InterOptic
By Advantage Optics

CASE STUDY:

MAJOR AIRPORT DEMANDS QUALITY AND RECEIVES UNSURPASSED VALUE

CLIENT: Confidential   **LOCATION:** South Central, U.S.A.   **DATE:** 2010-2012

BACKGROUND

One of the world's largest airports began a major seven-year reconstruction and improvement program designed to improve the overall travel experience for the airport's passengers. It included enhancing concessions, expanding security checkpoints, reconfiguring ticket counters and improving parking.

In addition to the customer-facing improvements, the operational infrastructure of the airport was upgraded with new 10-Gb-enabled high-speed networking equipment from a major OEM data equipment provider. The airport's IT team created an advanced cloud computing implementation designed to be highly flexible and responsive in servicing the industry's ever changing needs. For this upgrade, the OEM's 10Gb-enabled platforms were selected to meet the IT team's performance and reliability requirements for critical network operations.

SOLUTION

Working with a major data equipment reseller, the airport's IT team looked for innovative ways to reduce costs for this upgrade without sacrificing quality. When the question of what transceiver offered the same quality as the OEM at a better price, the reseller recommended InterOptic (IO) transceivers. The IT team then embarked on a detailed internal study to determine if there were other lower cost alternatives for the optical interfaces used to interconnect the Cisco networking equipment. The study included an exhaustive technical analysis of OEM-compatible transceivers, testing methodologies, quality controls, pricing and suppliers.

The quality of a transceiver can be measured in several key areas, which determine the compatibility, performance, and longevity of a transceiver. Given the mission critical nature of the data in the airport's network hundreds of 10Gb links and

high volume of users with applications that would traverse the network on each of these 10Gb links, it was clear that the highest performance and quality products were essential. At the end of the study, InterOptics' transceivers were selected by the IT team because these products offer both significantly lower cost while maintaining or exceeding the quality and performance standards of the original data equipment manufacturer.

All IO products are 100% OEM brand-compatible and GSA approved. They meet IEEE GigaBit Ethernet and Fiber Channel specifications, and "The SFP Multi-Source Agreement." These certifications support IO's 100% satisfaction guarantee that Enterprise customers will receive the best in network performance and long-term value. Every IO Tier 1 transceiver is manufactured, tracked, and tested to exceed the original manufacturers' testing levels and highest government standards.

RESULTS

As the result of innovative thinking by the airport's IT team, they reduced deployment costs for optical transceivers by more than 60% and saved over $500,000 upon initial installation. The InterOptic transceivers were delivered on schedule and are in-service throughout the network today.