

TEST & MEASUREMENT

PORTFOLIO OVERVIEW—PART 1



EXFO

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Thank you

(1)



We're the communications industry's test, monitoring and analytics experts.

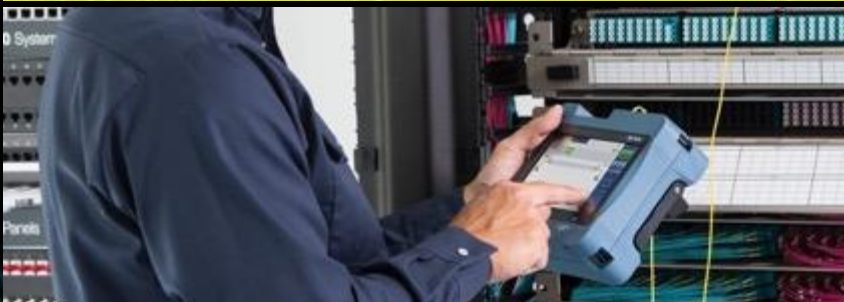
Who we help



Network equipment vendors (NEMs)



Communication service providers (CSPs)



Webscale and large enterprises



Contractors and managed services



Enabling your
transformation
from **dream** to **reality**.

Our industry is evolving. . .

INTELLIGENCE

Fiber



High-speed



Cloud



5G/IoT/NFV





Designing a society relying intimately
on your networks.

Communication interactions.
Transaction. Dependency.

Interconnect humans
with business, devices,
machines and robots

Access to work, to food,
to daily services and
transportation

Healthcare, security and
mission critical systems

Today, more than ever, the **quality and reliability** of the network **infrastructure** is the **foundation** enabling next-gen applications and monetization.



Rising infrastructure challenges



UNSEEN LEVEL OF COMPLEXITY

Fast pace evolution of technologies

Overlaying legacy
with next-gen technologies

Cope with current and future network
requirements (interoperability)



UNDER PRESSURE

Reduce costs (OPEX/CAPEX)

Shorten delays and MTTR

Avoid impact on SLAs and
customer experience (QoE)

Achieve viable ROI



VISIBILITY, CONTROL AND EXECUTION

Gain real-time visibility
into performance

Keep control over quality
of outsourced jobs

Trust in your capability to scale

Intelligent and automated solutions and processes to evolve with the assurance and agility you need to scale.



The power of intelligent data analytics and test automation.

Smarter
network
in sight.™



Visibility



Workforce
alignment



Quality and
reliability



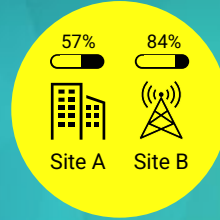
Efficiency



Reactive to
proactive

Efficiencies at each level of your business

Intelligent and automated test solutions and processes drive visibility and ROI.



DEPLOYMENT SCALE

- Visibility into your deployment sites
- Automatic audit process and real-time reaction
- Performance assessment of I&R jobs
- Access to historical test data for root-cause analysis



MANAGEMENT & OPERATIONS

- Automate MoPs across the teams
- Standardize execution from various teams and contractors
- Reduce level-2 expert on-site support and truck rolls
- Improve MTTR and turn-up delays



FIELD TECHNICIANS & CONTRACTORS

- Upskill frontline teams to close jobs better and faster
- Simplify test tools, cutting out complex manipulations
- Reduce training
- Remove the risk of human error

Empowered at each step



Validate

Gain visibility

that critical components into your network performance. Leverage business insights through your test data sources.



Connect

Crank up speeds

across your networks, from core to data centers to subscribers.



Unskill

Locate, ID & fix issues faster

your frontline crews. Make them more efficient, close MTTR while ensuring 100% uptime from the start to ensure seamless CX.



Automate

Assure Interop

and streamline operations to navigate with confidence through complexity, as you mix legacy with next-gen and physical with virtual.



