



GPON installation made easy

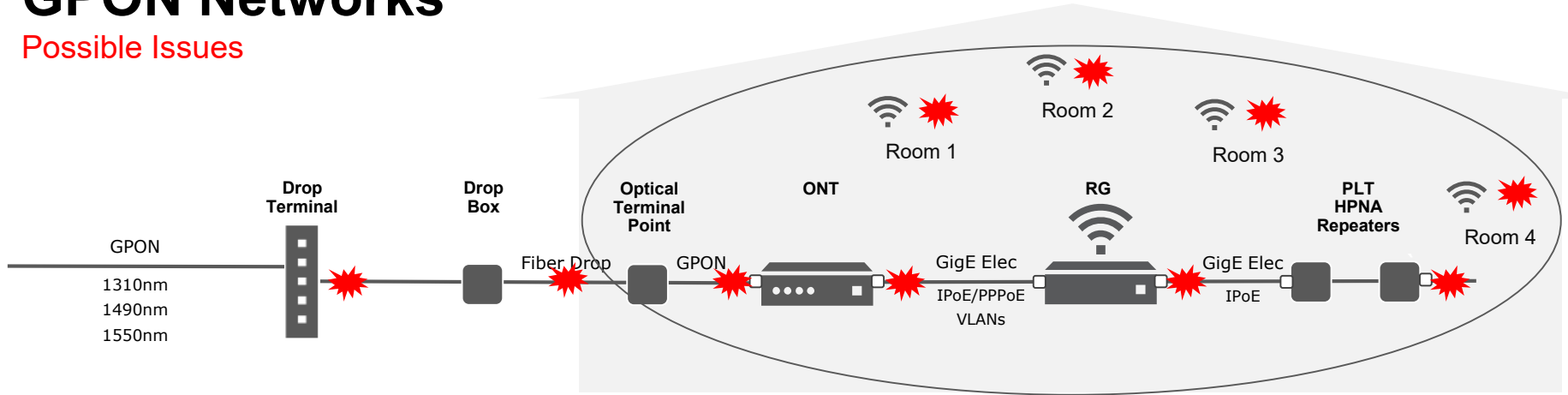
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GPON Networks

Possible Issues



Business Impact

- Service failures / delays
- Customer satisfaction
- Support calls / churn

GPON	Ethernet	WiFi
Wrong Light	Poor Throughput	Poor Throughput
No Light / Low Light	No Internet	Weak Coverage

Challenges with GPON now field techs can solve quickly

Residential & Small Business PON

Service Provider Perspective	Test Requirements	Ideal Solution
Light Is Not Enough <ul style="list-style-type: none"> A red LED on a CPE is helpless at Service Activation or Troubleshooting Customer experience can still be down 	Clear multiple sources of issues <ul style="list-style-type: none"> Enough light Sync with OLT & on the right PON ID Get an IP address (PPPoE/VLAN right) Access the internet 	Test All Layers Test Anywhere <div>Technician Efficiency</div> <ul style="list-style-type: none"> ONT Emulation For demarcation e.g. GPON, Ethernet, WiFi
Customer Complaints Cost Customer expects speed they purchased <ul style="list-style-type: none"> Expensive incoming calls Very expensive dispatches & repeats Hugely expensive churns 	Performance vs Web connectivity <ul style="list-style-type: none"> Speed Test (TCP Throughput) and verify all equipment well configured (profiles = what purchased) 	TCP Throughput Test (on all access points) <div>Customer Satisfaction</div> <ul style="list-style-type: none"> Service Performance over GPON, Ethernet, WiFi
WiFi Impacts Total Experience #1 Issue <ul style="list-style-type: none"> WiFi = customer experience GPON right but customer complains 	Emulate WiFi devices & Test <ul style="list-style-type: none"> WiFi Coverage (in each room) Service performance (over WiFi in each room) 	WiFi coverage Service Performance <div>Customer Satisfaction</div> <ul style="list-style-type: none"> WiFi Performance up to high end 3x3 antenna devices

Challenges with GPON now field techs can solve quickly

Residential & Small Business PON

Service Provider Perspective	Test Requirements	Ideal Solution
Unskilled Techs Must Deal with Multiple Technologies <ul style="list-style-type: none">FTTH ramp upNew techs, workforce consolidationTurnoverOPEX reduction trend (less skilled workforce)	Automation and Speed <ul style="list-style-type: none">Fully automated, guided testsFast tests, fast understanding (simple results analysis)	1-button OneCheck Tests 1-screen Test Results <div>Technician Efficiency</div> <ul style="list-style-type: none">OneCheck PON (1 minute)OneCheck Ethernet (1 minute)OneCheck WiFi (1 minute per location)Closeout Tests with Date / Time / Geolocation
Providers Need to Drive Compliance <ul style="list-style-type: none">Difficult to ensure all tech /contractors follow the process; everything works right the first timeMultiple techs / contractors working on PON doesn't help (miscommunication)	Work Tested Work Compliance Traceable <ul style="list-style-type: none">Simple & Fast Closeout TestsEvery time a Tech leaves a siteAll recorded & accessible from a central point	OneCheck Closeout Tests Central Server <div>Provider Visibility</div> <ul style="list-style-type: none">Date / Time / Geolocation recordedRequirement for all dispatchesAt both (Physical) Network & (Customer Experience) Service levels

