

Work Flow & Automation in Fibre Optics

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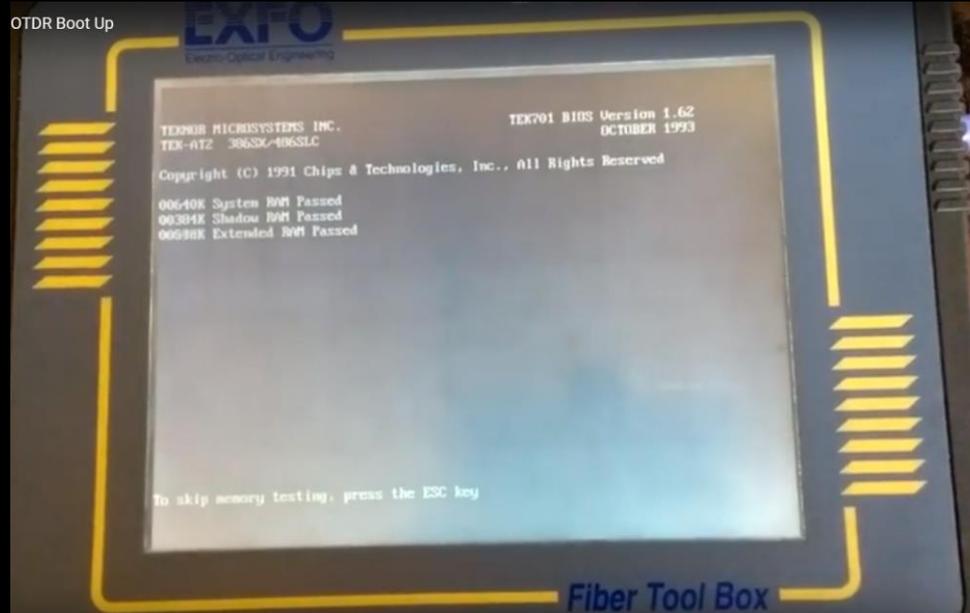
AE Bureau

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The good old days...

New fibre deployment MCI in Mexico



OTDR characterisation

The good old days...

ISO operations certified!!



Documenting field work:

- Manual time consuming tasks
- abc
- Paper reports of OTDR traces
- and more

FTTH deployments western Europe

- 2009 – Portugal
- 2010 – Andorra
- 2013 – Spain
- 2015 – France
- 2017 – Italy
- 2018 – UK

Documenting field work:

- Manual time consuming tasks
- abc
- OTDR traces, Yes / No, perhaps...
- and more



Our industry is transforming . . .

Intelligence

Fiber



Cloud



Analytics



High-speed



Check 5G Coverage

Check 5G coverage for our UK launch cities below:

- > **Belfast**
- > **Birmingham**
- > **Cardiff**
- > **Edinburgh**
- > **London**
- > **Manchester**

Asking more from FO networks

Fiber rollouts



Network densification



End-to-end visibility



... and facing more and more challenges

**Service
issues**

Delays

**Cost
overruns**

**Reputation
damage
Subscriber
churn**

**Compliance
issues**

Today, issues faced by Operators and Network Carriers

Compliance



Visibility



Volume



... lack of visibility over results impacts the quality of business decisions

Today, problems faced by contractors...

Quality



Lack of standardized MOPs

Manual execution

Time



Never ending admin tasks

Repeat truck rolls

Competition



Need to be faster

Evaluated on efficiency

... if testing is not done the first time right,
contractors return on their own expense

What if...



Reduce
operational
costs

- ✓ Adhere to testing Best Practices
- ✓ Reduce field and project management testing validation