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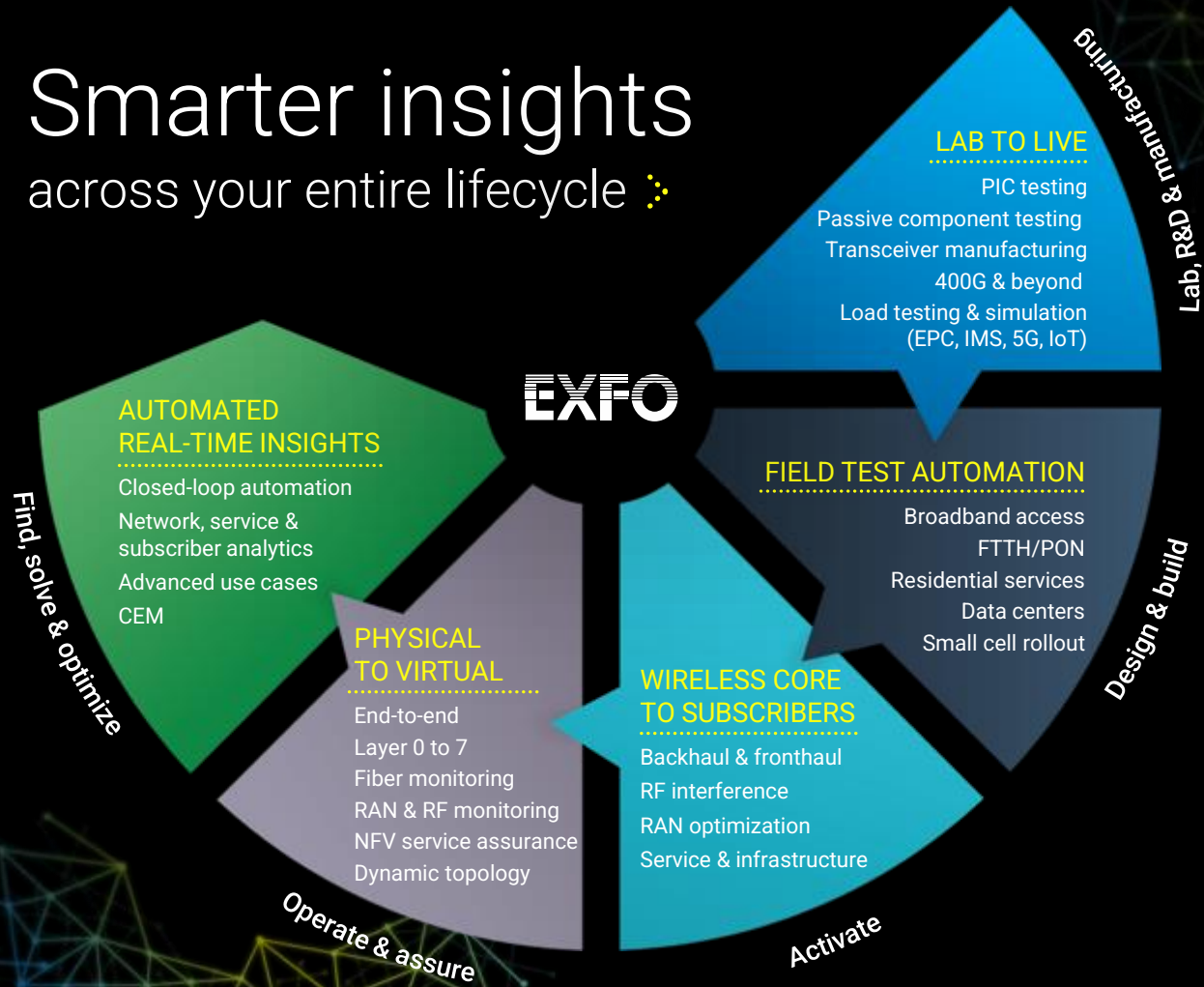


worldwide in fiber
optic test solutions



We know fiber.

