InterOptic
By Advantage Optics
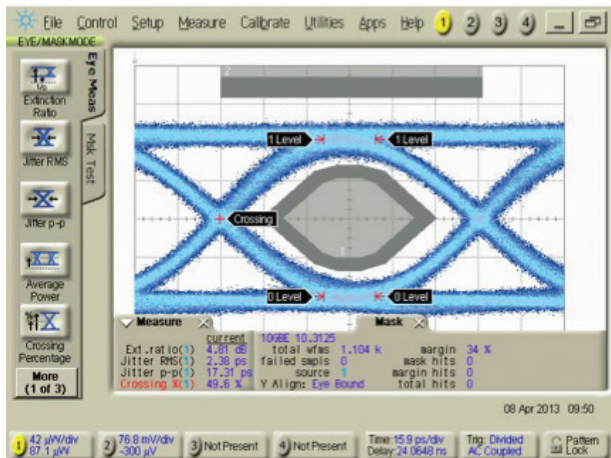
◆ **PRODUCT OVERVIEW:**

DATA INTERCONNECT—NO COMPROMISE!

OUR TECHNOLOGY

InterOptic supports a full line of industry-standard IEEE/MSA transceivers in addition to custom-designed optical products that meet key customer applications. We have developed a best-of-breed supply chain comprised of only the industry-leading component manufacturers to bring you identical technology used by OEMs at a fraction of the cost. Our product line spans all generations of form factor, rates, power levels and wavelengths.

PERFORMANCE

Given our deep understanding of optical applications, we can specify extended parameters in key performance areas to meet large-scale networking needs. Other suppliers lack decades of experience in large-scale optical deployments and fail to even recognize the unique needs these rollouts require. The result is subpar products with latent bit errors, jitter, optical power mismatches and other anomalies that cause retransmissions and degrade network performance.

INTEROPTIC TRANSCEIVERS

◆ **QSFP28**
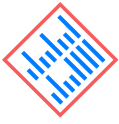100Gb/4x25Gb

◆ **QSFP+**
40Gb/4x10Gb

◆ **SFP+**
8Gb-32Gb

◆ **XFP**
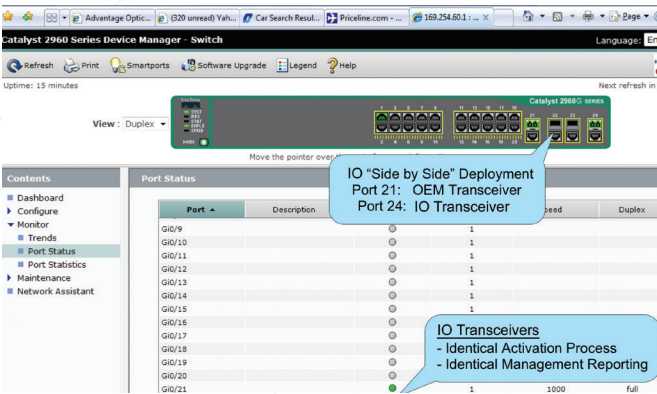10Gb

◆ **X2**
10Gb

◆ **SFP**
1Gb-4Gb

COMPATIBILITY

Our products are engineered to be OEM brand-equivalent for 100% plug-n-play compatibility. This requires a complete understanding of the operation of the devices in the OEM platform. Far more than passing traffic, it includes proper initialization, query response, troubleshooting, optical monitoring, and proper display in the OEM or third-party operations systems. We support major OEM switch and router platforms including:

- Arista
- Brocade (ICX, MLX, SLX, VDX product lines)
- Cisco
- D-Link
- Extreme
- F5
- HP
- Intel
- Juniper
- NETGEAR
- Solarflare

SAVINGS

We have optimized the complex supply chain for optical transceivers in order to pass on further savings to you. Standard OEM transceivers can often account for up to 70% in Datacenter Deployments of the total equipment costs in large network deployments. Our transceivers drive savings of 30% to 60% over OEM offerings while maintaining our strict performance and operational standards.

OPERATIONS SYSTEMS

Operations is the lifeblood of a successful network. At InterOptic, we design all our products to not only meet or exceed transmission performance, but also to exactly match the operational behavior of the OEM transceiver in its field system installation. This involves exact command compatibility across provisioning, testing/troubleshooting, queries, etc. Whether on a systems front panel indicators or through the external OS, indication of operations works flawlessly.

VOLUME AND DELIVERY

What good is achieving savings over OEM products if you cannot meet supply demands? We have exclusive arrangements with the top optical component manufacturers and can deliver quantities in line with the largest OEMs. We have produced tens of thousands of transceivers under accelerated lead times to meet our customers' needs. We work with you to deliver to your forecasts and manage our supply chain for just-in-time drop shipment to your installation sites. For key initiatives, we often undertake pre-buying and inventory management to share risk.

SUPPORT

Given the critical nature of network traffic and the increase in network size and complexity, uptime cannot be compromised. Why take chances on gray-market transceivers that don't have the detailed characterization testing we conduct as a matter of course? We provide traceable manufacturing history and performance down to the serial number.

WHAT IS TRACEABILITY?

◆ Traceability is not a term heard often in the data equipment world. This is because data companies grew out of university networks and laboratories and these environments historically placed little emphasis on mission-critical traffic. In contrast, resilient, high-availability networks are a deep part of our heritage at InterOptic. Back in the early 1980s, our executives were leading engineering teams who designed high-performance switching equipment that exhibited six nines (99.9999%) availability. We also understand serviceability and supportability of large network designs having deployed high-speed optical systems in some of the largest networks worldwide. Processes for troubleshooting, isolation, hot-swapping, hot-standby and load sharing are key considerations for our customer service and support teams. We realize as large networks become more complex, all components in the network must support more advanced IT serviceability standards. We are far ahead of the competition in this area. By working with our suppliers to conduct individual component testing, they provide us history of this testing throughout their supply and manufacturing processes. We then match our final product assembly and coding to every serial number and product that goes out of our U.S. facility. There have been numerous times we have been asked by our large customers to help them trace problems in their network. Although this is nearly never a transceiver issue, our customers are impressed that we can give them exact history of our devices and they appreciate the expertise we provide in analyzing any anomalies in their optical network operation.