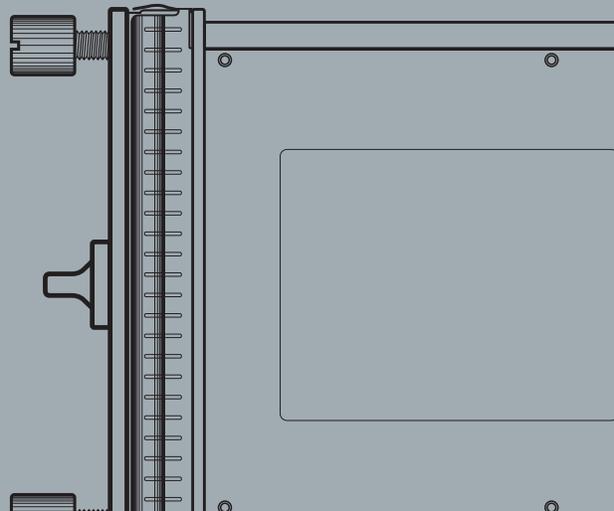
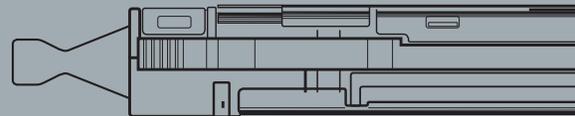
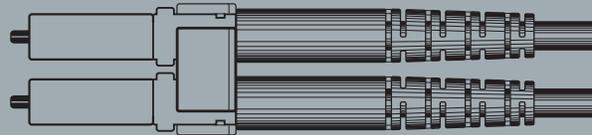
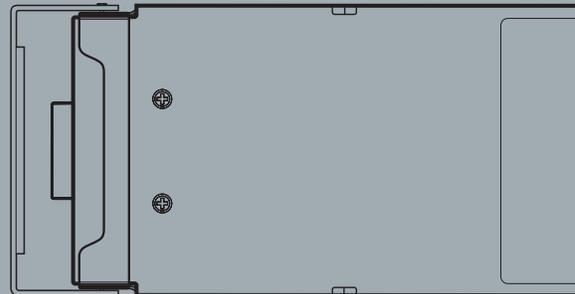
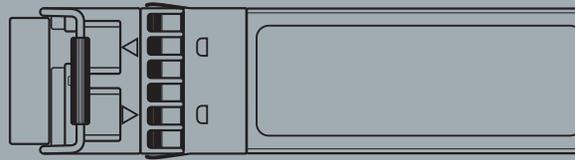
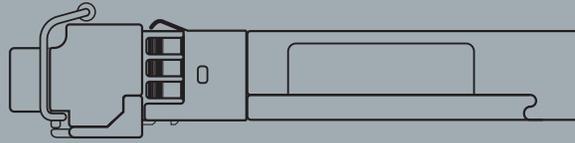
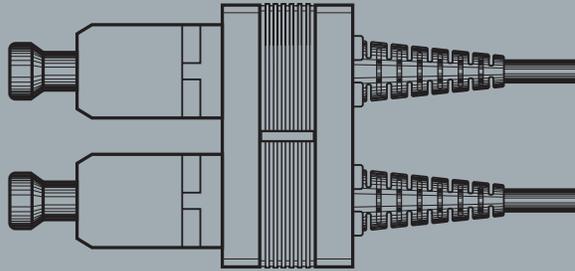
- Do you have inventory available, ready to ship on demand?
- How quickly will you deliver optics to my location?
- Can you scale up if I need a large order quickly?

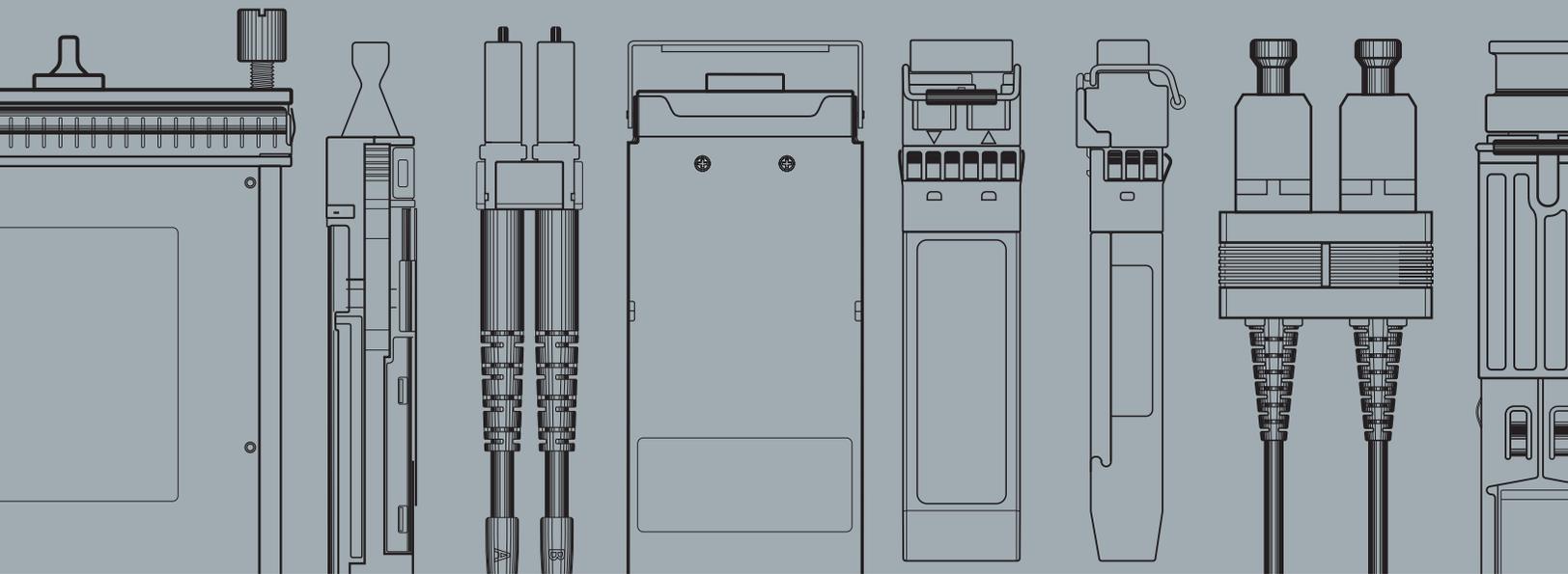
## Interoperability

- Are there any platforms you don't support?
- Can your optics be coded for other platforms?

## Support

- If your parts fail, will you help me get my network up again?
- Can you support my techs if they have trouble in the field?
- What are the most common customer support challenges you face?





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