



InterOptic

By Advantage Optics

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◆ CASE STUDY:

INSURANCE COMPANY CALCULATES RISK AND CHOOSES INTEROPTIC

CLIENT: Confidential

LOCATION: Midwest, U.S.A.

DATE: 2014 - Present

A top U.S. insurance has both dominated its market and continued to make conservative, measured investments through its nearly 100-year history of providing protection for families across the nation. One such investment is for the company to consider advanced technologies and architectures to support its need for expansion its all-important IT infrastructure. Given the size and buying power this insurance provider they could have selected many options to drive its new network investments. Instead based on an introduction from one of their trusted corporate advisors, the insurance company decided to invite InterOptic (IO) to present as a potential supplier for its new data center initiatives.

InterOptic coincidentally had a similar heritage around Midwestern values, including being conservative on selection and positioning of their capabilities. After an initial briefing, IO was able provide enough evidence both in the quality and performance of its products, and its expertise in optical architectures the insurance company decided to schedule a site visit as part of their new vendor selection process.

InterOptic hosted the evaluation meeting at its headquarters facility in Naperville, Illinois. Compared to the size and scale of the sprawling campus the insurance evaluators were used to, IO's location was tiny, regardless the insurance company came away impressed at the efficiency of the operation and what was accomplished in terms of transceiver production and coding in such a compact space. Special note was taken of IO's record of near zero field returns and consistently posting 100-plus inventory turns per year.



The insurance company quickly turned to signing a supplier agreement with IO followed by detailed proof-of-concept (POC) testing of IO's Tier 1 transceiver product line. In this case the insurance company had been loyal to a leading OEM router and switch manufacturer so IO's ability to match the exact behavior while exceeding performance, quality and projected reliability was critical. In addition, testing of IO's product under standard operations system control was of critical importance. It was found that IO's Tier 1 line performed flawlessly in all the operational steps such as provisioning, reporting, troubleshooting, etc. Completion of the POC was accomplished in a little over two weeks.

Given the value delivered by IO's products, the insurance company decided to move ahead with purchase and deployment in that same fiscal quarter. Although initially IO's evaluation was part of their vendor evaluation for major data center build initiatives, it was clear that IO's savings could start immediately even in their legacy equipment located at their hundreds of hub sites. Now after 18 months of deployment IO has been able to build a stellar supplier record shipping a wide variety of both old form factor transceivers to extend the life of the insurance company's embedded systems and also advanced 40Gb and DWDM technologies for their newest data center initiatives.