



# Maximizing Return on Fiber Assets

# Welcome

Paul Gowans

Director of Marketing

26<sup>th</sup> April 2023

# Agenda

Welcome	3:00-3:10
Fiber Landscape / Fiber Broadband Association	3:10-3:30
Networks: The Good. The Bad. The Ugly / Broadband Success Partners	3:30-3:50
Most Fiber Providers Forget this Step / Calix	3:50-4:10
Building FTTH Networks at Scale and with Quality / VIAVI	4:10-4:30
Closing Remarks	4:30-4:40
Networking, Demos, Food...	4:40-6:00

# VIAVI Solutions by the Numbers



**3600+**  
Employees

**350+**  
Channel Partners



**\$1.3B**  
Annual revenue (FY22)



**1.6M+**  
Instruments in Use



**- 42%**  
Reduced carbon  
emissions since 2015



**10K+**  
Assurance systems deployed



**2511**  
Patents issued



**3B+**  
3D filters shipped

# More Connections, Unlimited Potential

VIAMI Solutions for Every Role, in Every Business, Everywhere in the World...



VIAMI products are sold in **137 countries**



VIAMI targets **30 distinct market segments**

## Network and Service Enablement

VIAMI empowers Service Providers, Network Equipment Manufacturers, and IT organizations to manage data centers and the network lifecycle for complex 5G and Fiber networks with intuitive instruments, systems, and technologies.

## Optical Security and Performance

Our expertise in light management and optical coatings help protect the world's bank notes from counterfeiters, bring amazing colors to our life, and enable advanced technology such as 3D sensing.

# Integrated Cloud Enabled Solutions



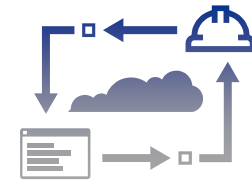
## 5G Networks

Solutions for every stage of the 5G lifecycle: Lab to Live. Open RAN



## Fiber Everywhere

Solutions to maintain the fiber network: from development to manufacturing, to field deployment to performance optimization



## Cloud Enabled Automation

Solutions designed to optimize workflows to reduce manual steps, perform consistent tests, delivering operational efficiency