



Delivering cost-effective solutions

At EXFO, we pride ourselves on developing solutions with direct input from our customers. And at the present time, we're hearing a common refrain from system vendors, component makers as well as fiber and cable manufacturers: *Help us lower our manufacturing costs!* This is why all 50 product families in our Industrial and Scientific Division are designed with productivity and cost-effectiveness in mind.

Migrating products from the R&D phase to full-fledged, high-volume production has never been easier with the PC-based IQS-500 platform and related test modules.

It all starts with our flagship product, the IQS-500 Intelligent Test System. This next-generation platform provides the most advanced testing and automation solutions to help reduce costs, increase efficiency and accelerate time-to-market throughout the entire manufacturing process. Migrating products from the R&D phase to full-fledged, high-volume production has never been easier with the PC-based IQS-500 platform and related test modules.

In addition, our extensive product portfolio for system vendors has been strengthened with the integration of our newest partners at *gnubi communications*. *gnubi's* protocol-layer test instruments, combined with our physical- and optical-layer equipment, offer telecom and datacom system manufacturers among the most complete, one-stop test solutions in the industry.

Leadership in modular design

EXFO revolutionized the fiber-optic test and measurement industry several years ago with the first modular test platform for manufacturers and R&D labs. This year, we pushed the envelope to the very edge with a next-generation platform that efficiently runs as many as 100 test modules using a single controller unit. These leading-edge test modules can be stacked to create a high-performance test station for a number of network elements including DWDM multiplexers, optical transponders, optical patchcords and VCSEL lasers. Already, the IQS-500 platform is gaining traction with system and component vendors worldwide because it provides a flexible, system-based approach to meet customer needs. This system-based approach—one box, several test modules—combined with an open architecture (PXI, Windows, LabVIEW, etc.) and ease of programming, produces a test and

automation environment that is unmatched in the industry. What's the added value to customers? Reduced costs and improved efficiency. What's the payoff for EXFO? Satisfied customers and increased market share.



IQS-505P Intelligent Test System

Stretching our R&D dollars

EXFO's product development strategy is based upon the clever reuse of technology to maximize R&D investments. We typically develop a best-in-class product with industry-leading specifications for the laboratory environment, and then adapt it to other markets for seamless deployment. As a result, from a single R&D project, we can reach a wide cross-section of customers for R&D, manufacturing, installation and maintenance as well as network monitoring applications. Our modular system design further increases our competitive advantage since we don't have to build a new box every time we design a product. Customers love the quick time-to-market and product breadth; investors appreciate the added returns.

Helping customers lower costs through innovation

The quest to deliver innovative solutions never stops at EXFO. We're continuously developing new technologies to help manufacturers reduce their costs and increase their efficiency in a competitive environment. This year, we launched the IQS-1700 High-Performance Power Meter, with as many as four ultra-high-power remote heads, to measure increasing power levels in next-generation optical networks. We introduced the IQS-12001B Cable



IQS-1700 High-Performance Power Meter

Assembly Test System for production testing of patchcord, multi-fiber and other interconnect assemblies. We released the IQS-5250B Optical Spectrum Analyzer for characterizing components and sub-systems in narrowly spaced DWDM systems. And we launched the ProAlign™ 5000 Component Assembly Workstation that automatically assembles complex photonics components like planar lightwave circuits, switches and transceivers. These solutions represent only a sampling of the 25 new products that we introduced to the marketplace in 2002, but they aptly demonstrate EXFO's commitment to innovation and, more importantly, to helping customers improve their bottom line.

Teaming up with *gnubi communications*

Acquiring the assets of *gnubi communications* has S-T-R-A-T-E-G-I-C written all over it. This new partnership strongly enhances EXFO's presence within the telecom and datacom system manufacturer market. System vendors, after all, are increasingly looking for a full-fledged, one-stop solution for their complex testing requirements; namely physical-, optical- and protocol-layer testing for R&D and manufacturing applications.

gnubi offers significant advantages to system vendors with its leading-edge, multi-channel testing solutions. Its protocol-layer test instruments handle data rates from DS1 to OC-192 and E1 to STM-64—as well as Gigabit Ethernet—inside a PC-based modular platform that is highly comparable to EXFO's. *gnubi's* product offering addresses test requirements for multiple communication ports in lambda routers, optical switches, cross-connects and DWDM systems. Altogether, it has delivered more than 15,000 test ports to over 50 customers around the world.



gnubi's EPX16™ platform