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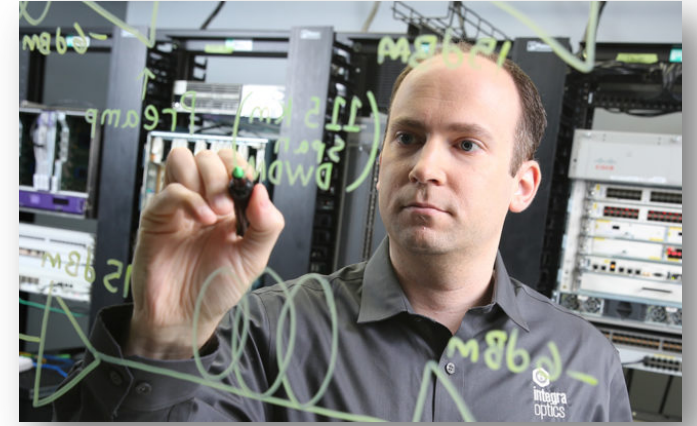
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We understand that end users expect their internet and phones to work 100% of the time. That's why Integra Optics is 100% focused on uptime. Our mission is to ensure you turn up services faster, build out the fiber networks you need to be competitive,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

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The Integra Story

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100% Focused on Uptime

- ⬆ A vision of more reliable uptime

- ⬆ Engineering-driven culture headed by CEO
  and Founder Dave Prescott, former Navy nuclear engineer

- ⬆ Veteran-owned business run with military discipline by
  a 25 percent veteran workforce

- ⬆ Serve provider and enterprise space, both domestically and internationally

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Why Integra

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Our Guiding Principles

100%
INTER-
OPERABLE

33X
MORE
RELIABLE

AVAILABLE
ON-
DEMAND

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Reliability

33x more reliable than OEM and third third party generics

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$4 to $41

billion

in five years

$20,000,000

in inventory

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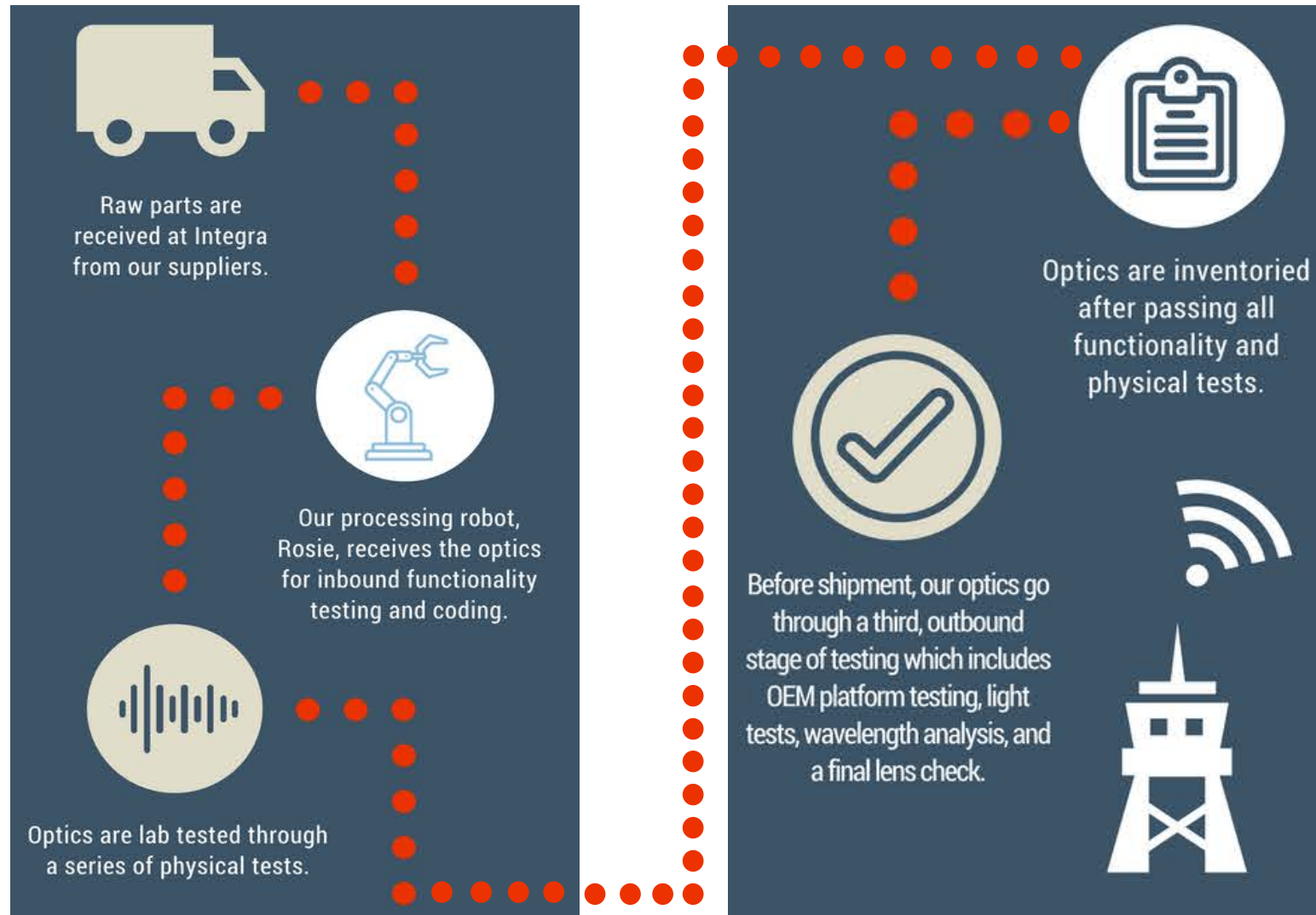
Certified and Scalable Process

⬆ US-based manufacturing facility

⬆ ISO 9001 Certified

⬆ Accurate in-house coding and testing using high speed robotics

⬆ Automated shipping and inventory management control systems

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Inbound/Outbound Testing

Raw parts are received at Integra from our suppliers.

