



Providing advantages to network service providers

At EXFO, we view our role as enablers. Our products help network service providers (NSPs) deploy, upgrade and operate their optical telecommunications infrastructures with the utmost efficiency and cost-effectiveness.

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Nowadays, our high-end solutions, such as our optical time-domain reflectometers (OTDRs), optical spectrum analyzers (OSAs), Gigabit Ethernet testers and SONET/SDH analyzers, are increasingly gaining product approvals from several Tier 1 network service providers. NSPs are also relying on our 24/7 real-time monitoring solutions to meet heightened customer demand for quality of service and network reliability. By remaining attuned to customer needs, we have quietly assumed a leadership position in this global competitive marketplace.

All-in-one testing

EXFO has all the bases covered when it comes to serving the NSP market. We added to our long list of industry firsts by combining protocol-, optical- and physical-layer testing inside a single platform—the FTB-400 UTS—to help our customers increase revenues and reduce operational costs in a fast-changing market. This means that field technicians no longer need to fumble with separate instruments like bit-error-rate testers (BERTs), OSAs and OTDRs to quickly turn up new services. All they need is the next-generation FTB-400 UTS and the appropriate modules to handle all their testing, storage and retrieval requirements. This all-in-one solution—the most complete in its category—relieves customer headaches and increases our market share. Now, that's what we like to call a win-win situation.



FTB-400 Universal Test System

Real-time network monitoring solutions

Network reliability and quality of service have become mission-critical for NSPs who are seeking competitive advantages to attract customers. We have responded to these growing opportunities with the introduction of the FG-7000 Fiber Guardian and the OG-5240 Optical Guardian for physical- and optical-layer monitoring. Through state-of-the-art instrumentation, Fiber Guardian and Optical Guardian can pinpoint a fault to reduce downtime to a minimum, or they can locate minor degradations to prevent loss of service. When deployed in tandem with Network Guardian for protocol-layer monitoring applications, these autonomous products position EXFO among the leading suppliers of monitoring solutions in the industry.



FG-7000 Fiber Guardian

Network Guardian G2

Broadening our product portfolio

We didn't sit on our first-mover advantage following the introduction of the original modular platform a few years ago. We extended our lead this year by adding a number of test modules that can characterize protocol and rate-independent DWDM networks. We launched the FTB-8500 Packet Blazer™ to verify that Gigabit Ethernet capabilities in high-speed optical networks are working to their fullest potential. We released the FTB-5800 Chromatic Dispersion (CD) Analyzer, the industry's most advanced instrument for measuring physical limitations like CD during deployments and upgrades to 10 Gb/s and 40 Gb/s systems. We announced the availability of the FTB-8000 SONET/SDH 10 Gb/s Analyzer for protocol-layer testing of high-capacity networks. And, subsequent to the year-end, we delivered the FTB-9310 Channel Selector for commissioning and lighting channels in DWDM networks. In light of new market realities, customers are increasingly looking for a one-stop solution for their testing needs, and EXFO is the place to shop.



FTB-8000 SONET/SDH Analyzer