CAPABILITY STATEMENT

USA HEADQUARTERS

3400 Waterview Parkway, Suite 100 Richardson, TX 75080 USA
Tel.: 1 972 761-9271

EXFO HEADQUARTERS

400 Godin Avenue
Quebec, QC G1M 2K2 CANADA
Tel.: +1 418 683-0211
Toll-free: +1 800 663-3936 (US and Canada)

Established: 1985
Employees: 1700
Global Presence: 25 countries
DUNS #: 809555584
CAGE Code: 0XZT5
NAICS: 334515 - Instrument Manufacturing for Measuring and
Testing Electricity and Electrical Signals
Website: www.EXFO.com
GSA contract #: GS24F0066M

EXFO

OUR MISSION

EXFO's mission is to be the world leader in telecommunications test, measurement and service assurance through the full commitment of all our employees in the pursuit of excellence to exceed customer expectations with market-driven innovation setting the highest standards. To this end, we are committed to facilitating the deployment, maintenance and continuous monitoring of telecom networking technologies.

EXFO'S AREAS OF EXPERTISE

› Government, Aerospace and Defense
› Wireline Network Service Providers
› Wireless Network Service Providers
› Educational and Research Labs
› LAN/WAN/Enterprise and Data Centers
› Network Equipment Vendors
› CATV Operators

KEY CUSTOMERS

Government Customers
› DOD/NSA/Fort Mead-MPO
› DOD Pentagon
› DISA
› US ARMY Fort Belvoir INSCOM
› US ARMY Aberdeen Proving Grounds
› Naval Research Lab

Government Subcontracting Customers
› BAE
› Boeing
› General Dynamics
› Lockheed Martin
› Northrop Grumman
› Raytheon

EXFO CORE COMPETENCIES

› Proactive, real-time monitoring of IP-based voice, video and data services
› Widest range of optical test modules on the market, designed for field and lab applications
› Integrated hardware and software solutions based on an open and extensible platform
› Network assessment from 10 Mbit/s to 100 Gbit/s

› End-to-end quality of service (QoS) and quality of experience (QoE) throughout the service lifecycle
› Dispersion analyzers (PMD and CD) optimizing 40G/100G upgrades
› Analysis and simulation of wireless communications and operations
› Long-haul and metro WDM network testing

EXFO COMPANY OVERVIEW

EXFO Government Solutions provide portable and centralized network testing solutions that enable successful sharing of information and smooth operations in contested telecom environments. With flexible, scalable and comprehensive Ethernet and next-generation IP platforms, EXFO's products address the challenges created by bandwidth growth and the expansion of the Global Information Grid.

Government Solutions offers innovative products, platforms and services and other solutions for the development, installation, management and maintenance of converged, IP-fixed and mobile networks—from the core to the edge.

Key technologies supported include 3G, 4G/LTE, IMS, Ethernet, OTN, FTTx as well as various other optical technologies, accounting for an estimated 35% of the portable fiber-optic test market.

Combining vast experience in mobile network analysis with unmatched service assurance and monitoring capabilities, EXFO offers special R&D services as well as powerful, sophisticated communication and signal intelligence tools to governmental organizations, such as police, customs, coast guard and military forces.

CORPORATE DATA

EXFO CONTACTS

Eastern US Sales Contact	**Western US Sales Contact**	**Corporate Sales Contact**	**US Government District Contact**
Dean Williams	Mike Morrissey	Andy Bearden	David Norman
Territory Manager	Territory Manager	Sales Director	Sales Manager
Cell.: 1 469 569-3803	Cell.: 1 303 888-1980	Cell.: 1 864 313-7186	Cell.: 1 407 286-8859
dean.williams@EXFO.com	mike.morrissey@EXFO.com	andy.bearden@EXFO.com	david.norman@EXFO.com

REGIONAL SALES PARTNERS

› Advanced Communications Technology, Inc – Mid-Atlantic Region: 1 703 352-4484
› Elotek – Western States: 1 888 435-6835

GSA contract #: GS24F0066M

Communications Supply Corportation

Communications Supply Corporation, a subsidiary of WESCO International Inc., distributes a wide range of data communications and security solutions from the industry's leading manu-facturers. CSC sales professionals have a deep understanding of the applications and technology behind the products they sell. Through its partnership with EXFO, CSC is seeking to promote and deliver high-level test and measurement products; a testament to our mutual commitment toward our customers.

Norseman Defense Technologies

Norseman Defense Technologies is an information technology solutions integrator/consultant based in Elkridge, MD. Norseman has 20 years of experience in delivering value to Federal Government entities by providing best-in-breed IT hardware, software and data center solutions with a focus on exceeding expectations. Norseman is a small business concern.

