

PARTNERS FOR LEADERSHIP



CELEBRATING 30 YEARS OF LEADING INNOVATION AND EXCELLENCE!



EXFO is a global leader in Telecom test and measurement solutions. EXFO leverages 30 years of industry-acclaimed expertise and innovation to address real-world issues faced by our customers in the field. Our intelligent solutions aim to make testing simpler and life easier for your field teams, and help you meet your KPIs and SLA performances.

We also strive to deliver impeccable service and support to our clients and partners as testified by our high customer satisfaction ratings.*

OUR COMMITMENT

We facilitate the deployment, maintenance and continuous monitoring of telecom networking technologies.

* 89% Global Customer Satisfaction Index and a Best-in-Class Net Promoter Score according to Bain & Co. and Satmetrix in early 2015.

No. 1
OTDR
MANUFACTURER
WORLDWIDE



OUR TEST AND MEASUREMENT SOLUTIONS

We make testing simpler. Our innovative tools come with **unique automated test functions that reduce testing times and the risk of human errors.**

Equipped with our test gear any technician can perform expert-level testing, whatever the skill level or experience. In today's fast-pace world which brings something new everyday, this truly makes the transition to new technologies simpler and faster.

WHAT DEFINES OUR SOLUTIONS?

- › Built from the ground up on the solid expertise gained from countless customer field visits to understand their day-to-day problems and help define their methods of procedures (MOPs) and training requirements.
- › Adapted to evolving market needs with features that address real issues faced in the field, with an innovative approach
- › Highest level of automation empowering technicians of all levels, making them power users from day one
- › Intuitive and easy to use for the best user experienced industry-wide
- › Accuracy, quality and reliability that is our longstanding trademark as the market leader in the fiber test equipment market

FTB-ECOSYSTEM OF TEST PLATFORMS WITH SWAPABLE MULTITEST MODULES



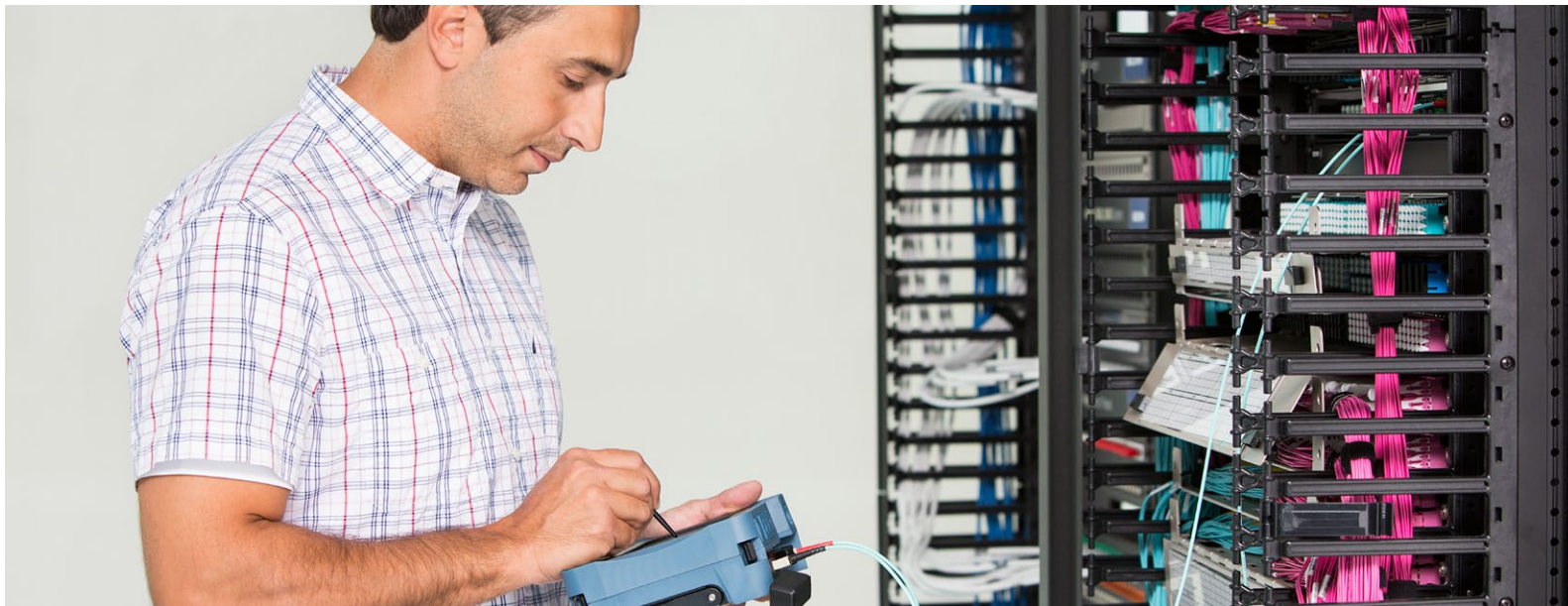
WIDE RANGE OF DEDICATED HANDHELD TESTERS



50+
test sets

The widest, most innovative and advanced range of portable handheld fiber testers on the market. Light, compact but powerful.