Smarter insights across your entire lifecycle



From core to subscriber

What we test

Everything fiber

Ethernet/IP transport and multiservices
(1G, 10G/100G/400G and beyond)

Optical components and transceivers

Ethernet business
services

Fiber deep & RPHY
(CATV/MSOs)

5G, RAN
& X-Haul

FTTH/PON
broadband
access



Design, lab research &
manufacturing



Submarine cables &
longhaul networks



Data centers (IDC & DCI)
CORD, Edge DC



Metro/Core/
Dark fiber



Residential
services



High-speed optical transformation, **done right.**

FIBER / PHYSICAL LAYER

Next-gen optical
components
(5G, PIC)

Fiber deep, fiber
densification &
convergence
(FTTH & 5G)

Mass deployment
for residential
broadband &
business services

HIGH-SPEED TRANSPORT


Fast pace
evolution
of transceivers

High-speed
migration
(100G/400G+)
from labs &
trials into field


Technology
interoperability
e.g., Ethernet IP,
eCPRI, RF over
CPRI

T&M portfolio

Intelligent and automated solutions



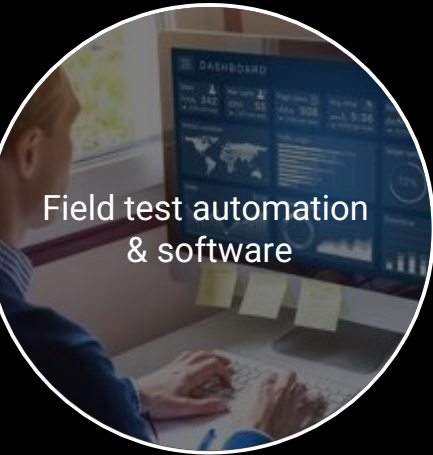
Lab, manufacturing
& research



Physical layer
field testing



Transport &
datacom testing



Field test automation
& software

Lab, manufacturing & research



Loss characterization



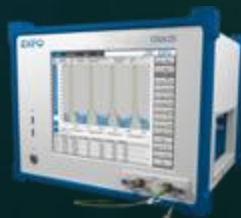
System verification and design



Transceivers validation and mfg.



PIC testing



Passive component testing



Automation/ Industry 4.0

Physical-layer field testing



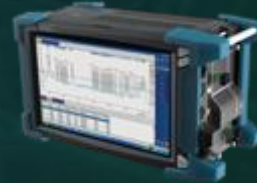
Optical fiber multimeters



OLTS and fiber certifiers



OTDR and iOLM



Optical spectrum analyzers (OSA)



Dispersion



Automation and reporting



Fiber inspection



Multifiber MPO/MTP®



Light sources, power meters and VFL



xDSL/Copper

Transport & datacom testing



Gigabit & WiFi
test solution



Dedicated 10M to
10G Ethernet
test solution



1G to 100G Ethernet
& multiservice
test solution



100G-400G Ethernet
& multiservice
test solution



4G/5G all-in-one
fronthaul & RAN
test solution



High-speed
transceiver
validation



Intelligent service
activation methodology
based on ITU-T Y.1564
& RFC 6349



Intelligent RF
spectrum analysis
over CPRI



EXFO TFv

Test Function Virtualization

Floating &
temporary software
licenses

Field test automation & software solutions



iDptics
High-speed
transceiver validation



Intelligent service activation
methodology based on
ITU-T Y.1564 and RFC 6349



Floating and temporary
software licenses

Intelligent & connected test platforms

Adapted for your dedicated applications

Common Windows-based architecture, with built-in third-party apps

Connected anywhere, anytime



LTB-8

LTB-2

FTB-1/FTB-1 Pro

FTB-2/FTB-2 Pro

FTB-4 Pro

FTB-500



Innovation

12

innovations
that changed
the game



FIP-435B



Optical Explorer



MPO Link test kit



iOLM



MaxTester 700 OTDRs



CTP-10



Optical & T&D all-in-one



iORF



Open Transceiver System



ITU-T Y.1564 & RFC 6349



Intelligent
transceiver testing



Field test
automation

Fix the no.1 cause of network failure.