KITCO Fiber Optics

KITCO Fiber Optics is a leading provider of fiber optic connectorization products and consulting services to the military and commercial communications industry. We specialize in the design and fabrication of fiber optic tools, tool kits and custom cable assemblies; producing private label kits for a number of major connector manufacturers and selling our own broad line of products; field services providing on-site termination, splicing, troubleshooting and testing support, and hands-on training and certification programs. We are considered to be fiber optic connectivity experts to the defense industry and for over 10 years have customized our products and services to meet strict military standards. We work with and support major defense contractors and government agencies such as General Dynamics, Lockheed Martin, Northrop Grumman, Raytheon, Boeing, L3 Communications, AMSEC, SAIC, NASA, the U.S. Armed Forces and other U.S. Government agencies.

PRODUCT OFFERING

TEST PLATFORMS THAT EVOLVE WITH OPERATORS' NEEDS

PLATFORM COMPARISON	FTB-1 Empowering frontline technicians	FTB-200 The intelligent platform built for the supertech	FTB-500 Boundless capabilities; unlimited testing options
Fiber characterization	X	X	X
Mobile backhaul testing	X	X	
1G and 10G Ethernet configurations	X	X	X
LAN/WAN testing	X	X	
CWDM turn-up		X	X
ROADM commissioning		X	X
Multiservice transport testing	X		X
Fibre Channel testing			X
ROADM and PTN turn-up			X
Distributed PMD analysis			X
ROADM/POTS and 40G testing			X
40G/100G packet transport testing			X
Triple-play testing	X		
FTTH testing	X	X	X
10M-to-100G Multiservice Tester			X

OPTICAL

POWER METERS

EXFO's modular and benchtop power meters are built for top performance and pinpoint accuracy. Each model offers a different combination of features and specifications suitable for various test setups. In terms of field testing, power meters are toolbox essentials for all technicians installing or maintaining any type of fiber network. In addition to general-purpose and semi-automated power meters, there are also power meters optimized for specific types of networks.

LIGHT SOURCES AND AMPLIFIERS

Simulating the optical voice, video and data signals of real-life service applications, EXFO's light sources cater to various testing requirements: singlemode or multimode, polarized or non-polarized, broadband or narrowband, tunable, ITU-wavelength-centered, etc.

When it comes to field testing, EXFO's worry-free, straightforward instruments let you accurately measure signal attenuation during fiber-optic cable deployment, certify premises networks, and perform any other task related to general outside plant installations.

VARIABLE ATTENUATORS

Variable attenuators are an integral part of most BER testing and EDFA characterization setups. EXFO's modular and benchtop variable attenuators are built for top performance and pinpoint accuracy.

SWITCH AND UTILITY MODULES

EXFO's modular optical switches offer a full range of features for bidirectional component testing, ribbon fiber testing, multichannel monitoring, remote and multiple-component testing, signal routing and bypass switching.
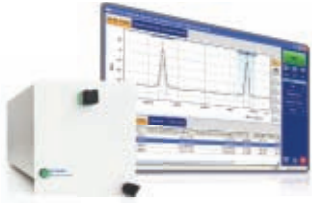
POLARIZATION ANALYSIS

To validate the behavior of transmitters/systems under real network conditions, manufacturers and operators require network emulation instruments. By testing the transmitters/systems, they gain a better understanding of their technology and its limitations.

OPTICAL COMMUNICATION ANALYZERS

EXFO's optical communication analyzers provide R&D engineers with scalable and optimized test solutions, enabling them to properly characterize new, advanced modulation scheme signals for next-generation, ultra high-speed telecom networks.

SPECTRAL TESTING

EXFO's highly accurate, easy-to-use optical spectrum analyzers for the R&D environment deliver accurate in-band OSNR measurement to characterize CWDM and DWDM networks. They also offer the flexibility to analyze WDMs, EDFAs, drift, spectral transmittance and DFB lasers.

In the field-testing environment, where bandwidth demand keeps increasing, service providers need to deploy faster, more reliable networks. EXFO's optical spectrum analyzers allow them to characterize CWDM and DWDM networks and get reliable i-in-band OSNR measurement on a per-channel basis.

OTDR AND iOLM TESTING*

Combining intelligence and accuracy with the utmost simplicity, EXFO's OTDRs provide numerous singlemode and multimode configurations available at several wavelengths, and come in handheld or modular formats.

EXFO's iOLM is a complete and proven test method covering most common fiber test applications. Using automated multipulse acquisitions and advanced algorithms, the iOLM delivers detailed information about every element on the link in a single-button operation, providing maximum intelligence and simplicity for expert-level link characterization.

SIGNAL DETECTION

EXFO's compact live fiber detectors help you pinpoint live and dark fibers as well as avoid unnecessary manipulations, saving time and eliminating guesswork.