OPTICAL TEST EQUIPMENT		COPPER ACCESS TECHNOLOGIES SUPPORTED	TRANSPORT AND DATACOM TECHNOLOGIES SUPPORTED
Optical Time-Domain Reflectometers (OTDRs)		Triple-Play Services (Data, VoIP, IPTV)	Ethernet up to 100G
Power Meters and Light Sources	Fiber Monitoring	ADSL2+	SONET/SDH/OTN
Fiber Inspection Probes	Spectral Analyzers	VDSL2	CPRI/OBSAI
Optical Loss Test Sets (OLTS)	Tier-1 Fiber Certifiers	Wideband Copper	Fibre Channel
Live Fiber Detectors	CD/PMD		

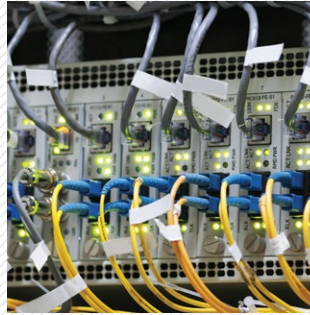


POTENTIAL USERS AND APPLICATIONS



USERS

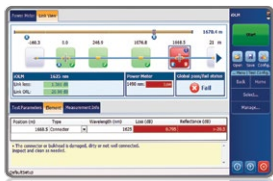
- › Installation and maintenance contractors
- › Outside plant technicians
- › Field-crew managers
- › Telecom network operators
- › Cable/MSO network operators
- › System integrators and designers
- › IT Technician



APPLICATIONS

- › Data Centers, Private Enterprise, LAN/WAN
- › FTTH/RRH and DAS
- › Passive Optical LAN (POL)
- › FTTH/PON
- › FTTx/Copper access networks
- › High-speed networks (40G/100G/400G)
- › CWDM/DWDM

SOME OF OUR LATEST BREAKTHROUGHS IN TELECOM TESTING



INTELLIGENT OPTICAL LINK MAPPER (iOLM)

The iOLM correlates multipulse widths on multiple wavelengths to **locate and identify faults** with **maximum resolution**—all at the **push of a single button**. This unique tool eliminates the need to configure parameters, and/or analyze and interpret multiple complex OTDR traces while **providing fault diagnosis and guidance on potential fix**.
EXFO.com/iOLM



MAX-700B HANDHELD OTDR SERIES

The first tablet-inspired OTDR, designed to be compact, intuitive and powerful—with no compromise on performance. **Already a best seller on the market.**

EXFO.com/MAXOTDR



FIP-400B FIBER INSPECTION PROBE SERIES

Inspecting connectors is the first essential step to any fiber testing. The FIP-400B is the **first fully automated solution that turns fiber inspection into a fast, simple, one-step process** (USB and Wireless models available).

EXFO.com/FIP435B
EXFO.com/FIP400B



FTB-700G OPTICAL AND ETHERNET COMBINED

Characterize fiber links as well as the services that run over them, be it Ethernet, CPRI/OBSAI, SyncE, and more. **Perfect for contractors installing and maintaining Fronthaul or Backhaul networks.**

