

Total Cost of Ownership

Lowering Total Cost of Ownership (TCO) with
VIAVI Protocol Analyzer & Exerciser Tools

Introduction

In today's competitive environment, engineering teams face increasing pressure to accelerate development while controlling costs. Traditional approaches to protocol analysis often require multiple chassis, dedicated licenses, and form factor-specific hardware—driving up capital expenses and operational complexity.

VIAVI protocol analyzer and exerciser tools are designed to lower TCO by combining flexibility, scalability, and multifunctionality in a single solution. Here's how:

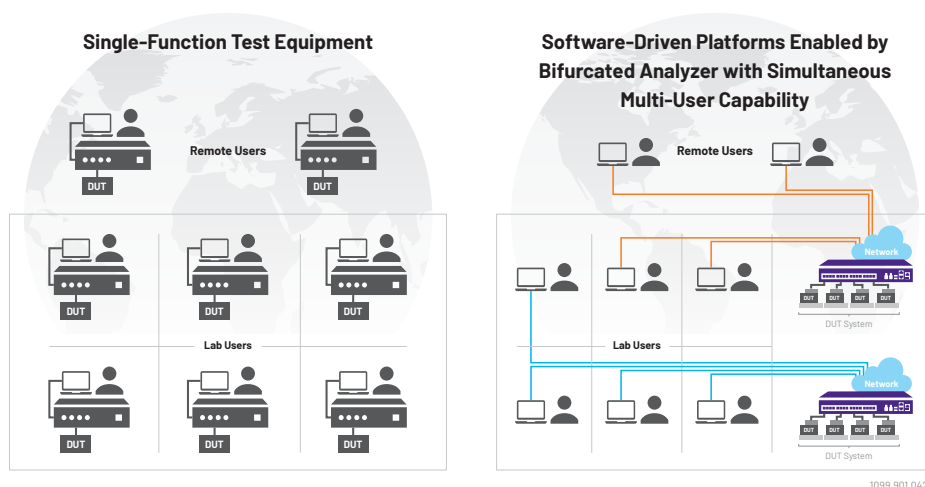
Multi-User: Maximize Utilization

Why buy multiple analyzers when one chassis can do the work of many?

VIAVI multi-user capability allows a single chassis to be divided by up to four independent 4-lane test cases being conducted in the same lab where the equipment is located—or at any remote location with internet access. This enables:

- Parallel testing by multiple engineers
- Local or remote access to the tool for maximum flexibility
- Reduced hardware footprint
- Simplified equipment management
- Faster turnaround without capital investment for chassis on additional desks or in multiple physical locations

Simultaneous Multi-User capability provides ownership and deployment versatility



Versatile, software-driven platforms enabled with multi-user functionality often result in reduced hardware requirements while providing additional deployment flexibility. Multiple users conducting simultaneous tests on a single chassis can reduce Total Cost of Ownership over time – while increasing tool productivity and speed to market.

Flexible Licensing: Start Small, Scale as Needed

Not every project requires a full 16-lane license. VIAVI offers flexible licensing options, allowing teams to:

- Begin with a 4-lane or 8-lane license at a lower cost
- Scale up to full lane configurations as requirements grow
- Avoid unnecessary upfront expenses while maintaining future-proof flexibility

This means one piece of hardware can scale quickly with a fast and easy software upgrade rather than new hardware that can be lead time sensitive. This can also provide OPEX/CAPEX flexibility.

Multifunctional Platform: Analyzer + Exerciser in One

Instead of purchasing separate systems for analysis and traffic generation, VIAVI combines Analyzer (AN) and Exerciser (EX) capabilities in a single chassis.

Benefits include:

- Lower hardware investment
- Simplified lab setup and asset management
- Reduced maintenance and support costs

This multifunctional approach delivers comprehensive test coverage without doubling your equipment budget.

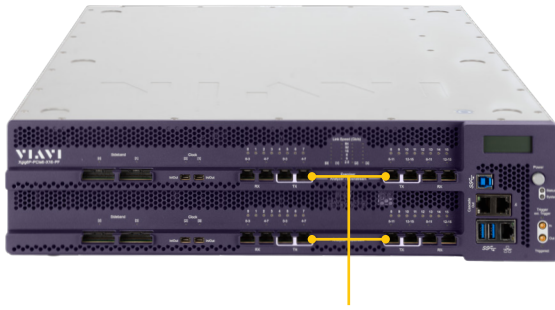
Interposer Flexibility: Cost-Effective Connectivity

Form factor-specific chassis can lock you into expensive hardware upgrades. The VIAVI platform supports interposer flexibility, enabling:

- Use of multiple form factors, like CEM, EDSFF, MCIO and M.2, with a single chassis
- Lower cost per test configuration
- Easier adaptation to evolving standards and DUT designs

This flexibility ensures long-term savings and adaptability.

Platform Flexibility and Versatility



Single Chassis - upgrade licenses
in 4-lane increments



Test Stands and Interposers
in multiple form factors

Customer Support

VIAVI is known for providing the most attentive customer support in the industry. Our goal is to get you up and running quickly, while shortening your learning curve. VIAVI customer experience representatives will also help troubleshoot and resolve setup and testing challenges you may encounter along the way. It's all about helping you get to market faster, with products that stay sold.

Lower Acquisition and Ownership Costs Without Compromise

By leveraging bifurcation, flexible licensing, multifunctional design, interposer flexibility, and outstanding customer support, VIAVI helps organizations reduce capital costs, streamline operations, and accelerate time-to-market—all while maintaining the highest standards of protocol compliance and performance.



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