FIP-435B

Fully automated wireless fiber inspection probe



100%
automated



FAST & EASY
ONE-STEP
INSPECTION
PROCESS

WiFi
CONNECTIVITY
(NO WIRES OR
ADAPTORS)



PASS/FAIL
ANALYSIS BASED
ON INDUSTRY
STANDARDS (IEC/IPC)



LED INDICATOR
ENABLING
SCREENLESS, ONE-HAND
OPERATION



SHARE FILES &
SYNC WITH
DATABASE VIA
A SMART DEVICE



FULL-DAY
ONBOARD
RECHARGEABLE
BATTERY



FULLY FEATURED
INSPECTION SOFTWARE
DESIGNED FOR
SMART DEVICES



I like the latest versions of EXFO's automated testers, they work very well. Started using the wireless inspection probe. . .
Very hard to beat at this point!

John Sharp

Lead Operations Technician



Assess the quality of fiber deployments in seconds.

Optical Xplorer™ 5-star fiber testing made simple for frontline techs



Simpler.



Faster.



Better.



Leaner.



Stronger.





Pioneering FTTH tests from day one.

When FTTH was first deployed, EXFO was there to test it with a concurrent upstream/downstream measurement technique via a pass-through connection.

The PPM-350D

EXFO innovated again with the first PON-aware™ power meter to automatically detect and test next-gen and legacy PON technologies.

3



Go beyond OTDR.

Leave no faulty links behind.

Intelligent optical link mapper—iOLM

EXFO's iOLM turns traditional OTDR testing into clear, automated and first-time-right results for technicians of any experience level.

- Dynamic multipulse acquisition
- Intelligent trace analysis
- All results in a single view
- Comprehensive diagnosis



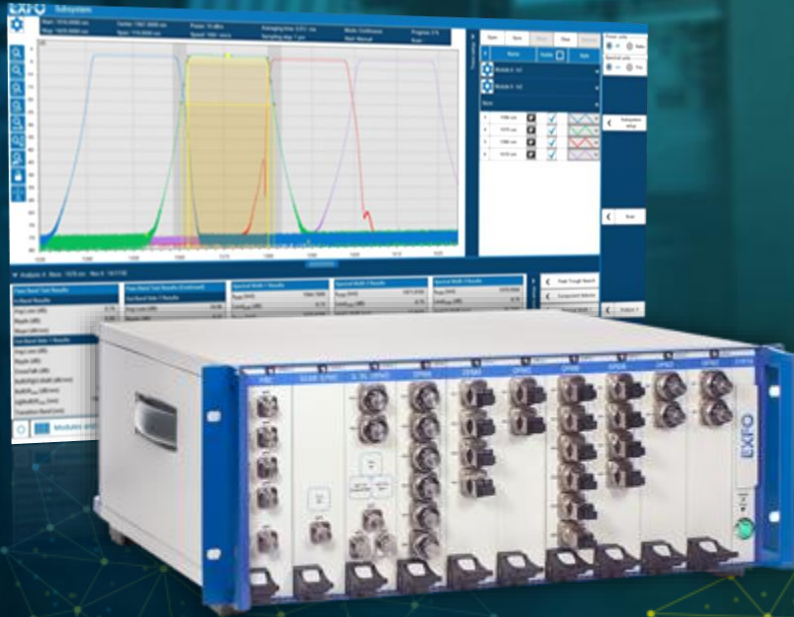


The industry's **best-selling** OTDR!



MaxTester 700 OTDR Series

Compact, intuitive and powerful—this tablet-inspired OTDR is designed for ease of use in the field without compromise on performance and accuracy.



Speed, modularity

Take the PIC when it's hot!

Unmatched specs.

The CTP-10

Passive optical component testing platform for DWDM networks and photonic integrated circuits (PIC). Industry-leading speed to resolution ratio.





See and analyze RF interference & PIM issues



See through the noise

Identify interferences impacting your services, where others were in the blind. All at the touch a button.