Time
savings

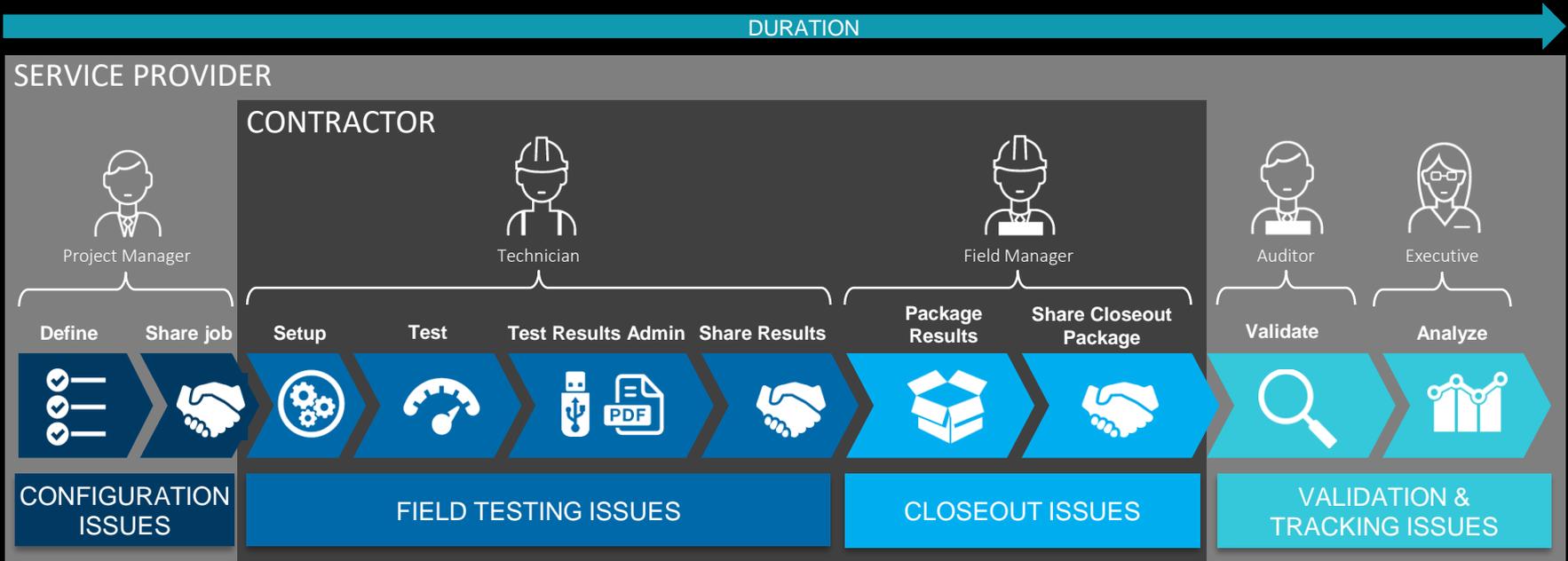
- ✓ Hassle-free job definition –
- ✓ Built-in test validation streamlines closeouts quickly