OPTICAL LOSS TEST SETS

Optimized to face the most current FTTx testing challenges, EXFO's multifunction test sets are built to get more out of your time and minimize operational errors, ensuring fast and error-free service turn-up.

DISPERSION ANALYSIS

As high-bandwidth deployments become more common, network topographies evolve and specific CAPEX and OPEX challenges arise. Thanks to time-proven expertise, EXFO delivers dispersion test solutions that address your reality.

ORL TESTERS AND ATTENUATORS

EXFO's ORL and attenuation testers efficiently assess backreflection and empower operators working in FTTx/PON or CATV environments to better control and limit its impact on overall network power loss, bit error rate (BER) or signal-to-noise ratio (SNR).

FIBER INSPECTION*

Choosing a fiber inspection probe equipped with connector endface analysis software helps you ensure that connectors and adapters are clean and exempt of any defect—which is the starting point for accurate network testing.

OPTICAL LINE LIFECYCLE TESTING

Practical testing of in-service fibers from a central location, either the PON- or P2P-type, based on Link-AwareTM OTDR technology. This is a new method for demarking responsibility at or close to the customer premises.

*Certain select modules are PON optimized.

One Field-Optimized Testing Solution

Backhaul Tri-Pak: complete turn-up in 15 minutes

i OLM | **intelligent Optical Link Mapper**

- No training required: self-setting device
- No trace misinterpretation, thanks to clear schematic link view
- Link-Aware™ delivers simple, accurate fiber-optical link test results
- Prompt diagnosis for quick, accurate identification of network issues

Connector Max
ANALYSIS SOFTWARE

- Automated pass/fail connector analyzer
- One-touch results in less than four seconds
- Full reports
- Compatible with EXFO's FIP-400 Fiber Inspection Probe

EtherSAM
The new standard in Ethernet service testing

- SLA validation with a single test
- 8x faster deployment
- 100% first-time-right results
- Standards-based (ITU-T Y.1564)

SUPPORTING EACH PHASE OF THE NETWORK LIFECYCLE:

CONSTRUCTION	TURN-UP	TROUBLESHOOTING
Fiber Characterization	Service Validation	Performance Optimization

FTB-1 – FTTA, RRH and DAS Test Solution

VALIDATE CONNECTOR ENDFACE CLEANLINESS

Runs an automated pass/fail connector analysis at the touch of a button

Connector Max
ANALYSIS SOFTWARE

COMPLETE FIBER-LINK CHARACTERIZATION

Provides a clear go/no-go verdict for total IL/ORL and every link event

i OLM | **intelligent Optical Link Mapper**

ENSURE PROPER TRANSMISSION*

CPRI/OBSAI validation at up to 3.1 Gbit/s via BER testing

FTB-880 NetBlazer Multiservice Tester

Not required for DAS installation

TRANSPORT AND DATACOM

ETHERNET TESTING

EXFO's Ethernet testing solutions stem from our unique approach to providing the most comprehensive and technologically advanced offering. Whether you are assessing Ethernet backhaul, Ethernet business services, cloud-based services or packet transport networks, there is a solution for you.

NEXT-GEN SONET/SDH, OTN AND MULTISERVICE TESTING

Research and development engineers require scalable testing solutions with port density, multi-user accessibility and automation capability. EXFO's IQS and FTB testing solutions cover a wide range of technologies, e.g., SONET/SDH, Ethernet, OTN and Fibre Channel.

FIBRE CHANNEL TESTING

Due to its stringent performance requirements, Fibre Channel requires extensive testing during deployment to ensure the desired service level. With EXFO's FTB and IQS modules, efficient fiber testing is made possible.

DSn/PDH AND LEGACY SONET/SDH TESTING

Demand for Ethernet-based services to small and medium-sized enterprises is driving the need for new, cost-effective transmission technologies such as Ethernet-over-TDM, making it necessary to assess traditional TDM services with packet-based Ethernet test functions, which EXFO delivers.

SYNCHRONIZATION TESTING

As mobile backhaul networks evolve to support packet-based transmissions, maintaining accurate network synchronization becomes a critical element to network performance.

IPTV TESTING

EXFO's IPTV solutions allow providers to assess the copper network's physical layer, validate the xDSL service and test the performance of the IPTV component to successfully introduce video services faster and manage them more cost-effectively.

NETWORK SIMULATION AND LOAD TESTING

NETWORK ANALYSIS

EXFO's fully automated testing tools help engineers clearly see the status of the network, enabling swift verification of functionality and interoperability, as well as the subscriber's quality of service and quality of experience.

QUALITYASSURER NETWORK SIMULATION

Offering the industry's highest performance, scalability, and flexibility, EXFO's QualityAssurer solutions are used by manufacturers and operators in load, regression, security and functional testing. They are also designed for benchmark testing from vendors.

PAST PERFORMANCE

Information about past performance is available upon request.