Boundless Ethernet rates combinations & optical mix.

**OTDR/iOLM, OLTS, OSA with
10G/25G/50G/100G simultaneous
test capabilities**

Optimal optical and Ethernet test
capabilities under one roof.



FTB-1v2 and FTB-1v2 Pro
dual carrier and high-power options

8

Test 400G and pluggables.

Whatever shape they come in.

- Unmatched versatility and scalability with unique Open Transceiver System (OTS) supporting today's and tomorrow's optical interfaces
- Solution supports the full 400G ecosystem: 400GE, FlexE, OTUCn/FlexO
- Test in the lab, field or on the production floor
- Test up to 800G coupling 2 modules with LTB-8 platform



CFP8

QSFP-DD

OSFP

... and ready for your next evolution. ...



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Fast, simple and accurate validation

of SLAs for Ethernet
services GigE to 100 GigE
through an automated
test processes.



 iSAM  EtherSAM

10



First solution to quickly and accurately validate

any pluggable transceiver
from 10M to 400G

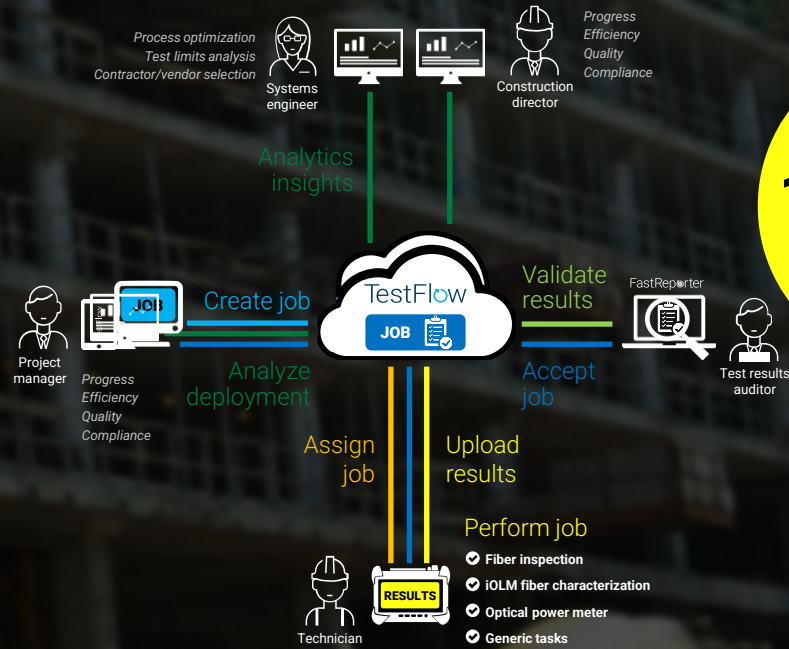


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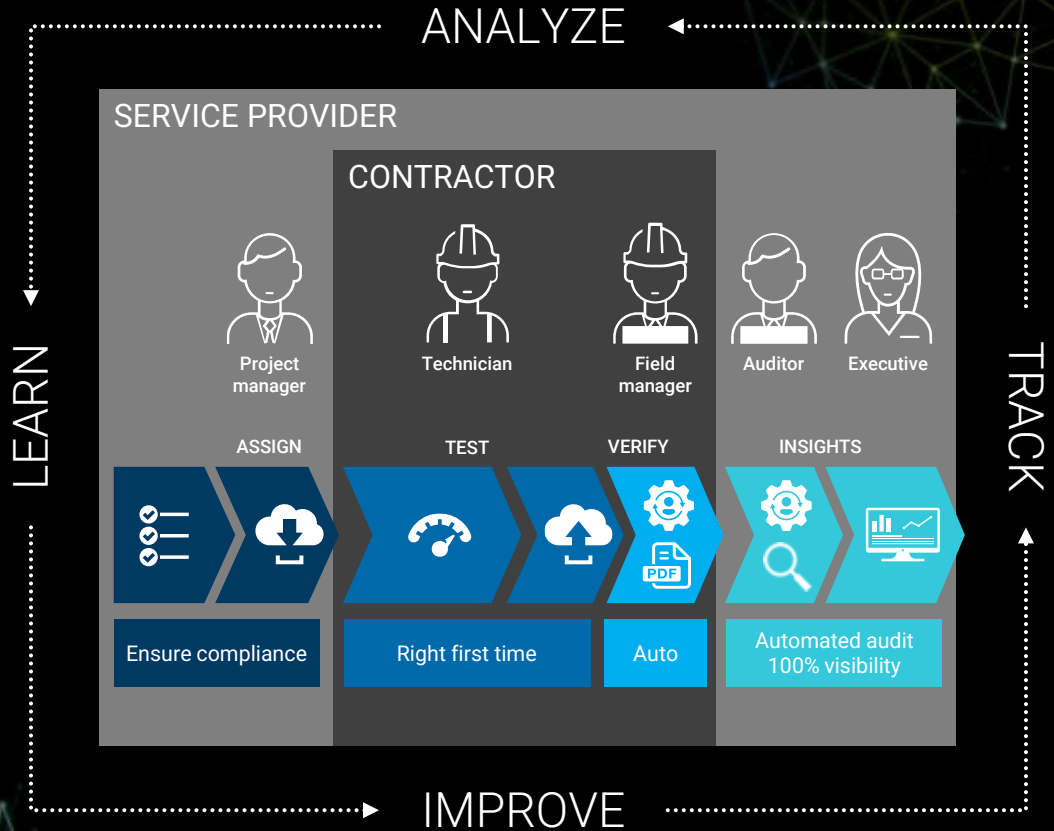
Make it right with test automation



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Business improvement process

Do **MORE**
for **LESS**



It's all about **your** experience



Expert advisor

Acting as a consultant and partner across the entire projects



Leverage our expertise

Training and consulting sessions



Talk with humans

Dedicated post-sales customer service and technical support people

Presales support

A dedicated sales team with an excellent grasp of the project's challenges



Exceeding expectations...

