



## SUCCESS STORY

# Tunable Lasers

### HOW CAN TUNABLE LASERS IMPROVE COST & FLEXIBILITY?

Tunable lasers promised to address some of the biggest challenges in improving the cost and flexibility of optical networks, but the technology was expensive, and each implementation was custom. Higher shipment volumes would lower prices if the industry found a way to break these barriers. OIF found a way.

### STANDARDIZING MECHANICAL PACKAGING AND SOFTWARE INTERFACES

OIF implemented two multi-source agreements (MSA) that standardized the mechanical packaging and software interface of tunable laser components. These MSAs allow equipment vendors to design-once and assure component vendors that one design could reach a much broader market than before.

### MSAs LEAD TO COMPONENT SUPPLIER INVESTMENT & ACCELERATED INNOVATION

Tunable lasers from multiple suppliers became interchangeable, but OIF's MSA didn't inhibit suppliers from implementing performance improvements and unique features. Component supplier investment and innovation accelerated, and equipment makers purchased over 300,000 units in 2018.

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