Challenges with GPON

now field techs can solve quickly

Residential & Small Business PON

Technician
Efficiency

Customer
Satisfaction

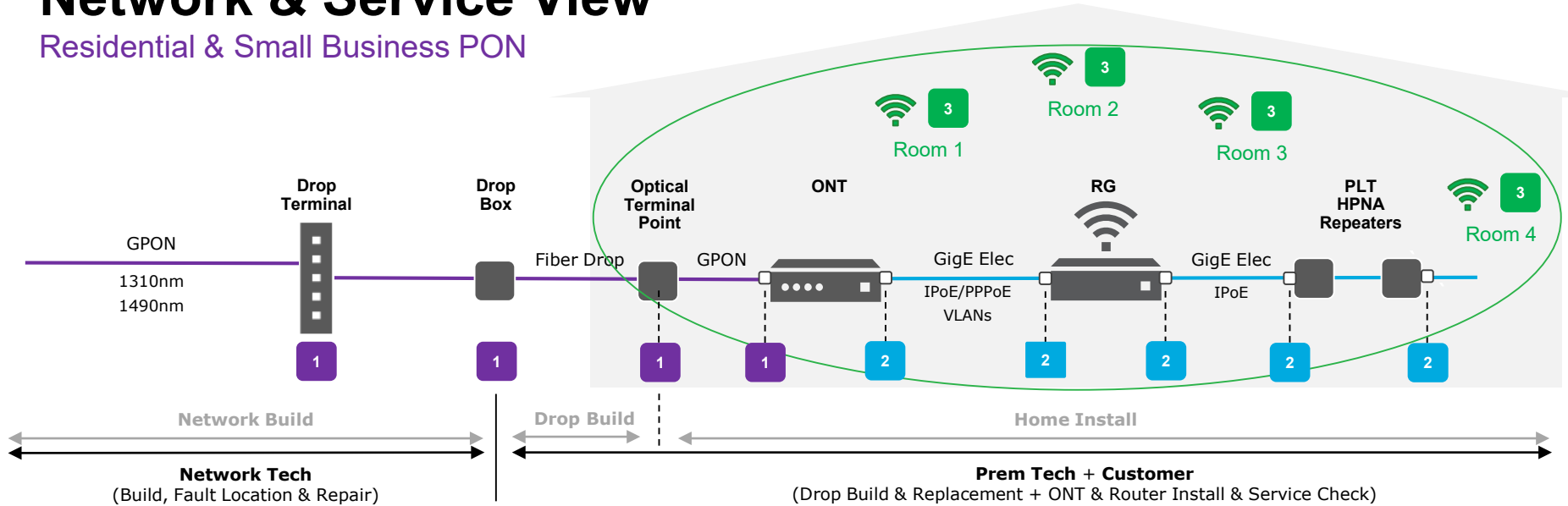
Provider
Visibility

Problems to solve	Test Applications	
Clean connectors?	Fiber Inspection	•
Enough light?	Optical Power Level	•
Right Light?	PON ID	•
Get an IP Address?	IPoE / PPPoE, VLAN	•
Connectivity to the Web?	HTTP Connectivity	•
Expected Service Performance? (Customer Experience)	TCP Throughput Test (Speed Test)	•
Excessive Loss (Breaks, Bad Splices, Bad Connectors, Bends)?	OTDR	○
Any In-home wiring issues?	Ethernet Test	•
Are WiFi Coverage & Performance good in all rooms?	WiFi	•

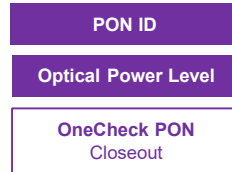
Required •
Optional ○

Network & Service View

Residential & Small Business PON

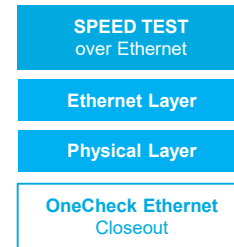


Companion

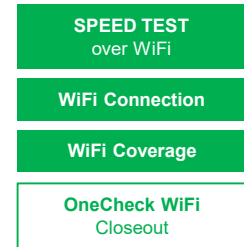


OneCheck PON
Closeout

ONT Emulation

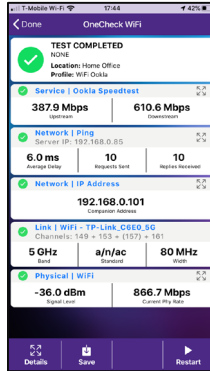
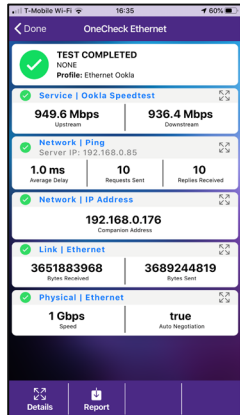
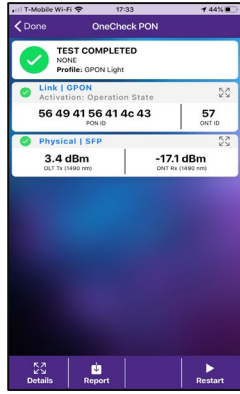


OneCheck Ethernet
Closeout



OneCheck WiFi
Closeout

Product Tour with a Controlling Device



VIAVI R&D Center Bucharest

- 91 employees; started in 2017
- Software development for NSE; FPGA design
- Main areas: Fiber, Metropolitan networks, Cable and DSL, 5G networks
- Application software development for various meters; starting mobile software
- Platform support and application development for newest Viavi platforms
 - OneAdvisor 800
 - HetNet/ Cell Advisor



VIAVI Solutions by the Numbers

Selling into 137 countries across 30 market segments



\$1.13B
revenue FY19



4100+
employees



350
channel partners



50
global offices



Over 1,600,000
instruments in use
around the world



100,000
data centers rely
on VIAVI



200+
service provider networks
across 7 continents



2,133
patents
issued

Q/A