01 YOUR TRUSTED ADVISOR

We work closely with your technicians & managers to understand their issues. We help them in defining their methods of procedures (MOPs) and training requirements.

02 APPROVED & ACKNOWLEDGED

Our products are approved and used by industry leaders such as Verizon, Corning Inc. & Panduit.

03 UNIQUE SELLING PROPOSALS

Features & benefits that the competition can't match such as automation & ease of use. Our test solutions will give you an edge on your competitors.

04 EXFO QUALITY SEAL—GET THE BEST TEST DATA

We take pride in our continued high standards of quality, accuracy & reliability over the past 30 years (TL-9000 accredited).

05 TRAINING SERVICES

Our Be-an-Expert program offers online & onsite training courses to get you up to speed about the latest technology trends & best testing practices. EXFO also produces a wealth of webinars, product videos, guides & educative documentation.

06 FAST TRACK QUOTATION & INSIDE SALES SUPPORT

Our average quote turnaround time is under four working hours. Access to technologically savvy agents means quickly finding the right solution for the end-user. This also facilitates upselling for our partners at later stages.

07 ON-TIME DELIVERY

We deliver our products, services and solutions globally, securely & on time.

08 GLOBALLY RECOGNIZED PRE & POST SALES CUSTOMER SUPPORT

Global service and repair facilities worldwide, including premium technical support available anytime.

09 INNOVATION THAT TRANSLATES INTO REAL BUSINESS

We are continuously developing new solutions & bringing innovative breakthroughs to the table. We keep on adding value for our customers to generate new business opportunities.