Improve
business
decision

- ✓ 100% confidence that the job is done first time right
- ✓ Get paid faster

Today's Field Testing practices



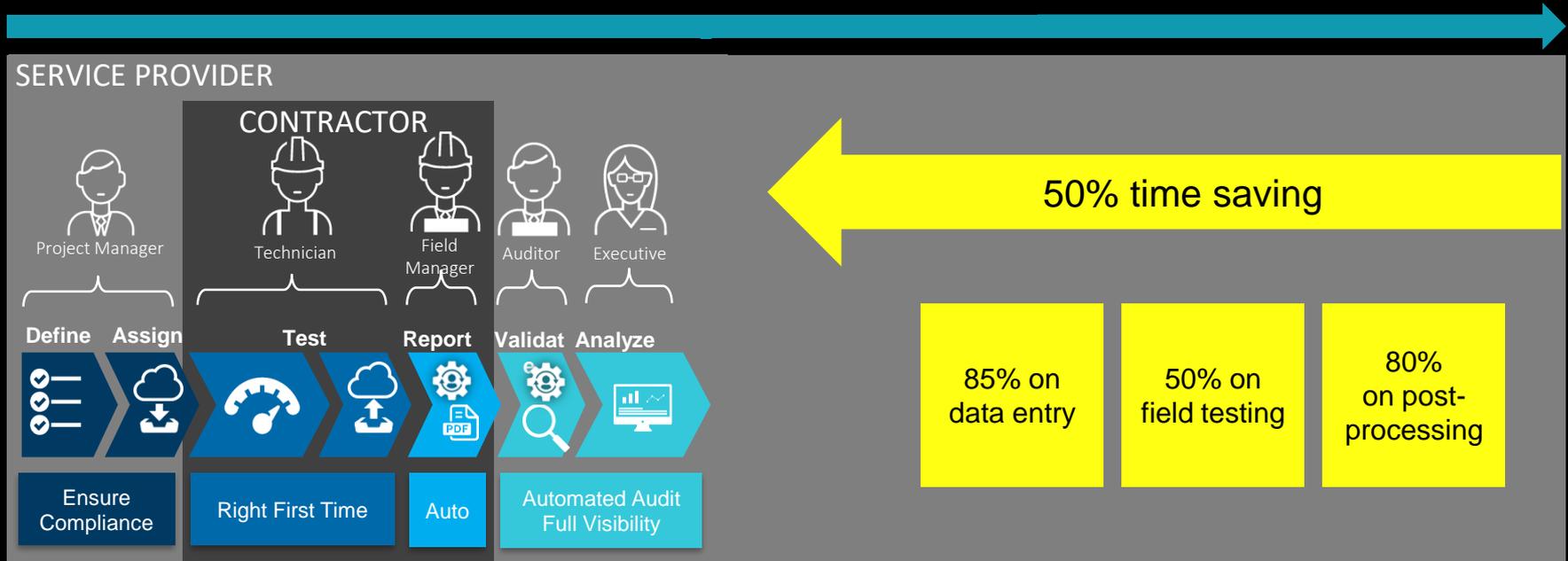
- 50+ page process docs
- Job info
- Test configs

- Not following process
- Typos, missing data
- Wrong test config
- Managing test results

- Missing/wrong results
- Repetitive, laborious
- Customized reports

- Missing/wrong results
- Repetitive, laborious
- Lack of visibility, insights

Smart Field Testing Approach. Work Flow Automation!!!



Simple Job Creation

Standardize d Testing

Automated uploads

Real-time visibility

Valuable insights

...from weeks to minutes

Work Flow & Automation in Fibre Optics



Ensure compliance

You can't fix what you can't see



Right first time

Reliable test results



Automate Reporting & auditing

Real-time sync and validation



Faster invoicing & deployments

More projects and accelerated time to revenue



Total visibility

Automated & Customizable Analytics

Easy close out work flow package



- ✓ Batch processing
- ✓ Analyze measurements
- ✓ Duplicated files detection
- ✓ Auto-validation



- ✓ Documentation
- ✓ Combine different types of jobs
- ✓ Validate compliance
- ✓ Generate report

**Automated test results acceptance process for
faster test Acceptance**

Analytics. Insights on Network Health



Unique insights

✓ Data crunching on KPIs



Immediate visibility

✓ Automated results upload



Standardize process

✓ Automated results processing & aggregation

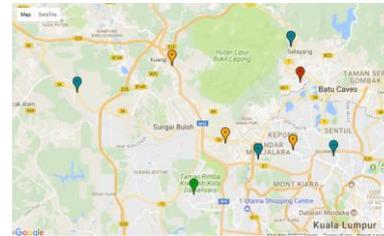


Improve process

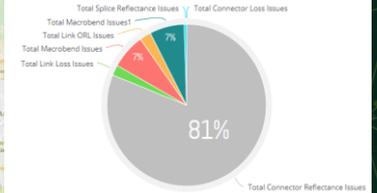
✓ Quality and compliance metrics highlight areas to fix

✓ Progress and efficiency metrics highlight areas to improve

Project Tracking and Status



Quality Metrics



Efficiency Metrics

Efficiency Rating



Time and Rating per Job

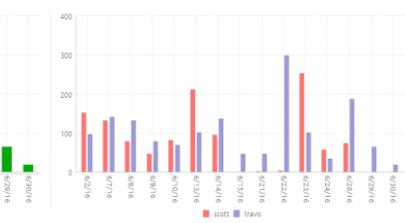
Job ID	Operator	FDP Install Time	Home Install Time	Router Install Time	Total Time
1-16149297041	dmcheng	7.65	37.83	43.58	114.08
1-16187975054	mchee	210.00	0.00	26.13	236.13
1-16198685689	mchee	0.00	130.11	0.00	130.11
1-16199446750	ckng	0.00	0.00	0.00	0.00
1-16216196634	ckng	17.1	34.62	0.00	62.58
1-16223528538	dmcheng	0.00	23.22	0.00	23.22
1-16225593786	mchee	9.9	0.00	0.00	9.9
1-16233794772	dmcheng	21.48	32.8	25.17	79.45