Our processing robot, Rosie, receives the optics for inbound functionality testing and coding.

Optics are lab tested through a series of physical tests.

Optics are inventoried after passing all functionality and physical tests.

Before shipment, our optics go through a third, outbound stage of testing which includes OEM platform testing, light tests, wavelength analysis, and a final lens check.

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The Value of Quality Optics

Typical Optics Provider (2% Annual Failure Rate)	
Towers	40,000
Quantity of SFPs/Tower	18
Total SFPs (Towers x Quant)	720,000
Annual failure rate	2%
Optics failures/year (Total SFPs x fail rate)	14,000
Number of truck rolls to service	14,000
Cost/truck roll	$1,700
Annual cost of truck rolls to support optics failures	$24,480,000

Integra Optics (.001% Annual Failure Rate)	
Towers	40,000
Quantity of SFPs/Tower	18
Total SFPs (Towers x Quant)	720,000
Annual failure rate	.001%
Optics failures/year (Total SFPs x fail rate)	7
Number of truck rolls to service	7
Cost/truck roll	$1,700
Annual cost of truck rolls to support optics failures	$11,900

DIFFERENCE = $24M+

That's $$ you could be spending building out networks faster

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Engineering and Sales Support

⬆ Remote and on-site engineering support 24/7

⬆ Deep bench of customer-facing systems engineers to help develop and validate customer scenarios and requirements

⬆ Experienced engineers to assist in proof of concept, testing, and technical support

⬆ Knowledgeable customer support team to assist with expedited and proof of delivery and timely RMA processing

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Product Overview

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Our Products

Meters

- CWDM/DWDM Optical Analyzers
- PON and Optical Power Meters
- OTDR

Transceivers

- SFP/SFP+, XFP, CSFP, QSFP/QSFP+, GPON, CFP/CFP2/CFP4, Tunables, Direct Attach, BiDis

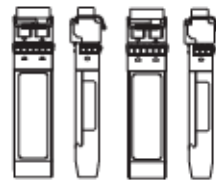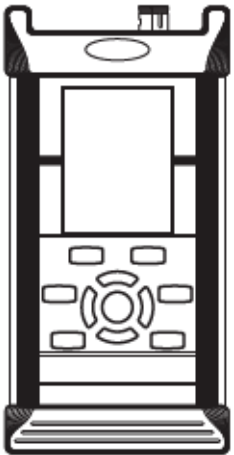100% interoperable with more than 50 OEM platforms including Cisco, Juniper, Arista, HP, Nokia, Fujitsu and more

Fiber Jumpers

- Multi-Mode
- Single-Mode
- MPO Cables

Passives

- Mux/DeMux
- PLC Splitters
- Outside Plant Cassette

Uptime Tools

- Smart Coder
- Uptime Kits
- Portable Scope & Cleaning Kits
- Mini Visual Fault Locator

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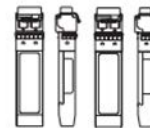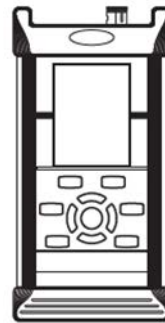
Integra's Uptime Kit

Identify, diagnose, and correct issues on the spot. Originating from customer demand, Integra's Uptime Kit is a "grab and go" solution for when there's an outage or you're in a bind. Select from three case sizes which can have a Smart Coder, a meter, and a combination of transceivers to complete this field-ready customized kit.

Applications
⇡   Headend/CO
⇡   Field Technicians

Features
⇡   Waterproof, crushproof, dust resistant case
⇡   Customizable
⇡   Included products can consist of Smart Coder, meter(s), jumpers, cleaning supplies, and a variety of transceivers

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You're In Good Company

What Our Customers Say

"..We have seen **from the testing results of your optics that their quality is excellent**. Matter of fact, our testing went smoothly without any warnings or errors...I am convinced that Integra **exemplifies quality, agility to deliver and professionalism**.
Senior Network Architect
Bell

"...We (Wave) have done extensive research over the years and have found Integra's products are high quality and **meet if not exceed OEM specifications**.
Senior Network Technician
Wave Broadband

"Thank you for saving me from an incident created by another optics vendor... I have discovered that **what initially looks like a good deal is not the entire price.**
Network Administrator
Jaguar Communications

"...Integra Optics understands and supports smaller companies like ours; **without their help, we couldn't compete against the big guys.** Integra Optics **engineers have some of the best response times you can ask for**; they have bailed us out of a jam more than once.
Network Operations Manage
Noel Communications

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Discussion and Next Steps

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