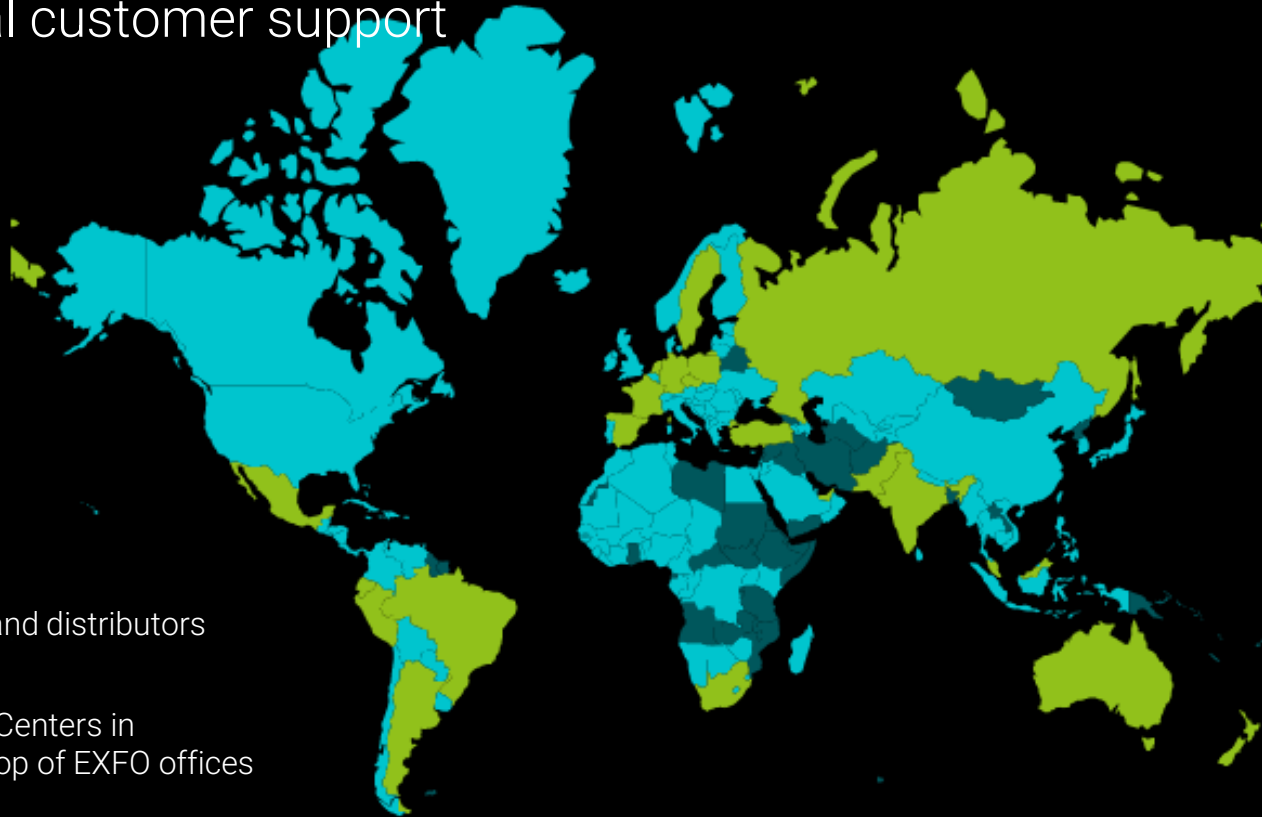
10 CUSTOMER CARE

"The support I received was second to none. The Tech was extremely helpful & knowledgeable. My issue was completely resolved."

—John Lockman, Century Link

... at each step of your journey with us

Worldwide presence for exceptional customer support



Valued partners and distributors
in 135 countries

Certified Service Centers in
21 countries on top of EXFO offices

Active participation in alliances & standards bodies



Collaborating
with industry
leaders

Tektronix[®]

NOKIA Bell Labs

ADVA[™]

 **cspire**[®]  **infinera**[®]

intel

ciena

XILINX[®]

Awards

Recent
industry-acclaimed
solutions



2018



2018



2018



2017



Thank you!

Name

Phone: 0123456789
Mobile: 0123456789
email@EXFO.com

Address

This is a sample text.
Insert your text here.



EXFO