Compliance and Trending Metrics

Tests Per Day



Tests Per Operator



FTTH deployment by Tier 1 Carrier

Challenge

- Each Project took over 5 days to close out
- Lots of human intervention required
- Lots of doubt and finger pointing
- Unreliable results

Solution

- TestFlow reduces project test validation time to 2.5 days
- 100% first-time-right
- Complete confidence
- Immediate access to results

Benefits

- Reduces time to close out project from 5 to 2.5 days: 50% reduction
- Removed all the tedious steps of testing validation
- Increase in SLA compliance
- Clear identification of problems

3000 projects/year x 2.5 days savings/project = 7500 man days SAVINGS/year

Over \$1.5 Million/year* in savings identified

*Based on EXFO's estimated calculation. End numbers were not provided by the carrier.



Thank you

The image features the word "EXFO" in a bold, white, stylized font. The letters are composed of horizontal bars, giving them a digital or data-like appearance. The background is a gradient of teal and blue, with faint, glowing network-like structures in the corners, consisting of interconnected nodes and lines. The overall aesthetic is modern and technological.

EXFO

1. Project Manager



Create

Accurate
Data
Entry

Define

Enforce
pass/fail
thresholds

Assign

Real time,
Controlled &
flexible

TestFlow Benefits

- ✓ Clear pre-established job definitions (job info, fiber ID creation, Project dates, Correct test configurations)
- ✓ Increase compliance & work quality
- ✓ Automated and quick visualization of job/site/project metrics
- ✓ Actionable insights into job progression, resource performance, compliance & quality
- ✓ Reduce test results admin (reporting, post-processing, auditing/validation)
- ✓ User-based assignment and easy re-assignment
- ✓ Auto-sync with one or multiple technicians

2. Field Technician



Access

Intuitive
& fast

Perform

Error-free
Manipulation

Upload
results

Automated
Reporting

TestFlow Benefits

- ✓ Seamless test app integration
- ✓ Significantly reduced test setup – no time wasted documenting, entering data
- ✓ Step-by-step guidance with test sequencing applicable to multiple technologies
- ✓ Meet customer requirements based on job definition
- ✓ No delays waiting for results

4. Site Lead, Field Manager



Comply

Meet customer requirements

Adapt

Customizable templates

Share

Immediate results

TestFlow Benefits

- ✓ Significantly reduce bookkeeping tasks for whole project
- ✓ Increase technician autonomy with predefined test configurations & sequencing
- ✓ Step-by-step guidance & view of overall job progress in real time
- ✓ Reduce repeat jobs
- ✓ Automated and customizable templates and post-processing flexibility
- ✓ Faster job completion for multi-technician jobs

4. Test Result Auditor



Review

Reliable &
compliant
results

Adjust

Feedback
sent in
real-time

Accept

Validation
done in
minutes

TestFlow Benefits

- ✓ Automated and quick visualization of job/site/project metrics (missing and/or added test IDs, test thresholds/standards, test config/parameters).
- ✓ Reliable from-the-start test results reduces validation time – less data to fix.
- ✓ Prioritization of assigned tasks for review
- ✓ Generates an error report and can send 'Quick Fix' indications to technicians while they are still on-site – no repeat truck rolls
- ✓ Reduce test auditing/validation from hours to minutes

5. Operation Director/Executives



Analyze

Automated &
Customizable
updates

Assess

Complete
dashboards
for quick
visualization

Decide

Informed
decisions
based on
performance

TestFlow Benefits

- ✓ Automated and quick visualization of projects and overall deployment metrics
- ✓ Actionable insights into job progression, resource performance, compliance & quality
- ✓ Capacity to find and fix systemic deployment issues before they impact deployment
- ✓ OPEX savings through process optimization
- ✓ Informed business decisions about prime contractors & inventory vendors