








Quality Makes a Difference - Precision Multicom Products vs. 'Other' Products

Fusion Splicer	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	German Engineering	✓	✗	German engineering = precision, quality, reliability	Engineered to meet a lower standard, planned obsolescence
	State-of-the-Art Precision Motors	✓	✗	Components made w/quality, high precision, long life bearings	Shorter life bronze sintered bearings
	High Resolution Optical System	✓	✗	High precision, faster operations	Low resolution/precision, higher loss, slower operation
	Core vs. Clad Alignment	Core	Clad	Highest precision Core alignment , quality low-loss splices	Low precision Clad alignment, high price for Core
	Precision Components	✓	✗	High quality internal components = Precision, long life	Short life integrated circuits, heat sensitive
	Ruggedized	✓	✗	Drop/Impact, Dirt/Dust & Water Resistant	Low quality plastic, easy to crack or break
	Auto-Calibration	✓	✗	Automatically adjusts for temperature, altitude, humidity and number of fusion operations	Manual calibrations for changes in temperature, altitude and humidity. Higher loss splices
	Splicing/Heating Speed (seconds)	7/9	15/30	More splices in less time! Make more money!	Thumb twiddling is costing you money!
Warranty	3 Year	Maybe	No Risk Returns - Most repairs/services in your country!	Send back to 'Other' country taking months to repair	
Fiber Transmitter	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	Ortel Lasers, Made in the USA	✓	✗	High quality and long life	Low cost and short life laser from 'Other' country
	Hot Swap Power Supplies	Redundant	1	Quick plugin modules, no down time if power supply fails	Single, internal, failure must replace entire unit
	Integrated SNMP	✓	✗	Monitor/control/reconfigure & resolve issues all remotely	No SNMP/remote monitoring, No remote alerts/alarms
EDFA	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	JDSU Lasers, Made in the USA	✓	✗	High quality and long life	Lower cost lasers, short life
	Hot Swap Power Supplies	Redundant	1	Quick plugin modules, no down time if power supply fails	Single, internal, failure must replace entire unit
	Integrated SNMP	✓	✗	Monitor/control/reconfigure & resolve issues all remotely	No SNMP/remote monitoring, No remote alerts/alarms
Micro-Nodes	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	AC Adapters	✓	✗	UL and FCC certified , high quality, longest life, 3+ years	Cheapest possible, estimated 1 yr life, unhappy users
4-Port Node	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	GaAs Hybrid Amplifiers, USA made	✓	✗	Amps made by Anadigics - High quality, long life, stable	Low quality output, shorter life, more service calls
	Modular TX, RX, RF	✓	✗	Easy to service /expand/upgrade, quick replacements	1 pc assembly, failure effects entire node, all customers
	FP-Isolator or Optional DFB Lasers	✓	✗	Supports max bandwidth requirements, easy to upgrade	FP laser, not good for data and broadband networks
Fiber Passives	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	Corning Fiber	✓	✗	Lowest loss, highest quality fiber	Higher loss, degrades over life
	Splitters: PLC, not FBT	✓	✗	PLC - Highest quality, low loss, rugged and reliable	FBT - Lower cost but quality & performance issues
Coax - Trunk, Drop	Specification	Multicom	'Other'	Multicom Quality Products	'Other' Products
	Extruded, Welded	✓	✗	Both types available according to customer preference	
	Virgin PVC Jacket	✓	✗	Pure virgin PVC for best performance and reliability	Recycled PVC tears easily, bad stretching, UV issues
	Pure Dense Foam PE Dielectric	✓	✗	Uniform, precision dielectric ensures quality performance	Non-uniform dielectric=poor perf, not SCTE compliant
	APA Bonded Shield	✓	✗	Double side polymer shielding, bonded for reliability	Single side on polymer, not bonded - Poor shielding



Save Time and Money with Quality Multicom Products

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