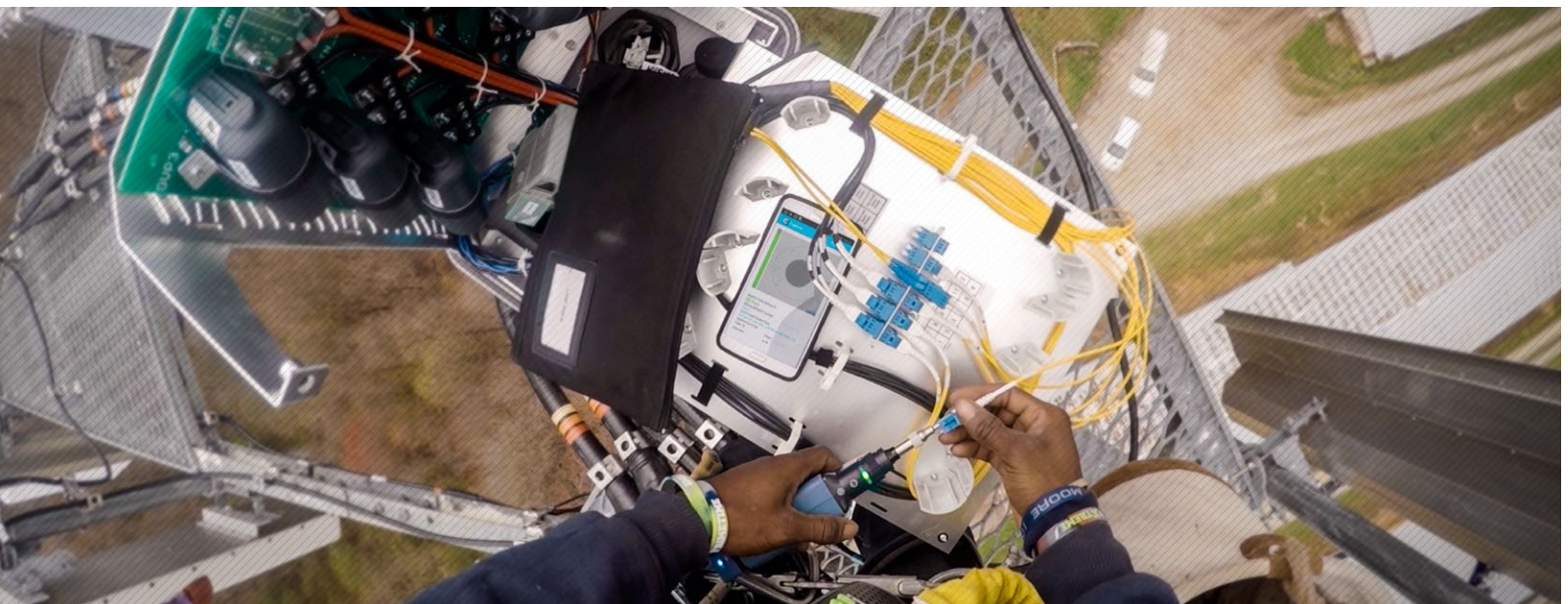
EXFO.com/FTB700G



MAX-940 FIBER CERTIFIER OLTs

Optimized for data-center and enterprise tier-1 fiber certification and designed to deliver faster, first-time-right system acceptance, the MAX-940 has been engineered with EXFO's expert blue touch. Its unique set of value-added features brings unmatched user experience and efficiency together with reduced cost of ownership in the latest tablet-inspired form factor.

EXFO.com/BlueCertifier



WHY CHOOSE EXFO SOLUTIONS

YOUR TRUSTED ADVISOR

We work closely with your technicians and managers to understand their issues. We help them in defining their methods of procedures (MOPs) and training requirements.

SALES & MARKETING DEDICATED TO YOUR NEEDS

Our Sales and Marketing team goes the extra mile to deliver custom-made solutions that best fit your needs. We use your feedback to keep adding value to the EXFO solutions you've chosen.

CUSTOMER CARE

"The support I received was second to none. The Tech was extremely helpful and knowledgeable. My issue was completely resolved!"

—JOHN LOCKMAN,
Century Link

APPROVED AND ACKNOWLEDGED

Our products are approved and used by industry leaders such as Verizon, Corning Inc. and Panduit.

INNOVATION THAT TRANSLATES INTO REAL BUSINESS

We are continuously developing new solutions and bringing innovative breakthroughs to the table. We keep on adding value for our customers to generate new business opportunities.

UNIQUE SELLING PROPOSALS

Features and benefits that the competition can't match such as automation and ease of use. Our test solutions will give you an edge on your competitors.

EXFO

ON-TIME DELIVERY

We deliver our products, services and solutions globally, securely and on time.

EXFO QUALITY SEAL—GET THE BEST TEST DATA

We take pride in our continued high standards of quality, accuracy and reliability over the past 30 years. (TL-9000 accredited).

GLOBALY RECOGNIZED PRE AND POST SALES CUSTOMER SUPPORT

Global service and repair facilities worldwide, including premium technical support available anytime.

FAST TRACK QUOTATION AND INSIDE SALES SUPPORT

Our average quote turnaround time is under four working hours. Access to technologically savvy agents means quickly finding the right solution for the end-user. This also facilitates upselling for our partners at later stages.

TRAINING SERVICES

Access to complete training programs leading to full certification. Our Be-an-Expert program offers online and onsite training courses to get you up to speed about the latest technology trends and best testing practices. EXFO also produces a wealth of webinars, product videos, guides and educative documentation.

LET'S GET IN TOUCH!

Office:
Cell:



T&M vendor of the year



5 years in a row

EXFO