

How to Choose the Best Third Party Optics Provider

How Profitable Businesses Switch from OEM to Third Party Optics

Switching from OEM to [third party optics](#) can seem like a monumental hurdle to overcome, or to avoid all together. Why?

Because transitioning from OEM to third party optics could present serious problems within your network. Some legitimate concerns include:

- Third party optics could be unreliable and/or incompatible with OEM hardware
- It would take time/resources to adequately test third party optics and validate interoperability
- You'd be configuring hardware to ignore soft errors with non-OEM optics
- Using third party optics could void the OEM warranties and OEMs may refuse to provide technical support
- Qualifying a third party optics company who could meet your high standards would be difficult

But if switching from OEM optics to third party optics presented all of these issues, then why and how are Tier 1 Wireless Carriers doing it?

Because they partner with [optics solutions providers](#) that address their concerns and add significant value.

Factors top tier businesses consider when deciding whether or not to trust an optics solutions provider, include:

- Financial Stability of Vendor and Its Parent Company:
 - o Do they have working capital to keep inventory?
 - o How's their creditworthiness or open line of credit?
 - o What's their track record?
- [Supply Chain Management](#):
 - o Do they have a diverse vendor portfolio?
- Inventory Position:
 - o Do they have a ready to serve (RTS) rate of 95% or greater?
 - o Are their on-time shipments (OTS) greater than 95%?
 - o Are they ISO9001 & AS9100 certified?

- Technology/Services
 - Do they provide differentiating products that can save on CAPX or OPEX?
 - Do they offer 24/7 technical support?
 - Do they provide infield engineering support?
 - Do they offer training programs and educational seminars to add value to our employees?

Once you've found an optics vendor that excels in these areas, you can guarantee you'll gain compelling value from their technology, inventory position, financial stability, world-class customer service, operational execution and a true partnership investment to help you achieve your business goals.

Where do you find an optics solutions provider with such credentials, you might be wondering?

Integra Optics is an excellent candidate.

Why? Because Integra has a proven track record of assisting Tier 1 wireless carriers, with billions of dollars in spectrum investment, achieve seamless nationwide 5G deployments to address their customers increasing demands.

With an unyielding focus on these three competencies:

- Interoperability
- Reliability
- and Availability

Integra's managing to manufacture 100% interoperable [transceivers](#) across all OEM platforms, delivering optics correctly coded and tested 100% of the time using [high-speed robots](#) and offer the largest inventory of transceivers and fiber optic components in the Western Hemisphere.

By the way, there are a lot [more case studies](#) and [customer testimonials](#) demonstrating how Integra's 100% focus on network uptime makes the transition from OEM optics to third party optics seamless and highly profitable for numerous businesses.

With that being said, you're now equipped with the knowledge used by immensely profitable businesses to make a well-informed decision when transitioning from OEM to third party optics.